

Business Studies Previous Year Paper

Q1. Which of the following is on the job training method?

- (a) Class Rooms
- (b) Coaching
- (c) Case Studies
- (d) Vestibule Training

Q2. Which of the following statements does not reflect the importance of business environment?

- (a) It helps the firm to identify opportunities and getting the first mover advantage.
- (b) It helps the firm to identify threats and early warning signals.
- (c) It helps in coping with rapid changes.
- (d) It helps in maximum utilisation of resources.

Q3. Match List-I with List-II

List-I	List-II
Business environment	Factors
(A) Economic Environment	(I) Peace and Harmony in the State
(B) Social Environment	(II) Stock Market Condition
(C) Legal Environment	(III) Customs, Traditions and Festivals
(D) Political Environment	(IV) Foreign Exchange Management Act

Choose the correct answer from the options given below:

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

Q4. Which of the following is an advantage of external sources of recruitment?

- (a) It simplifies the process of selection
- (b) Filling of jobs is cheaper
- (c) Organisation has wider choice
- (d) Competition spirit declines

Q5. Which of the following statements about management is FALSE?

- (a) Management is required at all levels of the organization.
- (b) Management is only necessary for profit-making organizations.
- (c) Management involves decision-making.
- (d) Management is both an art and a science.

Q6. Which of the following network allows a subordinate to communicate with his superior and his superior's superior?

- (a) Inverted V
- (b) Free Rein
- (c) Circular
- (d) Wheel

Q7. Match List-I with List-II

List-I	List-II
Function	Process
(A) Recruitment	(I) Evaluation
(B) Job Description	(II) Information about the job
(C) Orientation	(III) Search for qualified person for the job
(D) Appraisal	(IV) Introduction of new employee with superior and subordinates

Choose the correct answer from the options given below:

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

Q8. Arrange the following steps involved in controlling process in proper sequence.

- (A) Measurement of Performance
- (B) Establishment of Standards
- (C) Finding out Deviations
- (D) Appraisal of Performance

Business Studies Previous Year Paper

Choose the correct answer from the options given below:

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

Q9. Through managers not only tell the people in the organisation as to what they should do, when they should do and how they should do but also see that their instructions are implemented in proper perspective.

- (a) Planning
- (b) Organising
- (c) Directing
- (d) Controlling

Q10. Match List-I with List-II

List-I	List-II
Nature	Explanation
(A) Management is continuous	(I) Management cannot be seen.
(B) Management is all pervasive	(II) Activities in management are common to all organisation.
(C) Management is a group activity	(iii) Team work and coordination of individual efforts in a common direction.
(D) Management is an intangible force	(IV) Management functions are simultaneously performed by all managers.

Choose the correct answer from the options given below:

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

Q11. _____ can be understood as the process of guiding the efforts of employees and other resources to accomplish the desired objectives by overseeing what is being done by subordinates.

- (a) Supervision
- (b) Coordination
- (c) Communication
- (d) Delegation

Q12. Which of the following is not the principle of Scientific Management developed by Taylor on the basis of his experiments?

- (a) Replacing Rule of Thumb with Science
- (b) Diversity in Group Action
- (c) Cooperation of Human Beings
- (d) Working for maximum Output

Q13. Which of the following rights are given to consumers under the Consumer Protection Act 2019, to protect them against unfair trade practices?

- (A) Right to seek redressal
- (B) Right to Reject
- (C) Right to Consumer Education
- (D) Right to be heard

Choose the correct answer from the options given below:

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

Q14. _____ provides the framework within which managerial and operating tasks are performed.

- (a) Organisational Structure
- (b) Coordination
- (c) Leadership Style
- (d) Delegation of authority

Q15. _____ is essentially the preparation of a financial blueprint of an organisation's future operations and it ensures that enough funds are available at right time.

- (a) Business Finance
- (b) Financing Decision
- (c) Financial Planning

(d) Investment Planning

Q16. Management is a complex activity that has three dimensions. Identify the dimension which is not included in it.

- (a) Management of stakeholders
- (b) Management of work
- (c) Management of people
- (d) Management of operations

Q17. Arrange the following elements of the communication process in a logical order.

- (A) Sender
- (B) Message
- (C) Channel
- (D) Receiver

Choose the correct answer from the options given below:

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

Q18. Which of the following statements does not highlight the importance of management?

- (a) It helps in determination of the objectives of an organisation through sound resource planning.
- (b) It helps to accomplish the goals of an organisation through integration of human and non-human resources.
- (c) It provides foresight to the enterprise based on which the future is predicted.
- (d) It helps in environmental scanning through efficient industry analysis.

