

1. "Management of people" has dimensions of
1. Customer's needs
 2. Employee's needs
 3. Manager's needs
 4. Management's needs
2. Disha is a manager in a factory. She performs many types of activities. She makes plans for future projects. She handles the problems and grievances of workers and she makes arrangements for resources required for production.

Which characteristic of management is highlighted in this statement ?

1. Dynamic function
 2. An intangible force
 3. Multi-dimensional
 4. Group activity
3. Match List - I with List - II.
- List - I**
- A. A 'Never Say Die' attitude
 - B. Concern for Conservation of time, money and effort
 - C. Conveying emphatically one's vision and convincing others of its value
 - D. Ensuring the progress of a venture

List - II

- I. Efficiency Orientation
- II. Monitoring
- III. Persistence
- IV. Assertiveness

Choose the correct answer from the options given below

1. A-III, B-I, C-IV, D-II
 2. A-III, B-I, C-II, D-IV
 3. A-I, B-III, C-IV, D-II
 4. A-I, B-III, C-II, D-IV
4. Which of the following is not an impact of Government policy changes on business and industry ?
1. Increasing Competition
 2. More Demanding Customers
 3. Budgetary Support to the public sector
 4. Market Orientation
5. Arrange the individual needs as per Maslow need hierarchy theory
- A. Hunger
 - B. Stability of income
 - C. Friendship
 - D. Status
 - E. Self Fulfilment

Choose the correct answer from the options given below :

1. A, B, C, D, E
 2. E, D, C, B, A
 3. A, B, D, E, C
 4. A, B, E, D, C
6. Which is not a modern technique of managerial control ?
1. Break even analysis
 2. Ratio analysis
 3. Management Audit
 4. PERT and CPM
7. Match List - I with List - II.

List - I

- A. Capital structure
- B. Capital budgeting
- C. Working Capital
- D. Financial Leverage

List - II

- I. Long term investment decision
- II. Mix between owners and borrowers funds
- III. Excess of current assets over current liabilities
- IV. The proportion of debt in the overall capital employed

Choose the correct answer from the options given below

1. A-I, B-III, C-II, D-IV
 2. A-III, B-II, C-I, D-IV
 3. A-II, B-III, C-IV, D-I
 4. A-II, B-I, C-III, D-IV
8. Arrange the following steps in the process of Organising in the correct sequence
- A. Assignment of duties
 - B. Identification and division of work
 - C. Departmentalisation
 - D. Establishing reporting relationship

Choose the correct answer from the options given below :

1. B, C, A, D
 2. A, C, D, B
 3. C, A, B, D
 4. B, A, C, D
9. Identify, which of the following is not a function of a stock exchange ?
1. Providing liquidity to existing securities
 2. Regulation of take-over bids by companies
 3. Pricing of securities
 4. Spreading of equity cult

10. Identify, which of the following combination of items are correct for components of Product Mix ?

- A. Labelling, packaging
- B. Order processing, transportation and warehousing
- C. Warehousing, standardisation
- D. Transportation, pricing
- E. Branding

Choose the correct answer from the options given below :

- 1. A and C only 2. B, D and E only
- 3. A, B and E only 4. A and E only

11. Match List - I with List - II

List - I

- A. Planning precedes other functions
- B. Planning required at all levels of management
- C. Planning requires application of mind
- D. Planning involves choice from among various alternatives

List - II

- I. Planning is a mental exercise
- II. Primary function of Management
- III. Involves decision making
- IV. Pervasive

- 1. A-I, B-III, C-II, D-IV 2. A-II, B-IV, C-I, D-III
- 3. A-IV, B-II, C-I, D-III 4. A-II, B-IV, C-III, D-I

12. Administration orders of Government are the main element of _____ environment.

- 1. Economic 2. Legal
- 3. Political 4. Social

13. Taylor devised the concept of assembly line using _____.

- 1. Method Study 2. Motion Study
- 3. Time Study 4. Work Study

14. Arrange the following steps of selection process in a correct order

- A. Selection tests
- B. Checking references
- C. Preliminary screening
- D. Contact of employment
- E. Medical Examination

Choose the correct answer from the options given below :

- 1. C, B, E, A, D 2. A, C, E, B, D
- 3. C, A, B, E, D 4. B, D, A, C, E

15. Identify, which study seeks to determine the amount and frequency of rest intervals in completing a task:

- 1. Motion study 2. Fatigue study
- 3. Method study 4. Time study

16. Match List - I with List - II

List - I

- A. Branding
- B. Packaging
- C. Allocation
- D. Labelling

List - II

- I. Designing and producing the container or wrapper of a product
- II. Provides detailed information about the product
- III. Process of giving a name, sign or symbol to a product
- IV. Breaking homogenous stock into smaller, marketable Lots

