

**ADVANCED CERTIFICATE IN
POWER DISTRIBUTION
MANAGEMENT (ACPDM)
Term-End Examination**

June, 2026

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

Time : 3 Hours

Maximum Marks : 100

Note : (i) Answer any **ten** questions each from
Section—A and Section—B.

(ii) All questions should be answered in
English.

Section—A

Note : Answer any *ten* questions. $10 \times 3 = 30$

1. Define closed management system.

2. Explain consumer care and convenience with suitable examples.
3. What problems are encountered in vertical communication ?
4. What is the difference between Trial Balance and Balance Sheet ?
5. Explain the various methods of resolving conflicts in an organization.
6. List the merits of Accounting Rate of Return (ARR).
7. What is meant by Closing Stock ?
8. Distinguish between fixed assets and current assets.
9. Explain Benchmarking.
10. Make comparative statements of benefits of turnkey contracts vis-a-vis unit rate contracts.
11. What is meant by 'Operative Leverage' and 'Financial Leverage' ? Explain their utility.

12. What skills should a project manager possess ?

Section—B

Note : Answer any *ten* questions. $10 \times 7 = 70$

13. Explain in brief the Supply Chain Management.
14. Why is money not always a motivating factor in an organization ?
15. Differentiate between customer satisfaction and customer delight.
16. Explain in detail the force field analysis in change management.
17. What are the effects of Low power factor ?
How is power factor improved ?
18. Suppose your organization requires restructuring. What type of structure would you choose and why ?
19. What is Corporate Governance ? How does it enable organization to adhere to business ethics ?

20. Discuss the customer index for a power distribution utility.
21. Explain the process of investment evaluation in respect of financial analysis of projects.
22. What is DPR ? Discuss its importance and the factors involved in DPR preparation ?
23. Explain the Franchisee Scheme. How can your utility implement it to increase revenue collection and provide better customer care ?
24. Describe how you can use the print and electronic media to sensitize your customers about timely payment of bills, and legalizing power connections.

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