CUET (UG)

Business Studies Sample Paper - 18

Solved

Time	Allowed: 45 minutes	Maximum Marks: 2	00
Gene	3. Marking Scheme of the test: a. Correct answer or the most approb. Any incorrectly marked option wc. Unanswered/Marked for Review	t of which 40 questions need to be attempted. priate answer: Five marks (+5). ill be given minus one mark (-1). will be given zero mark (0).	
1.	Which is not a function of manageme	ot any 40 questions ont of the following?	[5]
	a) Staffing	b) Controlling	
	c) Cooperating	d) Planning	
2.	At which level of management are the of output and the safety standards?	e managers responsible for maintaining the quality	[5]
	a) Middle Level Management	b) Operational Management	
	c) All of these	d) Top Level Management	
3.	Which level of manager is responsible	e for coordination?	[5]
	a) Lower	b) Middle	
	c) All levels	d) Upper	
4.	Which of the following is the function of lower level management?i. To integrate diverse elements and coordinate the activities of different departments.ii. To know the business environment and its implications for the survival of the firm.iii. To be responsible for implementing and controlling plans and strategies developed by the top management.		[5]
	iv. To interact with the actual workforce and pass on instructions of the middle management to the workers.		
	a) Option (i)	b) Option (ii)	
	c) Option (iii)	d) Option (iv)	

5. Which of the following features of Management as an Art highligmanager applies his knowledge of principles in his own way to destituation?			[5]	
	a) Universal Validity	b) Existence of theoretical knowledge		
	c) Ethical code of conduct	d) Personalised application		
6.	Who is responsible for keeping the m	achine and tools ready for operation?	[5]	
	a) Speed Boss	b) Gang Boss		
	c) Inspector	d) Repair Boss		
7.	Which of the following statements be i. It is a set of guidelines to take decirii. It is a procedure that involves a ser iii. They are general rules for the beha	ies of steps to be taken.	[5]	
	a) Only iii	b) (i), (ii) and (iii)		
	c) Only ii	d) Only i		
8.	The principles of management have b	een developed on the basis of:	[5]	
	a) Personal experiences of the manager	b) Experimentation		
	c) Observation	d) All of these		
9.	Principles of management are not:		[5]	
	a) Universal	b) Flexible		
	c) Behavioural	d) Absolute		
10.	10. With the introduction of a mineral water bottle in India Bisleri was able to capture the big market share in India. Which importance of the business environment is the highlight in the above case? i. Helps in tapping resources ii. Help in policymaking iii. Improve performance iv. Help to identify opportunity and getting a first-mover advantage		[5]	
	a) i and ii	b) ii and iii		

	c) iii and iv	d) only iv	
11.	Subsidy to cotton textile businesses is the	ne	[5]
	a) Economic Environment	b) Political Environment	
	c) Social Environment	d) Legal Environment	
12.	Giving freedom to Indian business and controls and restrictions is an example of	industries from all unnecessary government of	[5]
	a) Privatisation	b) Liberalisation	
	c) None of these	d) Globalisation	
13.	Determination of the economic policies	is for the purpose of regulating	[5]
	a) Economic environment	b) Social Environment	
	c) Legal Regulatory Environment	d) Political Environment	
14.	detail the exact manner in which any work is to be performed.		[5]
	a) Methods	b) Policies	
	c) Rules	d) Procedures	
15.	What to do and how to do is concerned	with	[5]
	a) Contorlling	b) Organising	
	c) Directing	d) Planning	
16.	are relevant to recurring activities.		[5]
	a) Standing plans	b) Programmes	
	c) Objectives	d) Single-use plans	
17.	Organizing provides a clear description of jobs and related duties which helps in:		[5]
	a) better supervision of employees	b) to encourage employees	
	c) better placement of employees	d) avoiding confusions and duplications	
18.	What is the basis of delegation of autho	rity?	[5]

