

2<sup>nd</sup> June 2023 (Shift 3)

**Q1.** Identify the direct factors for entrepreneurship motivation.

- A. Need for Good Health
- B. Need for Good Reputation
- C. Need for Achievements
- D. Need for Friends
- E. Need for Power

Choose the **correct** answer from the options given below

- (a) C and E only                      (b) A and C only
- (c) B and E only                      (d) D and E only

**Q2.** Scalar Chain should not be violated in the normal course of formal communication. But in case of emergency, a worker can directly contact a senior manager or a director. What term was used by Fayol for this.

- (a) Gang Plank                      (b) Equity
- (c) Esprit De Corps                (d) Initiative

**Q3.** Identify the cities in which SEBI has opened regional offices.

- (a) Delhi, Chennai and Kolkata
- (b) Chennai, Bhubaneshwar, Delhi and Mumbai
- (c) Ahmedabad, Pune, Delhi and Mumbai
- (d) Bhadrak, Kolkata, Delhi and Mumbai

**Q4.** Which of the following is a part of social environment?

- (a) Stock market indices
- (b) Customs and traditions
- (c) Computerised information kiosks
- (d) The nature of relationship of our country with foreign countries

**Q5.** Under this financial incentive, employees are offered company shares at a set price which is lower than market price. Name the incentive.

- (a) Bonus                              (b) Profit sharing
- (c) Co-partnership                (d) Status

**Q6.** Arrange the following steps of controlling process in the correct sequence.

- A. Measurement of actual performance
- B. Setting performance standards
- C. Comparison of actual performance with standards
- D. Taking corrective action
- E. Analysing deviations

Choose the **correct** answer from the options given below:

- (a) B, A, C, D, E                      (b) B, A, C, E, D
- (c) A, B, C, D, E                      (d) A, B, C, E, D

**Q7.** Match List - I with List - II

List-I		List-II	
A.	Right to be heard	I.	Enlightenment of one's rights and reliefs
B.	Right to seek redressal	II.	Reliefs provided by the Consumer Protection Act
C.	Right to be informed	III.	File a complaint in case of dissatisfaction
D.	Right to consumer education	IV.	Directions for use, ingredients etc

Choose the **correct** answer from the options given below:

- (a) A-III, B-I, C-IV, D-II            (b) A-IV, B-I, C-III, D-II
- (c) A-III, B-II, C-IV, D-I            (d) A-IV, B-II, C-III, D-I

**Q8.** Under which functional area standards related to capital expenditure are determined?

- (a) Production
- (b) Marketing
- (c) HRM
- (d) Finance and Accounting

**Q9.** Arrange the organisational example of human needs as per Maslow's Theory:

- A. Basic salary
- B. Pension plan
- C. Cordial relations with colleagues
- D. Job title
- E. Achievement of goals

Choose the **correct** answer from the options given below:

- (a) A, B, C, D, E                      (b) E, A, B, C, D
- (c) E, D, A, B, C                      (d) E, D, C, B, A

**Q10.** Manager of ABC Ltd is able to produce target production of 10,000 units but at a higher production cost, this indicates:

- (a) Manager was efficient
- (b) Manager was efficient and effective both
- (c) Manager was effective but not so efficient
- (d) Manager was neither efficient nor effective

**Q11.** Name the concept that is considered as the common thread that runs through all activities such as purchase, production, sales and finance to ensure continuity in the working of the organisation.

- (a) Coordination                      (b) Communication
- (c) Organising                        (d) Directing

**Q12.** Arrange the following steps of selection process in a logical sequence.

- A. Reference and Background checks
- B. Selection Decision
- C. Employment Interview
- D. Preliminary Screening
- E. Selection Tests

Choose the **correct** answer from the options given below.