Q19. Which of the following is the quality certification mark used in case of agricultural products?

- (a) FPO
- (b) AGMARK
- (c) ISI
- (d) Hallmark

Q20. Identify the correct statements in the context of financial planning.

- (A) The objective of financial planning is to ensure that enough funds are available at the right time.
- (B) Financial planning sees that firms do not raise funds unnecessarily from the market.
- (C) Proper matching of funds requirements and their availability is sought to be achieved by financial planning.
- (D) Financial planning includes both short-term and long-term planning.

Choose the correct answer from the options given below:

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

Q21. Which of the following suggests that management is an art?

- (a) Management process involves the use of personal skill and practical knowledge.
- (b) Management has systematised body knowledge.
- (c) Management should establish cause-effect relationship.
- (d) Management principles should be verifiable through practical.

Q22. Which of the following are the importance of controlling?

- (A) It helps in accomplishing organizational goals.
- (B) It improves past planning by providing information derived from present experience.
- (C) It helps in improving employee motivation.
- (D) It helps in judging the accuracy of standards.

Choose the correct answer from the options given below:

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

Q23. For the redressal of consumer grievances at district level, the Consumer Protection Act 2019 provides for setting up of a__

- (a) District Consumer Disputes Grievance Commission
- (b) District Consumer Disputes Redressal Forum
- (c) District Disputes Grievance Redressal System
- (d) District Consumer Disputes Redressal Commission

Business Studies Previous Year Paper

Q24. Arrange the following organizational positions in the proper hierarchical order from top to bottom.

- (A) Vice President
- (B) Head - Promotions
- (C) General Manager
- (D) Marketing Manager

Choose the correct answer from the options given below:

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

Q25. The decision about the investment in new machinery is called .

- (a) Working Capital decision
- (b) Capital Budgeting decision
- (c) Financial Planning
- (d) Capital structure decision

Q26. Match List-I with List-II

List-I	List-II
Principle of Management	Explanation
(A) Harmony, Not Discord	(I) Scientific selection of the workers
(B) Cooperation, Not Individualism	(II) Management and workers should realise that each one is important.
(C) Replacing the Rule of Thumb with Science	(III) Competition should be replaced by cooperation, by realizing that they need each other.
(D) Development of Workers	(IV) Scientific methods are used by unifying the best practices and developing a standard method.

Choose the correct answer from the options given below:

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

Q27. _____ is an inherent part of human resource management as it is the practice of finding, evaluating and establishing a working relationship with people, for a purpose.

- (a) Staffing
- (b) Planning
- (c) Organising
- (d) Controlling

Q28. Arrange the following stages involved in selection in a logical order.

- (A) Gaining additional information about the candidate
- (B) Conducting Selection Tests
- (C) Conducting the one-to-one round with the candidate
- (D) A selection decision is made

Choose the correct answer from the options given below:

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

Q29. Arrange the following steps of organising process in a logical sequence.

- (A) Assignment of Duties
- (B) Identifying and Division work
- (C) Grouping of similar activities
- (D) Establishing authority and reporting relationships

Choose the correct answer from the options given below:

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

Business Studies Previous Year Paper

(d) (C), (B), (D), (A)

Q30. In which type of organisation, network of social relationships arises out of interaction among employees?

- (a) Formal Organisation
- (b) Informal Organisation
- (c) Complex Organisation
- (d) Matrix Organisation

Q31. According to Taylor, _____ is an extension of the principle of division of work and specialisation to the shop floor.

- (a) Functional organisation
- (b) Standardisation
- (c) Functional Foremanship
- (d) Divisional Foremanship

Q32. Which of the following are the components of feasibility analysis?

- (A) Economic Analysis
- (B) Technical Analysis
- (C) Financial Analysis
- (D) Personal Analysis

Choose the correct answer from the options given below:

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

Q33. Match List-I with List-II.

List-I	List-II
Principles of Directing	Description
(A) Harmony of objectives	(I) Influencing subordinates positively
(B) Leadership	(II) Ensuring that subordinates understand the instructions of manager clearly.
(C) Managerial communication	(III) Convincing the employee that employee rewards and work efficiency are complimentary to each other.
(D) Follow through	(IV) Reviewing continuously.

Choose the correct answer from the options given below:

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

Q34. The cost of raising funds from the market is known as:

- (a) Raising Cost
- (b) Economic Cost
- (c) Explicit Cost
- (d) Floatation Cost

Q35. _____ only completes one cycle of management process and improves planning in the next cycle.