	a) Both Division of labour and Centralisation	b) Decentralisation	
	c) Centralisation	d) Division of labour	
19.	How many standardised forms of organ	nisation structure are there?	[5]
	a) Four	b) Two	
	c) Three	d) No definite number	
20.	Which of the following is an external s	source of recruitment?	[5]
	a) Employment exchange	b) Placement agencies	
	c) All of these	d) Media advertising	
21.	Which source of recruitment is not ava	ailable to the new organisations?	[5]
	a) Internal	b) Both internal and external	
	c) External	d) Direct Recruitment	
22.	would reveal the number an organisation.	d type of human resource available within the	[5]
	a) All of these	b) Workforce analysis	
	c) Workload analysis	d) Breakeven analysis	
23.	Recruitment process starts with		[5]
	a) Lock out	b) Strike	
	c) Invitation to interested people	d) Demand of employees	
24.	With what responsibility is staffing rela	ated to?	[5]
	a) Government	b) Political	
	c) Individual	d) Social	
25.	The highest level need in the need Hierarchy of Abraham Maslow:		[5]
	a) Belongingness need	b) Safety need	
	c) Prestige need	d) Self actualisation need	

26.		Jay always earns a higher wage than Lal, as he the type of financial incentive being adopted by	[5]
	a) Perquisites	b) Pay and allowances	
	c) Productivity linked wage incentives	d) Co-partnership	
27.	Esteem needs are concerned with		[5]
	a) Affection	b) Acceptance	
	c) Friendship	d) Prestige and Self-respect	
28.	Which non-financial incentive has a neg	gative aspect?	[5]
	ii. Career Advancement Opportunityiii. Job security		
	iv. Job Enrichment		
	a) only iii	b) ii and iii	
	c) only i	d) iv and i	
29.	Name the type of communication in wh through official channels.	ich persons communicate with each other	[5]
	a) Oral communication	b) Informal communication	
	c) Formal communication	d) Written communication	
30.	Management control is done by the		[5]
	a) Managers at Lower Level	b) All of these	
	c) Managers at Middle Level	d) Managers at Top Level	
31.	An efficient control system helps to		[5]
	a) Accomplishes organisational objectives	b) Judges accuracy of standards	
	c) All of these	d) Boosts employee morale	
32.	What will be the corrective action for de	efective material?	[5]

	a) None of these	b) Change in Quantity	
	c) Change in quality specifications of the material used	d) Change in Price	
33.	In a manufacturing organisation, an increatrouble some than 15% increase in postal Which of the following has been highligh	changes.	[5]
	a) Performed reports	b) Sample checking	
	c) Critical point control	d) Management by exception	
34.	What is the main function of financial ma	nagement?	[5]
	a) Allocation of Net Profits	b) Procurement of Funds	
	c) Financial Planning	d) All of these	
35.	A decision is taken in financial management shareholders after paying tax. This decision	ent to distribute certain parts of the profit to on is called	[5]
	a) Financing decision	b) Working capital decision	
	c) Dividend decision	d) Investment decision	
36.	 Financial planning arrives at: A. ensuring that the firm faces neither a sh B. entering that the firm always have sign there is no paucity of funds C. minimising the external borrowing by a D. doing only what is possible with the fundamental 	resorting to equity issues	[5]
	a) Only A	b) Only D	
	c) Only B	d) Only C	
37.	Which of the following is not a factor affe	ecting Financing Decision of a Company:	[5]
	a) Risk	b) Cash flow position of a company	
	c) Cost	d) Growth opportunities	
38.	Which is the apex statutory body of capita redress their grievances?	al market to which customers can complain to	[5]
	a) CDSL	b) SEBI	

	c) NSE	d) BSE	
39.	To be listed on OTCEI, the minimum capital requirement for a company is:		[5]
	a) Rs. 10 crores	b) Rs. 25 crore	
	c) Rs. 5 crores	d) Rs. 3 crores	
40.	The investors in the primary market is/a	re	[5]
	a) All of these	b) Mutual funds	
	c) Insurance companies	d) Banks and Financial institutions	
41.	at a higher priceb. Depository is like a bank which keeps investor.c. Depository holds the funds received in the second sec	from a company and sells to the general public securities in electronic form on behalf of	[5]
	a) option (d)	b) option (a)	
	c) option (b)	d) option (c)	
42.	Japanese technique Just In Time is related Distribution?	ted to which component of Physical	[5]
	a) Transportation	b) Warehousing	
	c) Inventory Control	d) Order Processing	
43.	A toothpaste manufacturer may senel the goods to retailers is corrugated boxes containing 10, 20, or 100 units. This is an example of		[5]
	a) Secondary packaging	b) Transportation packaging	
	c) Tertiary packaging	d) Primary packaging	
44.	Marketing can be best understood as: i. Pre-production activity ii. Post-production activity iii. Pre and Post production activity iv. Selling activity		[5]

