

PRACTICE PAPER

15

Time allowed: 45 minutes

Maximum Marks: 200

General Instructions: Same as Practice Paper-1.

Choose the correct option in the following questions.

- The subject of management is taught at different institutions. Some of these have been set up with the specific purpose of providing management education such as the Indian Institutes of Management (IIMs) in India. Entry to different institutes is usually through an examination. Which aspect of management is highlighted in aforesaid statement?

(a) Management as a science (b) Management as an art
(c) Management as a science and an art (d) Management as a profession
- KTX Group is rolling out an initiative to help create wealth for its employees through the implementation of Employee Stock option. Through motivation and leadership the management will help individuals to develop team spirit, cooperation and commitment to the success of the group. The following importance of management is highlighted above:

(a) Management helps in achieving personal objectives.
(b) Management helps in the development of society.
(c) Management creates a dynamic organisation.
(d) Management increases efficiency.
- Tina works in an export house, where maximum emphasis is placed on cutting down of cost. The company employees less labour to keep the cost of production low. As a result, the export house has to bear huge losses sometimes due to delay in completion of an export order. Identify the concept of management being ignored by the export house.

(a) Efficiency (b) Effectiveness
(c) Both (a) and (b) (d) None of the above
- Ankita is engaged in manufacturing of chocolates and biscuits by using environmental friendly methods of production. Which management objective is used here?

(a) Individual objective (b) Organisational objective
(c) Social objective (d) Economic objective
- A worker directly contacts the CEO of the company with a complaint regarding working conditions in the factory. Which of the following principles is being violated here?

(a) Unity of Command (b) Discipline
(c) Scalar Chain (d) Unity of Direction
- Gang Plank permits direct communication between

(a) Employees working at same level
(b) Any employees irrespective of their level

- (c) Employees of same department only
(d) None of the above
- 7. This concept defines a broad and general guidelines for decision making and behaviour. Name the concept**
(a) Principle of pure science (b) Techniques
(c) Principles of management (d) Values
- 8. Rest intervals in job are decided by**
(a) Method Study (b) Fatigue Study
(c) Motion Study (d) Time Study
- 9. Which of the following does not explain the impact of government policy changes on business and industry?**
(a) More demanding customers (b) Change in agricultural prices
(c) Increase in competition (d) Market orientation
- 10. India has launched its most advanced Geo-imaging satellite which will allow better monitoring of the subcontinent, including its borders with neighbouring countries, by imaging the country 4-5 times a day, the satellite is capable of near real time monitoring of floods and cyclones. The factor constituting the Business Environment being discussed above is:**
(a) Social environment (b) Economic environment
(c) Technological environment (d) Political environment
- 11. As part of regulations to be followed by advertisers, the advertisement for a new brand of baby food for infants provides important information for potential buyers that it is "Not recommended for infants under the age of four months". Which dimension of the business environment is highlighted in the above statement?**
(a) Social Environment (b) Legal Environment
(c) Political Environment (d) Economic Environment
- 12. 'Pace Ltd.' is an enterprise selling T.V. sets, they have decided to buy LED screens only from vendors using Japanese technique of manufacturing. This is related to which type of Plan?**
(a) Objective (b) Policy
(c) Strategy (d) Rule
- 13. Standardised way in which a task has to be performed is called**
(a) Policy (b) Procedure
(c) Strategy (d) Method
- 14. Which step in the process of planning will precede the step in which the manager is required to make certain assumptions about the future, which are the base material upon which the plans are drawn.**
(a) Implementing the plan (b) Identifying alternative courses of action
(c) Setting objectives (d) Selecting an alternative
- 15. _____ provides a rational approach for setting objectives and developing appropriate courses of action for achieving predetermined objectives.**
(a) Directing (b) Staffing
(c) Planning (d) Controlling
- 16. Name the type of organisation which is deliberately designed by top management to achieve a common organisational objective.**
(a) Informal organisation (b) Corporate organisation
(c) Formal organisation (d) Divisional organisation
- 17. Informal organisation is dependent on**
(a) Formal Organisation (b) Delegation
(c) Decentralisation (d) None of the above
- 18. A tall structure has a**
(a) Narrow span of management. (b) Wide span of management.