Choose the correct answer from the options given below

- 1. A-III, B-I, C-IV, D-II 2. A-I, B-III, C-II, D-IV
- 3. A-III, B-II, C-I, D-IV 4. A-IV, B-III, C-I, D-II

17. Arrange First Five Steps of Planning Process in correct sequence, which are given below

- A. Identifying alternative courses of action
- B. Developing Premises
- C. Selecting an alternative
- D. Setting Objectives
- E. Evaluating alternative courses

Choose the correct answer from the options given below :

- 1. B, A, D, E, C 2. A, B, C, D, E
- 3. D, B, A, E, C 4. B, D, A, E, C

18. Under which technique of managerial control, "Investment Centre" falls

- 1. Return on Investment
- 2. Statistical Reports
- 3. Budgetary Control
- 4. Responsibility Accounting

19. _____ prevents dual subordination

- 1. Unity of Command
- 2. Unity of Direction
- 3. Initiative
- 4. Discipline

20. Delegation empowers the employees by providing them with the chance to use their skills, gain experience and develop themselves for higher positions. Which point of importance of delegation is highlighted here ?
1. Employee development
 2. Motivation of Employees
 3. Effective management
 4. Better co-ordination
21. Identify, which of the following statements is not correct for 'Primary Market'?
1. Sale of securities by new companies or further new issue of securities by existing companies.
 2. Only buying of securities takes place, securities cannot be sold here.
 3. Prices are determined by demand and supply for the securities
 4. There is no fixed geographical location
22. Identify which of the following is not an off the job method of Training ?
1. Films
 2. Case Study
 3. Computer Modelling
 4. Coaching
23. Select the Management principle that when applied would mean that the workers and management both honour their commitments without any prejudice towards are another :
1. Discipline
 2. Remuneration of Employees
 3. Initiative
 4. Cooperation not Individualism
24. Match List - I with List - II.
- | List - I | List - II |
|-------------|-----------------------|
| A. FPO Mark | I. Jewellery |
| B. Hallmark | II. Rice, sugar |
| C. Agmark | III. On food products |
| D. ISI Mark | IV. Electrical goods |
- Choose the correct answer from the options given below :
1. A-I, B-III, C-IV, D-II
 2. A-III, B-I, C-II, D-IV
 3. A-II, B-IV, C-I, D-III
 4. A-III, B-IV, C-II, D-I
25. Identify which of the following is not a 'regulatory function' of SEBI ?
1. Controlling insider trading
 2. Registration of brokers
 3. Regulation of take-over bids
 4. Registration of Mutual funds
26. Which of the following statements are correct ?
- A. Consumer Protection Act 2019, provides five rights to consumers
 - B. Consumer Protection Act 2019, provides six rights to consumers
 - C. A consumer has right to be a well informed consumer under right to be informed
 - D. Under 'right to be assured' a consumer has the freedom to access variety of products
 - E. A consumer has right to be a well informed consumer under right to consumer education
- Choose the correct answer from the options given below :
1. A, D and E only
 2. A, B and E only
 3. B, D and E only
 4. B, C and E only
27. _____ is responsible for implementing and controlling the plan and strategies developed by Senior most executive.
1. Top Management
 2. Middle Management
 3. Lower Management
 4. Operational Level
28. In a manufacturing concern there are 4 departments namely production, marketing, accounting and personnel. Name the organisational structure of this manufacturing concern :
1. Divisional structure
 2. Informal structure
 3. Decentralisation
 4. Functional structure
29. As a consumer, which mark should you look for, while buying any electrical goods ?
1. Agmark
 2. Hallmark
 3. FPO mark
 4. ISI mark
30. Identify which of the following securities is not traded under "Wholesale debt market segment" of NSE ?
1. Zero coupon bonds
 2. Commercial Paper
 3. Preference shares
 4. Corporate Debentures
31. "It is neither economical nor easy to keep a check on each and every activity in an organisation". Thus control should focus on key result areas which are vital for the success of an organisation. The above para indicates towards:
1. Management by exception
 2. Critical Point Control
 3. PERT
 4. Taking corrective action
32. Identify the element of delegation in which a subordinate is to perform the assigned duty obligated properly :
1. Accountability
 2. Authority
 3. Responsibility
 4. Autonomy