	a) ii and iii	b) i and ii	
	c) only iii	d) iv and i	
45.	Marketing Planning as a function of ma	arketing means to develop a plan for:	[5]
	 a) Increasing the level of production, promotion of product etc., and specifying the action programmes. 	b) Analysing the available opportunities and threats in the organisation.	
	c) Identifying the needs of the customers.	d) Developing repeat purchases by the customers.	
46.	Which element of the marketing mix cov	ers customer support services?	[5]
	a) Place	b) Promotion	
	c) Product	d) Price	
47.	Any aggrieved party, not satisfied with the before the State Commission within:	ne order of the District Forum can appeal	[5]
	A. 60 days of passing of the order		
	B. 30 days of passing of the order		
	C. 45 days of passing of the order		
	a) None of these	b) Only B	
	c) Only A	d) Only C	
48.	Which of the following does not fall under	er consumer rights?	[5]
	a) Right to choose	b) Right to seek government help	
	c) Right to present the consumer court	d) Right to be informed	
49.	Which consumer right provides adequate quantity, purity standard and the price of	- · · · · · · · · · · · · · · · · · · ·	[5]
	a) Right to seek Redressal	b) Right to choose	
	c) Right to be heard	d) Right to be informed	
50.	Which of the following is not the exampl	e of unfair trade practice?	[5]
	a) Wrong information about goods/services	b) Indulging in hoarding	

- c) Compelling consumers to buy a gas stove while getting a gas connection
- d) Not observing prescribed standards

Solutions

1.

(c) Cooperating

Explanation: We have only five functions of management that are - planning, organising, staffing, directing and controlling.

2.

(b) Operational Management

Explanation: Operational Management

3.

(c) All levels

Explanation: Coordination is needed at all three, i.e., top, middle, and lower managerial levels. Different activities performed at all levels are equally important. Thus, it is the responsibility of all the managers that they make efforts to establish coordination.

4.

(d) Option (iv)

Explanation: To interact with the actual workforce and pass on instructions of the middle management to the workers.

5.

(d) Personalised application

Explanation: Personalised application

6.

(b) Gang Boss

Explanation:

- i. Speed boss Responsible for timely and accurate completion of the job.
- ii. Gang boss Responsible for keeping machine and tools ready for operation.
- iii. Repair boss To Ensure proper working condition of machines.
- iv. Inspector To Check the quality of work.

7.

(c) Only ii

Explanation: It is a procedure that involves a series of steps to be taken.

8.

(d) All of these

Explanation: All the options are correct.

9.

(d) Absolute

Explanation: The application of management principles is dependent on the prevailing conditions in an organisation at a particular point of time, so they should be applied according to the need of the organisation. That's why management principles are relative and not absolute.

10.

(d) only iv

Explanation: Identifying opportunity and getting a first-mover advantage is quoted in this example.

11.

(b) Political Environment

Explanation: Political environment includes political conditions such as type of government in power, attitude of govt towards different groups of societies, policy changes etc. Thus it is an example of political environment.

12.

(b) Liberalisation

Explanation: Liberalisation refers to the end of license, quota, unnecessary restrictions and controls over industry and trade.

13. (a) Economic environment

Explanation: Economic environment can be done by creating economic policies.

14.

(d) Procedures

Explanation: Procedures

15.

(d) Planning

Explanation: Planning involves setting objectives and developing a course of action for the future. It is deciding in advance as what to do and how to do.

16. (a) Standing plans

Explanation: Standing plans are relevant to recurring activities.

17.

