

Lesson - 3

Proposal/Offer & Acceptance

Definition: Sec.2 (a)

"When one person signifies to another his willingness to do or to abstain from doing anything, with a view to obtaining the assent of the other to such act or abstinence he is said to make a proposal".

From the above definition of proposal, the following features emerge: -

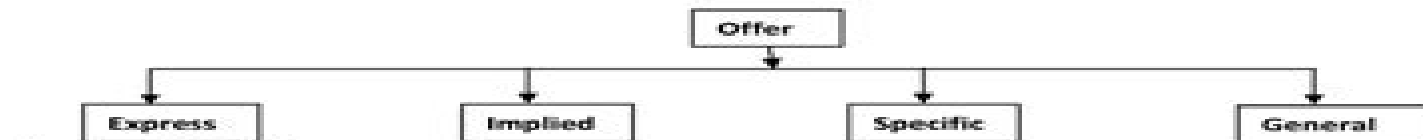
It must be an expression of willingness to do or to abstain from doing something - Thus, it may involve a 'positive act' or an abstinence' (refrain from doing).

Example

- **Positive Act:** 'A' offers to sell his car to 'B' for Rs. 1,00,000
- **Abstinence:** 'A' offers not to file a suit against 'B' if the latter pays 'A' the outstanding amount of Rs. 1,00,000.

1. It must be made to another person. There can be no 'proposal' by a person to himself
2. It must be made with a view to obtain the assent of that other person to such act or abstinence. Thus, a mere **Statement of intention is not a proposal.**
3. The offer must be definite
4. The offer must be communicated to the offeree.
5. The person making the offer is called the '**offeror**' or the '**proposer**' and the person to whom it is made is called the 'offeree'.

Kinds of Offer



Express / Implied

An offer, which is expressed by words, written or spoken, is called an express offer. An offer expressed by conduct is an '**implied offer**'.

Example

Express Offer: 'A' offers to sell his car to 'B' for Rs.1,00,000.

Implied Offer: When a transport company runs a bus on a particular route, it is an implied offer from Transport Company to carry passengers for a certain fare.

Specific / General

An offer made to a specific person or a particular group of persons is called a Specific offer. It can be accepted only by that person or that 'particular group to whom it is made.

Example

'A' offered to buy certain goods from 'B'. The offer is to a definite person 'B'. Therefore, a purchase from 'X' instead of 'B', will not give rise to a valid contract (Boulton Vs Jones)

An offer made to the world at large or public in general is a general offer. It can be accepted by anyone who fulfils the terms of the offer (Carlill Vs Carbolic Smoke Ball Co).

Virtual Business Lesson 3 Answers

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E-business in Manufacturing Shari L. S. Worthington,Walt Boyes,2002 Now that all the Internet hype is sorting itself

out industry is embarking on a sea of change of monumental proportions In the next decade manufacturers will change the way they perform many functions from interacting with customers to controlling plant floor processes What is about to occur is as significant a change as letters of credit were in the Middle Ages or railroads were in the 19th Century The first part of the 21st Century will finally see the much discussed convergence of business communications and computing E Business in Manufacturing takes a detailed look at that convergence and what it will mean for the manufacturing organization E Business in Manufacturing is about the creation of an extended enterprise From the sign out front to the loading door out back companies are changing the way they buy tools parts raw materials and even services There are changes happening in the way product designers develop new offerings and in the way pricing managers price products There are changes in the way marketing departments are interacting with customers and how customers are seeing their vendors For the first time the independent initiatives of Sales Force Automation Manufacturing Automation and Information Systems are being integrated and transformed Customer Relationship Management is impacting far more than just sales and marketing Manufacturing Automation and Supply Chain Integration are combining to produce an organization that functions as a single real time value chain from raw material to customer E Business in Manufacturing looks at each part of the enterprise from sales and marketing to manufacturing and logistics and shows how enabling real time interaction can result in a significant increase in revenue while at the same time produce a leaner more efficient organization

