

1st June 2023 (Shift 1)

- Q1.** Direct Financial payments are of two types.
 (a) Time based or salary based
 (b) Piece work based or sales based
 (c) Time based or performance based
 (d) Daily based or monthly based
- Q2.** "When plans are drawn up, huge money is involved in their formulation." Identify the limitation of planning.
 (a) Planning is a time-consuming process
 (b) Planning involves huge costs
 (c) Planning does not guarantee success
 (d) Planning reduces creativity
- Q3.** The function of _____ is very important since there is a gap between irregular demand and irregular supply of goods.
 (a) Transportation (b) Advertising
 (c) Ware housing (d) Selling
- Q4.** Select the steps in the process of organising in correct sequence:
 (A) Establishing Reporting Relationship
 (B) Assignment of Duties
 (C) Identification and Division of work
 (D) Departmentalisation
- Choose the **correct** answer from the options given below:
 (a) (C), (D), (B), (A) (b) (D), (C), (B), (A)
 (c) (C), (D), (A), (B) (d) (A), (B), (C), (D)
- Q5.** Consider the following facts about stock exchange.
 (A) Stock exchange provides scope for speculation
 (B) Stock exchange regulates takeover bids by companies
 (C) Stock exchange controls insider trading by imposing penalties
 (D) Stock exchange ensures safety of transactions
 (E) Stock exchange spreads equity cult
- Choose the correct answer from the options given below:
 (a) (A), (D) and (E) only (b) (A), (B) and (D) only
 (c) (A), (B) and (C) only (d) (B), (C) and (D) only
- Q6.** Business Environment is a complex phenomenon that is relatively _____ to understand in parts.
 (a) Easier (b) Difficult
 (c) Uncertain (d) Specific
- Q7.** The decision of raising funds through debt or equity constitutes which type of decision?
 (a) Investment Decision

- (b) Capital Budgeting Decision
 (c) Financing Decision
 (d) Dividend Decision

Q8. Match **List - I** with **List - II**

List-I		List-II	
(A)	Liberalisation	(I)	Disinvestment
(B)	Privatisation	(II)	Provisions of Companies Act, 2013
(C)	Globalisation	(III)	Freedom in fixing the price of goods
(D)	Legal environment	(IV)	Political boundaries no longer remain barriers

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

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

Q9. Match **List - I** with **List - II**

List-I		List-II	
(A)	Status	(I)	Shares offered at Discounted prices
(B)	Bonus	(II)	Confirmation letter
(C)	Job security	(III)	Ranking of positions in an organization
(D)	Co-partnership	(IV)	Incentive offered above wages and salaries

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

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

- Q10.** "The stock exchange can play a vital role in ensuring wider share ownership by regulating new issues, better trading practices." Identify the function of Stock Exchange highlighted in the above sentence.
 (a) Scope for speculation
 (b) Spreading of Equity Cult
 (c) Safety of Transactions
 (d) Pricing Of Securities

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Q11. Identify the right sequence of steps in the process of recruitment.

- (A) Choosing the sources
- (B) Assessment of their validity
- (C) Inviting Applications from prospective Candidates
- (D) Identification of different sources of Labour supply

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

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

Q12. Marketer refers to any person who takes more _____ part in the process of exchange.

- (a) Dominating (b) Active
- (c) Passive (d) Enterprising

Q13. Identify the correct order of Needs as per Maslow's Need Hierarchy Theory.

- (A) Safety and Security needs
- (B) Self Actualisation needs
- (C) Esteem needs
- (D) Basics physiological needs
- (E) Affiliation and Belonging needs

Choose the correct answer from the options given below:

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

Q14. The Entrepreneurship Development Institute of India (EDI), a national resource institution has set 15 competencies of entrepreneurial success. Identify the one that is not included in these competencies.

- (a) Persistence
- (b) Concern for High Quality of work
- (c) Problem - solving
- (d) Leadership Qualities

Q15. Consider the following facts about Training and Development.

- (A) Training is career oriented.
- (B) Development is the process of learning and growth.
- (C) Training increases knowledge and skills.
- (D) Training prepares employees for current job performance.
- (E) Development is the process of increasing the knowledge and understanding of employees.

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

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

Q16. In an organisation, a well-defined plan is drawn up with _____ goals to be achieved within a specific time frame.

- (a) Competitive (b) Time bound
- (c) Flexible (d) Specific

Q17. "Promotion works as a tonic and encourages employees to exhibit improved performance". Identify the incentive.

- (a) Status
- (b) Career Advancement Opportunity
- (c) Job Enrichment
- (d) Employee Recognition Programme

Q18. Which of the following factor will affect Capital Budgeting Decision?

- (a) Shareholder's preference
- (b) Stability of dividends
- (c) Taxation policy
- (d) Investment criteria involved

Q19. Which one is not a merit of External sources of Recruitment?