(d) avoiding confusions and duplications

Explanation: Organisation avoid confusions and duplications

18.

(d) Division of labour

Explanation: Division of labour is a basis for delegation of authority

19.

(d) No definite number

Explanation: No definite number of form.

20.

(c) All of these

Explanation: All of these

21. (a) Internal

Explanation: Internal since no employees exist during start of organisation

22.

(b) Workforce analysis

Explanation: Workforce analysis would reveal the number and type of human resources available within the organisation.

23.

(d) Demand of employees

Explanation: Starting of recruitment process is from Demand of employees

24.

(d) Social

Explanation: Social responsibility

25.

(d) Self actualisation need

Explanation: Self-actualisation need is the highest level of need in the hierarchy. It refers to the drive to become what one is capable of becoming. These needs include growth, self-fulfilment, and achievement of goals.

26.

(c) Productivity linked wage incentives

Explanation: Productivity linked wage incentives type of financial incentive being adopted by the company.

27.

(d) Prestige and Self-respect

Explanation: Esteem Needs include factors such as self-respect, autonomy status, recognition, and attention.

28. (a) only iii

Explanation: There is one negative aspect of Job Security. When people feel that they are not likely to lose their jobs, they may become complacent.

29.

(c) Formal communication

Explanation: Formal communication

30.

(b) All of these

Explanation: All functions of management like planning, co-ordinating, controlling, directing, communicating etc is an all inclusive and pervasive function performed by people working at any level in the organisation.

31.

(c) All of these

Explanation: Employees have the clarity of goals to be achieved thus, making it clear and easy for performance, Organisational objectives are stated, thus making the employee set up achievable standards towards achieving the organizational goals. Thus, an efficient control system is able to achieve better results in terms of organizational goals, employee morale and motivation, clarity in standards and setting up of achievable standards.

32.

(c) Change in quality specifications of the material used

Explanation: The corrective action to be taken by the materials management department is to check the quality of the material purchased and change the quality specifications of the material used.

33.

(c) Critical point control

Explanation: Critical point control

34.

(d) All of these

Explanation: Financial management is concerned with management decisions relating to optimal procurement of funds, investment of funds in long term, and short term assets of the firm. It is wider in scope as it includes financial planning also.

35.

(c) Dividend decision

Explanation: Dividend decision

36. (a) Only A

Explanation: Financial planning is the process of estimating the fund requirement of a business and specifying the sources of funds. It decides how much to spend and on what to spend. Thus ensures optimal utilisation of funds.

37.

(d) Growth opportunities

Explanation: Growth opportunities doesn't effect the financing decision of the organisation. financial decision relates to procurement of finance in the organisation.

38.

(b) SEBI

Explanation: SEBI was established to protect the interest of people in the stock market and provide a healthy environment for them. It is the supreme statutory body of capital market to which customers can complain to redress their grievances.

39.

(d) Rs. 3 crores

Explanation: The minimum capital requirement for a company to be listed on the OTCEI is Rs 3 crores and the maximum is Rs 50 crores.

40. (a) All of these

Explanation: All of these

41.

(c) option (b)

Explanation: Depository is like a bank which keeps securities in electronic form on behalf of investor.

42.

(c) Inventory Control

Explanation: Just In Time is related to Inventory Control.

43.

(b) Transportation packaging

Explanation: Transportation packaging

44.

(c) only iii

Explanation: Marketing is a Pre and Post production activity.

45. (a) Increasing the level of production, promotion of product etc., and specifying the action programmes.

Explanation: Increasing the level of production, promotion of product etc., and specifying the action programmes.

46.

(c) Product

Explanation: Product element of marketing mix.

47.

(b) Only B

Explanation: 30 days of passing of the order can appeal before State commission.

48.

(c) Right to present the consumer court

Explanation: Right to present the consumer court doesn't fall under consumer rights.

49.

(d) Right to be informed

Explanation: Right to be informed and right to consumer education.

50.

(c) Compelling consumers to buy a gas stove while getting a gas connection

Explanation: Compelling consumers to buy a gas stove while getting a gas connection is not an example of unfair trade practice.