- (a) A, B, C, D, E
- (b) D, E, C, A, B
- (c) D, E, A, C, B
- (d) D, E, C, B, A

- Q13.** Which of the following statements are correct.
- A. Planning is the last function of management
  - B. Management is a profession
  - C. There is no restriction on anyone being designated or appointed as a manager in a business enterprise
  - D. An enterprise cannot be both effective and efficient
  - E. The chief executive officer belongs to top management level

Choose the **correct** answer from the options given below:

- (a) A and E only
- (b) B and C only
- (c) D and E only
- (d) C and E only

- Q14.** Identify which of the following is not a limitation of external sources of recruitment.
- (a) Lengthy process
  - (b) Costly process
  - (c) Dissatisfaction among existing staff
  - (d) Spirit of competition is hampered

**Q15.** Match **List - I** with **List - II**

List-I		List-II	
A.	Authority	I.	Policy Decision
B.	Accountability	II.	Arises from formal position
C.	Delegation	III.	Arises from responsibility
D.	Decentralisation	IV.	Share tasks

Choose the **correct** answer from the options given below:

- (a) A-II, B-III, C-I, D-IV
- (b) A-II, B-III, C-IV, D-I
- (c) A-III, B-II, C-I, D-IV
- (d) A-III, B-IV, C-II, D-I

- Q16.** "Organizing helps in creating a hierarchical order thereby enabling fixation of responsibility." Which point regarding importance of 'organising' this sentence denote?
- (a) Development of personnel
  - (b) Effective administration
  - (c) Clarity in working relationships
  - (d) Adaptation to change

- Q17.** Which of the following is not an element of the political environment?
- (a) Prevailing political system
  - (b) The level of political morality

- (c) Political institutions
- (d) Legislations passed by the government

- Q18.** Select the two major alternative mechanisms through which allocation of funds can be done.

- (a) Banks and Money Lenders
- (b) Banks and Government
- (c) Banks and Financial Markets
- (d) Banks and Finance Companies

- Q19.** Arrange the following steps of staffing process in a logical sequence.

- A. Placement and orientation
- B. Estimating the manpower requirements
- C. Recruitment
- D. Training and Development
- E. Selection

Choose the **correct** answer from the options given below:

- (a) A, B, C, D, E
- (b) D, C, E, A, B
- (c) B, C, E, A, D
- (d) C, D, E, A, B

- Q20.** Which of the following is a personal barrier to communication?

- (a) Fear of challenge to authority
- (b) Distrust
- (c) Faulty translations
- (d) Technical Jargon

- Q21.** Choose the plan which is related to increase the Company's market share from the present 10% to 25%.

- (a) Strategy
- (b) Budget
- (c) Objective
- (d) Programme

**Q22.** Match **List - I** with **List - II**

List-I		List-II	
A.	Fredrick Winslow Taylor	I.	Need Hierarchy Theory
B.	Henri Fayol	II.	Marketing
C.	Abraham Maslow	III.	Scientific Management
D.	Phillip Kolter	IV.	Principles of Management

Choose the **correct** answer from the options given below:

- (a) A-IV, B-I, C-II, D-III
- (b) A-III, B-II, C-I, D-IV
- (c) A-IV, B-III, C-II, D-I
- (d) A-III, B-IV, C-I, D-II

- Q23.** Which of the followings are correct about business environment?

- A. Business environment is the sum total of all things external to business firm
- B. Business environment is the sum total of all things internal to business firm
- C. Customers and suppliers are general forces of business environment

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- D. Customers and suppliers are specific forces of business environment
- E. Different parts of business environment are inter-related

Choose the **correct** answer from the options given below

- (a) A, C and E Only                      (b) A, B and C only
- (c) C and D only                        (d) A, D and E only

**Q24.** Identify the type organisation is not deliberately created but emerges spontaneously.

- (a) Informal organisation
- (b) Functional organisation
- (c) Divisional organisation
- (d) Formal organisation

**Q25.** Which of the following steps in the process of entrepreneurship development will happen immediately after 'Development of product/ source idea'?

- (a) Appraisal by the funding agencies
- (b) Project commissioning and launch
- (c) Assessment of feasibility of the idea and preparation of a business plan
- (d) Adaptation and management of growth

**Q26.** In today's free market economies, the earlier approach of 'Let the buyer beware' has now been changed to 'let the seller beware.'

