

**ADVANCED CERTIFICATE IN POWER  
DISTRIBUTION MANAGEMENT**

**Term-End Examination**

**February, 2021**

**BEE-003 : MANAGEMENT OF POWER  
DISTRIBUTION**

*Time : 3 hours*

*Maximum Marks : 100*

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**Note :** *Section A is compulsory. Answer any ten questions from Section B and Section C each.*

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**SECTION A**

*Answer any ten questions.*

*10×1=10*

1. State whether the following statements are *True* or *False*.
  - (a) The stronger the value system, the less intense will be the action in pursuit of that value.
  - (b) Durability is a measure of product life.
  - (c) Extrinsic conflict is based on rational and intellectual contents.

- (d) Improvement in quality and reduction in cost are important drivers of change.
- (e) Individuals with the response “low comfort with change and low capacity for change” are called entrenched.
- (f) In ADKAR model of change management, ADKAR stands for Awareness, Desire, Knowledge, Ability and Result-oriented.
- (g) A horizontal merger occurs when two competitors combine.
- (h) The turnkey contract is an agreement in which a contractor designs, constructs, and manages a project until it is ready to be handed over to the client and operations can begin.
- (i) A project costs ₹ 2,00,000. If uniform cash receipts expected is ₹ 40,000 per month, the payback period is 5 years.
- (j) Intangible assets have physical identity and include items which can be seen and touched like land and building, stock, cash, furniture, etc.

## SECTION B

Answer any **ten** questions.

10×3=30

2. Define Accrued Income. Give some examples.
3. Explain in brief the Supply Chain Management.
4. What are the organisational barriers in communication ?
5. Why is money not always a motivating factor in an organisation ?
6. What is ROI ?
7. “Conflict does not exist until it is recognised by the parties involved.” — Do you agree with this statement ? If so, why ?
8. Outline the reasons for change in an organisation.
9. What skills should a project manager possess ?
10. Why should accounting practices be standardised ?
11. List the merits of Accounting Rate of Return (ARR).
12. Differentiate between fixed and flexible budgets.
13. What do you understand by “Degree of Operating Leverage” ?

## SECTION C

Answer any *ten* questions.

10×6=60

14. What are the positive and negative consequences of conflict ?
15. What are the effects of low power factor ? How is power factor improved ?
16. What is change management ? Discuss its usefulness in power sector.
17. Suppose your organisation requires restructuring. What type of structure would you choose and why ?
18. Differentiate between customer satisfaction and customer delight.
19. Discuss the customer index for a power distribution utility.
20. Explain in detail the force field analysis in change management.
21. Describe at least five key factors for developing a successful scheme in power distribution.
22. Make comparative statements of benefits of turnkey contracts vis-a-vis unit rate contracts.
23. Differentiate between Fixed Assets and Current Assets.
24. Mention the benefits of AMR.
25. Explain the process of investment evaluation in respect of financial analysis of projects.
26. Describe the management system concept with the help of an example.