- (a) Wider choice
- (b) Fresh Talent
- (c) Competitive spirit
- (d) Dissatisfaction among existing employees

Q20. SEBI has three types of functions including protective functions, _____ functions and Developmental functions.

- (a) Investment (b) Training
- (c) Regulatory (d) Registration

Q21. "Controlling helps to minimise dishonest behaviour on the part of the employees by keeping a check on their activities". Identify the Importance of Controlling highlighted in the above sentence.

- (a) Accomplishing organisational goals
- (b) Making efficient use of Resources
- (c) Ensuring order and discipline
- (d) Judging accuracy of standards

Q22. "Applicants introduced by present employees or their friends and relatives may prove to be a good source of Recruitment". Identify the source of Recruitment highlighted in the above sentence.

- (a) Web publishing
- (b) Campus Recruitment
- (c) Recommendation of Employees
- (d) Advertisements

Q23. Match **List - I** with **List - II**

List-I		List-II	
(A)	Single use plan	(I)	Follow-up action
(B)	Standing plan	(II)	Budget

(C)	Limitation of planning	(III)	Huge costs
(D)	Steps in planning	(IV)	Policy

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

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

Q24. Identify the Right sequence of the Planning process:

- (A) Developing premises
- (B) Identifying alternative courses of action
- (C) Evaluating alternative courses
- (D) Selecting an alternative
- (E) Setting objectives

Choose the correct answer from the options given below:

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

Q25. Which one of the following is not a modern technique of controlling function?

- (a) Responsibility Accounting
- (b) PERT and CPM
- (c) Management Audit
- (d) Critical point control

Q26. Match **List - I** with **List - II**

List-I		List-II	
(A)	Function of Financial Market	(I)	E-IPO, Rights issue
(B)	Instrument of Money Market	(II)	Offer for sale
(C)	Primary Market	(III)	Providing liquidity to financial Assets
(D)	Methods of floatation	(IV)	Call Money, Commercial Bills

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

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

Q27. Identify the concept which is not a part of promotion mix.

- (a) Personal selling (b) Publicity
- (c) Public relations (d) Advertising Ethics

Q28. Under right to _____ the consumer has a right to file a complaint in case of dissatisfaction with a good on service.

- (a) Seek redressal (b) Be heard
- (c) Choose (d) Be informed

Q29. Which one of these is not the primary skill requirement in entrepreneurship?

- (a) Opportunity spotting (b) Negotiation
- (c) People management (d) Inductive logic driven

Q30. Identify the correct combination of two demerits of Divisional Structure.

- (A) Promotes flexibility and facilitates expansion and growth of new divisions.
- (B) Product specialisation and managers become over powered
- (C) Leads to increase in cost and conflict may arise among various divisions.
- (D) Conflict may arise as interest of two departments may not be compatible and inflexibility of people
- (E) Less emphasis on overall objectives and costly

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

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

Q31. Match **List - I** with **List - II**

List-I		List-II	
(A)	One level distribution channel	(I)	Manufacturer - Retailer - Consumer
(B)	Three level distribution channel	(II)	Manufacturer - Consumer
(C)	Zero level distribution channel	(III)	Manufacturer - Wholesaler - Retailer - Consumer
(D)	Two level distribution channel	(IV)	Manufacturer - Agent - Wholesaler - Retailer - Consumer

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

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

Q32. From the following, choose the factors affecting working capital requirements:

- (A) Growth prospects
- (B) Inflation
- (C) Diversification
- (D) Cash flow position
- (E) Level of competition

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

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

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- Q33.** Identify a combination of facts that are true for the concept of management.
- (A) It is goal directed and promotes efficiency in the company
 - (B) It is an internal feeling, urge and is a complex process
 - (C) It leads to duplication of work and it can be positive and negative too
 - (D) It helps to reduce employee turnover and it increases inflexibility in working

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

- (a) (A) and (C) (b) (A) and (B)
 - (c) (C) and (D) (d) (A) and (D)
- Q34.** 'In a manufacturing organisation, an increase of 5 percent in the labour cost may be more troublesome than a 15 percent increase in postal charges'. The above is an example of _____.
- (a) Critical point control
 - (b) Taking corrective action
 - (c) Analysing deviation by management by exception technique
 - (d) Feedback
- Q35.** Use of debt in framing the capital structure of a company is favourable when:
- (a) Return on Investment = Cost of Debt
 - (b) Return on Investment > Cost of Debt
 - (c) Return on Investment < Cost of Debt
 - (d) Return on Investment > Cost of Equity
- Q36.** As per the Consumer Protection Act 2019, in National Commission there should be how many women members?
- (a) Two (b) Three
 - (c) One (d) Four
- Q37.** Identify the type of Decision not taken by finance manager in a company.
- (a) Investment decision (b) Interest decision
 - (c) Financing decision (d) Dividend decision
- Q38.** Arrange the right order in which process of Motivation takes place?
- (A) Drives
 - (B) Tension
 - (C) Unsatisfied need
 - (D) Search behaviour
 - (E) Satisfied need