Identify the term that means 'Let the seller beware'

- (a) Caveat venditor                      (b) Caveat emptor
- (c) Consumer Protection              (d) Grievance Redressal

**Q27.** What is the full form of FIPB?

- (a) Foreign Investment Promotion Board
- (b) Finland Investor Protection Board
- (c) Foreign Investor Protection Board
- (d) Finland Investment Promotion Board

**Q28.** Match **List - I** with **List - II**

List-I		List-II	
A.	Act of creating time utility	I.	Inventory control
B.	Personal selling and publicity	II.	Order processing
C.	First step of physical distribution	III.	Warehousing
D.	Inventory decision	IV.	Promotion mix

Choose the **correct** answer from the options given below:

- (a) A-IV, B-II, C-I, D-III              (b) A-III, B-I, C-II, D-IV
- (c) A-III, B-IV, C-II, D-I              (d) A-III, B-IV, C-I, D-II

**Q29.** Identify the technique of managerial control in which all operations are planned in advance and focuses is on specific and time bound targets.

- (a) Critical path method
- (b) Responsibility accounting
- (c) Budgetary control
- (d) Breakeven analysis

**Q30.** Rearrange the steps of motivation process in a correct sequence:

- A. Satisfied need
- B. Drives
- C. Search behaviour
- D. Reduction of Tension
- E. Tension

Choose the **correct** answer from the options given below:

- (a) E, B, C, D, A                              (b) B, E, C, D, A
- (c) E, B, C, A, D                              (d) B, E, C, A, D

**Q31.** Identify the consumer right that compel business firms to set up their own consumer service and grievance cells.

- (a) Right to be protected              (b) Right to be informed
- (c) Right to be heard                      (d) Right to seek redressal

**Q32.** Which of the following statements relating to entrepreneurship and management are true?

- A. Primary motivation of management is 'power'
- B. Scale of operations for entrepreneurship is large.
- C. 'Profit' is primary' economic reward for entrepreneurship
- D. Entrepreneurship maintains 'status quo'
- E. Scale of operations for entrepreneurship is small.

Choose the **correct** answer from the options given below.

- (a) A, B and E only                              (b) A, D and E only
- (c) A, C and E only                              (d) A, B and C only

**Q33.** The scope of planning differs at different levels and among different departments.

Which feature of planning does this statement indicate?

- (a) Planning is pervasive
- (b) Planning is continuous
- (c) Planning is primary- function of management
- (d) Planning focuses on achieving objectives

**Q34.** Match **List - I** with **List - II**

List-I		List-II	
A.	Specific statements that inform what is to be done	I.	Budget
B.	Prescribed manner in which a task has to be performed	II.	Rule

C.	General statements that guide thinking towards a particular direction	III.	Method
D.	A statement of expected results expressed in numerical terms	IV.	Policy

Choose the **correct** answer from the options given below:

- (a) A-II, B-I, C-IV, D-III      (b) A-IV, B-III, C-II, D-I  
 (c) A-II, B-III, C-IV, D-I      (d) A-IV, B-I, C-II, D-III

- Q35.** Orientation is the process of \_\_\_\_\_ the selected employee to other employees and familiarising him with the rules and policies of the organisation.  
 (a) Placement                      (b) Introducing  
 (c) Motivating                      (d) Guiding

- Q36.** Identify the correct features of Business Environment:  
 A. Mainly behavioural  
 B. Uncertainty  
 C. Complexity  
 D. Dynamic  
 E. Cause and effect relationship

Choose the **correct** answer from the options given below:

- (a) B, C, D and E only      (b) A, B, C and D only  
 (c) B, C and D only      (d) C, D and E only

- Q37.** Arrange the steps of planning process in correct sequence  
 A. Evaluating alternative courses  
 B. Implementing the plan  
 C. Identifying alternate courses of action  
 D. Follow up action  
 E. Selecting the alternative

Choose the **correct** answer from the options given below:

