

No. of Printed Pages : 2

BMS-002

**CERTIFICATE IN NGO MANAGEMENT
(CNM)**

Term-End Examination

June, 2024

BMS-002 : MANAGEMENT FUNCTIONS

Time : 2 Hours

Maximum Marks : 50

Note : Attempt any **five** questions. All question carry **equal** mark.

1. State two objectives underlying the tax exemptions offered to NGOs under the Income Tax Act, along with the relevant sections. 10
2. List and explain any five clauses that are mandatorily a part of a Memorandum of Association. 10
3. Explain the important differences between a Receipts and Payments account and an Income and Expenditure account. 10

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[2]

BMS-002

4. What do you understand by budgetary control ? What purposes does it serve ? 10
5. Differentiate between selling concept and marketing concept, with the help of examples. 10
6. What is social marketing ? Explain two differences between social and commercial marketing. 10
7. Write a note on the need and opportunities associated with life-long learning. 10
8. Write short notes on any two of the following :
10 (5 × 2)

- (a) Project feasibility
- (b) Gantt Chart and its uses.
- (c) Two methods of fund raising for NGOs.