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

- (a) (C), (B), (D), (E), (A) (b) (C), (B), (A), (D), (E)
 - (c) (B), (A), (D), (C), (E) (d) (E), (B), (D), (A), (C)
- Q39.** Full form of CDSL is _____.
- (a) Central Dematerialisation services Ltd
 - (b) Central Depository Securities Ltd

- (c) Central Depository Services Limited
- (d) Central Demit Securities Ltd

- Q40.** "Planning provides the basis of all other functions." Identify the feature of planning.
- (a) Planning focuses on achieving objectives
 - (b) Planning is pervasive
 - (c) Planning is continuous
 - (d) Planning is a primary function

Direction: **Based on following case study, answer question.**

"Oxlo enterprises" is a renowned name in textile manufacturing Industry. Over the past 2 years the company has scaled to new heights. The management has been grateful to the loyal team of managers and staff. Mr. Sharma, who is the operations head has been very clear about giving work to team mates based on their specialisation and skills. He has also given positional rights to people and often talks to subordinates to perform work and submit it on time. Talking about production department, where Ms. Neeta is departmental head. In her team, work is well distributed till the lower most levels. She makes sure that no gender bias is there and all people are treated equally.

"Oxlo enterprises" follows a system of official communication where each subordinate contacts his/her immediate superior only. One of the best working patterns that exists in the organisation is that everyone and everything can be found at the right place. The whole company works on the ideology of "United we stand" and the culture can be translated by their usage of "We" as a common phrase. As the size of company has tremendously expanded, now the management has hired two new Departmental heads to focus on productivity. One of them has been made "Planning Incharge" and the other one as "Production Incharge".

Mr. Padam, who is the Production Incharge, has suggested, an innovative way to improve production of units by workers. He said those workers who produce more units than standard would be paid more money per unit produced. Mr. Padam also suggested to use standards for performance of both men and machines, so that raw material, time, product, machinery methods on working conditions can perform as per benchmarks.

- Q41.** "Mr. Sharma, who is the operations head has been very clear about giving work to team mates based on their specialisation." Identify, H. Fayol's principle that Mr. Sharma, has been using.
- (a) Authority and Responsibility
 - (b) Order
 - (c) Division of work
 - (d) Equity
- Q42.** "He has also given positional rights to people and often talks to subordinates to perform work and submit

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- work on time". Identify the principle stated in the above lines.
- (a) Authority and Responsibility
(b) Scalar chain
(c) Discipline
(d) Unity of command
- Q43.** "Ms. Neeta, in her team, work is well distributed till the lower most level". Identify the principle of management used by Ms. Neeta.
- (a) Discipline (b) Decentralisation
(c) Order (d) Unity of direction
- Q44.** Ms. Neeta makes sure that no gender bias is there and all people are treated equally. Identify the principle being promoted in her team by Ms. Neeta.
- (a) Order (b) Remuneration
(c) Equity (d) Discipline
- Q45.** "Oxlo enterprises follows a system of official communication where each subordinate contacts his/her immediate superior only." Identify the "Chain of authority and communication" being followed by the organisation
- (a) Scalar chain (b) Delegation of authority
(c) Order (d) Decentralisation
- Q46.** "One of the best working patterns that exists in the organisation is that everyone and everything can be found at the right place." Point out the principle highlighted by the above statement.
- (a) Discipline (b) Scalar chain
(c) Order (d) Method study
- Q47.** "The whole company works on the ideology of 'United we stand' and the culture can be translated by their usage of 'We' as a common phrase. Identify the spirit of the company in the form of an important principle of management.
- (a) Unity of Direction (b) Unity of Command
(c) Division of Work (d) Esprit De Corps
- Q48.** One of them has been made "Planning Incharge" and the other one as "Production Incharge". Identify an important technique suggested by F.W. Taylor, stated in the above line.
- (a) Method study
(b) Functional foremanship
(c) Differential piece wage system
(d) Fatigue study
- Q49.** "He said those workers who produce more units than standard would be paid more money per unit produced." Identify the technique of F.W. Taylor being suggested by Mr. Padam.
- (a) Time study
(b) Differential piece wage system
(c) Motion study
(d) Method study
- Q50.** "Mr. Padam also suggested to use standards for performance of both men and machines, so that raw material, time, product, machinery methods on working conditions can perform as per benchmarks." Identify the technique stated in above statement:
- (a) Functional foremanship
(b) Motion study
(c) Standardisation of work
(d) Time study