- (a) A, B, C, D, E                      (b) C, A, D, B, E  
 (c) C, A, E, B, D                      (d) C, A, B, D, E

- Q38.** Which of the following statement is incorrect?  
 (a) Delegation refers to downward transfer of authority  
 (b) Authority is the right of an individual to command his subordinates  
 (c) Responsibility is the obligation of superior to subordinate  
 (d) Accountability flows in upward direction

- Q39.** Ravi was appointed in zinc ltd as one of the specialists who was required to keep machines and tools etc ready for operation by workers. Identify the role, Ravi was appointed to play as a specialist for the workers.  
 (a) Gang Boss                      (b) Repair Boss  
 (c) Speed Boss                      (d) Disciplinarian

- Q40.** Select the characteristics of management from the following.

- A. Management is a tangible force  
 B. Management is an individual activity  
 C. Management is multi-dimensional  
 D. Management is not a continuous process  
 E. Management is a dynamic function

Choose the correct answer from the options given below:

- (a) A and C only                      (b) B and E only  
 (c) B and C only                      (d) C and E only

**Direction for question 41 to 45: Read the following case study and answer questions.**

Company X raised ₹10,00,0000 through issue of shares in open market to raise funds to establish the business of selling electronic goods. Later on, for procuring funds for next six months, Company X was dependent on sources like commercial paper, and commercial bill. The issue of share done in open market was oversubscribed due to good reputation of company. These sources help the company to mobilise a large amount of money for long as well as short run. The business succeeded in its operations using these funds.

- Q41.** Identify which of the following is not a method of floatation of new issues in the primary market?

- (a) Offer through prospectus  
 (b) Rights Issue  
 (c) Shares issued to promoters  
 (d) Private placement

- Q42.** It is short term finance. repayable on demand with a maturity of one day to fifteen days used for inter-bank transactions. Name it.

- (a) Treasury Bill                      (b) Commercial Paper  
 (c) Commercial Bill                      (d) Call Money

- Q43.** Commercial papers are sold at \_\_\_\_\_ and redeemed at par.

- (a) Par                                      (b) Discount  
 (c) Premium                              (d) 50% Discount

- Q44.** Certificate of deposits are \_\_\_\_\_.

- (a) Promissory Note                      (b) Bills payable  
 (c) Bills Receivable                      (d) Negotiable instruments

- Q45.** Certificate of deposits are issued to individuals when demand for credit is \_\_\_\_\_

- (a) High                                      (b) Low  
 (c) Medium                                      (d) Conservative

**Direction for question 46 to 50: Read the following case study and answer the questions.**

Sonali, on completing her class XII, planned to start 'pickle making' business with the help of her mother and elder sister. Firstly, she went to the market to analyse the consumer trends, tastes and competitor's products. After the analysis, she started her work on a small scale. She finalised that her

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pickles would be known by the name of "Chatpata". Her mother suggested that the pickles should be packed in air tight glass jar to ensure freshness as well as purity. Also, these glass jars should be sealed and a hologram should be put on the tag.

**Q46.** "Firstly, she went to market to analyse the consumer trends tastes and competitor's products. Identify the function of marketing reflected from the above statement.

- (a) Marketing Planning
- (b) Product Designing and Development
- (c) Promotion
- (d) Gathering and Analysing Market Information

**Q47.** The elements of Marketing mix discussed in the above case is \_\_\_\_\_.

- (a) Promotion
- (b) Price
- (c) Product
- (d) place

**Q48.** The type of consumer products discussed in the above case are.

- (a) Shopping products
- (b) Convenience products
- (c) Speciality products
- (d) Intangible products

**Q49.** She finalised that her pickles would be known by the name of "Chatpata." Which concept of Marketing is reflected from above?

- (a) Branding
- (b) Packaging
- (c) Labelling
- (d) Pricing

**Q50.** "Also, these glass jars should be sealed and a hologram should be put on the tag."

Which concept is being indicated from the above statement?

- (a) Pricing
- (b) Customer support services
- (c) Labelling
- (d) Promotion