Business 2000 Cynthia Greene,2001 Business 2000 Entrepreneurship provides information on becoming an entrepreneur selecting a type of ownership developing a business plan marketing your business hiring and managing a staff and financing protecting and insuring your business The way this textbook can be used is unlimited By incorporating critical thinking exercises vocabulary building business math technology and career awareness into this textbook we ve made Business 2000 Entrepreneurship inviting and informative **Entrepreneurship** Cynthia L. Greene,2006 **Harvard Business Review** ,1999-07 Includes sections Review of business literature and Book notices **Online Business Computer Applications** Alan L. Eliason,1991

Peter Norton's Intro to Computers 6/e Peter Norton,2004-12-30 Peter Norton s Introduction to Computers 5th Edition is a state of the art text that provides comprehensive coverage of computer concepts It is geared toward students learning about computer systems for the first time Some of the topics covered are an Overview of computers input methods and output devices processing data storage devices operating systems software networking Internet resources and graphics

The New York Times Magazine ,2003 *Information Technology and the Future Enterprise* Gary W. Dickson,Gerardine DeSanctis,2001 For graduate level courses in Information Technology Management Uniquely forward looking in approach this collection of readings by a wide range of researchers and practitioners at the forefront of information technology management at all levels urges managers to look to emerging and prospective key IT issues and to consider what to expect and how to approach management of IT in the new millennium The readings are innovative and

contemplative not empirical studies or summaries of the literature **Growing and Managing a Small Business** Kathleen R. Allen, 2006 Growing and Managing a Small Business provides students with a comprehensive introduction to business ownership and management from the start up phase through growth and harvest Decidedly entrepreneurial in focus this book departs from the traditional small business management text by incorporating themes and principles appropriate to managing small companies in a dynamic global environment In addition to up to date coverage of risk management and strategies for harvesting the business the Second Edition introduces several new chapters that examine topics such as ethics and social responsibility family businesses and technology New boxed features illustrate the author's real world approach through case studies and profiles of small businesses and entrepreneurs **TABE Level A Verbal Workbook** Phyllis Dutwin, Linda Eve Diamond, 2007-10-25 We want to help you succeed on the TABE's verbal section Whether you're looking to qualify for a government job a career with a private company or demonstrate your literacy and math abilities for school placement a high score on the TABE will help you work towards your career goals and the life you want Written by a leader in adult education this book is designed to help you identify your goals and discover more about your learning preferences and study habits You'll discover the strategies that make learning and test taking easier for you And you'll learn essential reading and writing skills by using familiar everyday items including work documents graphs and charts and Internet based materials McGraw Hill's TABE Level A Verbal Workbook helps you with Practice exercises just like the ones on the test with complete explanations Real life materials and examples that help you to build the skills you need Total coverage of all the verbal test sections including reading language usage and spelling Strategies that show you how to work smarter not harder and get the most out of your study time **McGraw-Hill Education TABE Level A Verbal Workbook, 2nd edition** Phyllis Dutwin, Linda Eve Diamond, 2016-03-04 Now updated Expert verbal preparation for the TABE exam that is the first step to lifelong success Whether you're looking to qualify for a government job to launch a career with a private company or to demonstrate your abilities for school placement a high score on the Test of Adult Basic Education TABE will help you reach your goals Written by recognized leaders in adult education this book is designed to help you identify your goals and discover more about your unique learning preferences and study habits You'll consider which subject specific strategies make learning and test taking easier for you You'll learn basic verbal skills by using familiar everyday items such as work documents graphs and charts and internet based materials With this step by step guide you will sharpen the skills you need to succeed on the TABE and move ahead in your career Features Practice exercises just like the ones on the test with complete explanations Real life materials and examples that help you to build the skills you need Total preparation for all TABE verbal topics including reading language usage and spelling Strategies that show you how to work smarter not harder and get the most out of your study time About the Authors Phyllis Dutwin M A is president of Dutwin Associates a company that consults with major publishers to develop books for adult students Linda Eve Diamond comes from a corporate training

background and is the author of business education and self help books International Classification ,1984 Journal on
theory and practice of universal and special classification systems and thesauri **Business Education Forum** ,2004
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