- (a) Planning
- (b) Organising
- (c) Directing
- (d) Controlling

Q36. The standards of performance which serve as the basis of controlling are provided by

- (a) Planning
- (b) Leadership
- (c) Directing
- (d) Coordinating

Q37. _____ means inspiring, stimulating or encouraging the subordinates with zeal to work by using monetary, nonmonetary incentives.

- (a) Communication
- (b) Leading
- (c) Motivation

(d) Coordination

Q38. Which of the following does not represent the importance of controlling?

- (a) Judging Accuracy of Standards
- (b) Accomplishing Personal Goals
- (c) Ensuring Order and Discipline
- (d) Facilitating Coordination in Action

Q39. _____ is a philosophy that implies selective dispersal of authority because it propagates the belief that people are competent, capable and resourceful.

- (a) Delegation
- (b) Decentralisation
- (c) Organisational diversity
- (d) Span of management

Q40. Which of the following factors affects capital budgeting decisions?

- (A) Cash flows of the project
- (B) The investment criteria involved
- (C) Stock market sentiments
- (D) Level of competition

Choose the correct answer from the options given below:

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

Comprehension:

Directions (41 - 45) Read the passage carefully and answer the following questions

Planning at GreenTech Solutions

GreenTech Solutions, a renewable energy startup, wanted to expand its operations into the solar panel market. To achieve this, the management developed a structured planning process using different types of plans.

The company set a five-year goal to become the top solar panel provider in the region. This included a mission to promote sustainable energy and reduce carbon footprints.

To support the strategic goal, the company devised a plan to establish partnerships with suppliers and secure contracts with government and private organizations for solar installations.

The production team outlined daily and weekly targets for manufacturing solar panels, ensuring quality control and timely delivery. The management prepared for potential risks like raw material shortages by securing multiple suppliers and maintaining a reserve inventory.

A detailed budget was created, allocating resources for manufacturing, marketing, and R&D to ensure cost efficiency.

By aligning all types of plans, GreenTech Solutions successfully launched its solar panels, captured a significant market share, and established itself as a leader in the renewable energy sector within three years.

Q41. Identify the type of plan not highlighted in the case.

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

Q42. What was the result of the planning process?

- (a) Decline in market share
- (b) Delayed product launch
- (c) Successful market entry and leadership
- (d) Loss of partnerships

Q43. "The production team outlined daily and weekly targets for manufacturing solar panels, ensuring quality control and timely delivery". Identify the type of plan highlighted in these lines.

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

Q44. What is the primary focus of GreenTech's strategic plan?

- (a) Daily production
- (b) Regional market leadership
- (c) Employee training

Business Studies Previous Year Paper

(d) Cost-cutting

Q45. What does the operational plan address?

(a) Daily and weekly targets

(b) Emergency scenarios

(c) Marketing strategies

(d) Long-term goals

Comprehension:

Directions (46 - 50) Read the passage carefully and answer the following questions

Marketing Mix for FreshBites Organic Juices

FreshBites, a startup selling organic juices, wanted to capture the health-conscious consumer market. To achieve this, they effectively used the 4Ps of Marketing Mix:

FreshBites offered a range of organic, cold-pressed juices with no artificial additives, emphasizing health benefits. The packaging was eco-friendly, reflecting the brand's commitment to sustainability.

They adopted a value-based pricing strategy, positioning their products as premium but affordable, ensuring they appealed to middle and upper-middle-class consumers.

FreshBites distributed their products through organic stores, supermarkets, and an online platform offering home delivery, ensuring wide accessibility.

The brand leveraged digital marketing campaigns, highlighting health benefits and sustainability. Social media influencers and bloggers in the health niche were engaged to promote the juices. They also offered free samples at gyms and yoga studios.

The comprehensive marketing mix strategy helped FreshBites carve a niche in the competitive beverage market. Within six months, they saw a 30% increase in sales and established a loyal customer base.

Q46. "FreshBites offers a range of organic, cold-pressed juices with no artificial additives, emphasizing health benefits".

Identify the marketing mix discussed here.

(a) Price

(b) Product

(c) People

(d) Place

Q47. "FreshBites distributes their products through organic stores, supermarkets, and an online platform offering home delivery, ensuring wide accessibility". Identify the marketing mix discussed here.

(a) Product

(b) People

(c) Price

(d) Place

Q48. What promotional tool was extensively used?

(a) Social media influencers

(b) TV commercials

(c) Billboards

(d) Newspaper advertisements

Q49. Distribution of free samples will come under which P of marketing mix?

(a) Product

(b) Promotion

(c) Price

(d) Place

Q50. What type of packaging was used for the product?

(a) Plastic bottles

(b) Aluminum cans

(c) Eco-friendly packaging

(d) Paper bags