33. The test which measures the existing skills of the individual is called

1. Interest test
2. Personality test
3. Aptitude test
4. Trade test

34. The Standards used in marketing to gauge Performance are

- A. Sales Volume
- B. Labour Turnover
- C. Sales Expenses
- D. Individual Salesman performance
- E. Liquidity

Choose the correct answer from the options given below :

1. A, C and D only
2. A, B, C and D only
3. A, B and C only
4. A, B, C and E only

35. Identify, which of the following combinations are correct for External sources of recruitment

- A. Causal callers, advertisement, web publishing
- B. Promotion, transfers
- C. Direct recruitment, campus recruitment
- D. Labour contractors, Placement agencies
- E. Employment Exchange, Horizontal movement of employee

Choose the correct answer from the options given below :

1. A, C and D only
2. B, D and E only
3. A, B and C only
4. C, D and E only

36. Arrange the following functions of marketing in the correct sequence :

- A. Gathering and analysing market information
- B. Product designing and development
- C. Packaging and Labelling
- D. Promotion
- E. Pricing

Choose the correct answer from the options given below :

1. B, A, C, D, E
2. A, C, B, E, D
3. B, C, A, D, E
4. A, B, C, E, D

37. Planning essentially involves choice from among various alternatives. Which feature of planning is highlighted in this statement ?

1. Planning is a mental exercise
2. Planning is futuristic
3. Planning involves decision making
4. Planning is Pervasive

38. Aspects of feasibility study are :

- A. Economic
- B. Financial
- C. Commercial
- D. Marketing
- E. Technical

Choose the correct answer from the options given below

1. A only
2. A, B and C only
3. A, B, C and D only
4. A, B, C, and E

39. Name the component of product mix that helps the consumer to exercise the right of information.

1. Branding
2. Labelling
3. Packaging
4. Grading

40. _____ are routine steps on how to carry out activities. They detail the exact manner in which any work is to be performed. Which type of plan is this ?

1. Procedure
2. Policy
3. Method
4. Programme

Directions for questions 41 to 45: Answer the questions on the basis of the information given below.

Tina is a Chief Operating Officer in a company. She is responsible for welfare and survival of her organisation, so she continuously make efforts for the upliftment of her organisation.

She has started various types of rewards like bonus, co-partnership and job enrichment for those employees who achieve their targets efficiently. Due to this step her subordinates act in a desired manner to achieve organisational goals. She also applies her ability to maintain good inter personal relations. She does not believe in the use of power unless it is absolutely essential so she give high degree of independence to her subordinates. After all these efforts of Tina her company is growing rapidly.

41. At which level of management Tina is working in the organisation ?

1. Middle Level
2. Operational Level
3. Supervisory Level
4. Top Level

42. 'Job enrichment' is an example of :

1. Financial Incentive
2. Leadership
3. Non Financial Incentive
4. Supervision

43. 'Her subordinates act in a desired manner to achieve organisation goals'. Which element of Directing is pointed out in this statement ?

1. Leadership
2. Motivation
3. Supervision
4. Communication

44. "She also applies her ability to maintain good interpersonal relations". Which element of Directing has been highlighted in given phrase ?

1. Leadership
2. Communication
3. Supervision
4. Motivation

45. "She does not believe in the use of power unless it is absolutely essential".

Identify the leadership style, indicated in above statement.

1. Democratic
2. Participative
3. Autocratic
4. Laissez faire

Directions for questions 46 to 50: Answer the questions on the basis of the information given below.

Company X

Face value of share Rs. 10/-	Rs. 30 Lakh
Interest rate on Debt	10%
Tax rate	30%
EBIT	Rs 4 Lakhs
Situation I (Debt)	Nil
Situation II (Debt)	Rs. 10 Lakhs

46. The Earning After Tax (EAT) for Situation I will be:

1. Rs. 2,80,000
2. Rs. 4,00,000
3. Rs. 1,20,000
4. Rs. 3,00,000

47. The Earning After Tax (EAT) for situation II is:

1. Rs. 90,000
2. Rs. 3,00,000
3. Rs. 2,10,000
4. Rs. 2,00,000

48. The Earning Per Share (EPS) for situation I is:

1. 0.93
2. 0.98
3. 0.83
4. 0.88

49. The Earning Per Share (EPS) for situation II is:

1. 1.03
2. 1.05
3. 1.08
4. 1.07

50. Identify the situation in which the company X can avail the benefit of trading on equity ?

1. Situation I
2. Situation II
3. Both Situation I and Situation II
4. Neither Situation I nor Situation II