- (c) No span of management. (d) Less levels of management.
- 19. In Delegation, we have sharing of authority and responsibility between**
 (a) Two levels (b) Multiple levels
 (c) Department wise (d) None of the above
- 20. If manager is overburdened then which of the following concepts should he use?**
 (a) Delegation (b) Decentralisation
 (c) Span of management (d) None of the above
- 21. An analysis that enables an assessment of number of humans required in the organisation is**
 (a) Development (b) Promotion
 (c) Workload analysis (d) Workforce analysis
- 22. To find out the potential of learning new job in the candidate, which of the following tests is conducted?**
 (a) Intelligence Test (b) Aptitude Test
 (c) Trade Test (d) Personality Test
- 23. Staffing is a part of**
 (a) Marketing management (b) Financial management
 (c) Human Resource management (d) None of the above
- 24. Which method of recruitment is economical?**
 (a) Internal (b) External
 (c) Both (a) and (b) (d) None of the above
- 25. Which of the following is a process of making an employee act in a desired manner to achieve organisational goal?**
 (a) Motivation (b) Supervision
 (c) Leadership (d) Communication
- 26. Lack of proper incentive is what type of Barrier?**
 (a) Personal barrier (b) Organisational barrier
 (c) Psychological barrier (d) Semantic barrier
- 27. According to Maslow, how many level of needs are there in every human being?**
 (a) 3 (b) 5
 (c) 4 (d) 6
- 28. Jagan, who was working in a big company resigned on the ground of “lack of recognition and attention” in the organization towards his work and performance.**
Identify the hierarchy need according to Maslow which was not satisfied for Jagan.
 (a) Psychological needs (b) Safety needs
 (c) Affiliation needs (d) Esteem needs
- 29. Which of the following is not an element of communication process?**
 (a) Decoding (b) Grapevine
 (c) Channel (d) Receiver
- 30. Measurement of employees' performance can be done by**
 (a) Increasing the market share of the company.
 (b) Gross profit ratio.
 (c) Return on investment.
 (d) Performance report.
- 31. If deviations are minor, it should**
 (a) Be taken seriously. (b) Be ignored.
 (c) Be reported to top level. (d) None of the above

- 32. Controlling function brings back the management cycle to which function?**
 (a) Directing (b) Planning
 (c) Organizing (d) Staffing
- 33. If large number of shareholders of the firm are from middle income group and old age group who prefer regular income, then the firm should prefer giving**
 (a) Low dividend (b) High dividend
 (c) No dividend (d) None of the above
- 34. Financial Planning links**
 (a) Investment and dividend decision (b) Investment and financing decision
 (c) Dividend and financing decision (d) None of the above
- 35. If ICR is high, firm prefers**
 (a) Debt (b) Equity
 (c) Both (a) and (b) (d) None of the above
- 36. Stock market condition is a factor related to**
 (a) Financing decision (b) Dividend decision
 (c) Investment decision (d) Financial planning
- 37. If return on investment is less than the rate of interest, then company must prefer**
 (a) Equity (b) Debt
 (c) Both (a) and (b) (d) None of the above
- 38. Primary and secondary markets**
 (a) Compete with each other (b) Compliment each other
 (c) Function independently (d) Control each other
- 39. Delivery of shares sold or payment of cash for the shares bought is made on the**
 (a) Pay in day (b) Pay out day
 (c) Both (a) and (b) (d) None of the above
- 40. Amaira's grandmother in her will gave shares worth ₹50 lac in her name, when she opened the bank locker to get the share certificates, she found all were in very bad shape, half torn etc.**
To overcome this problem financial market has started a new concept called:
 (a) Dematerialisation (b) Demutualisation
 (c) Both (a) and (b) (d) None of the above
- 41. Treasury Bills are basically**
 (a) An instrument to borrow short term funds
 (b) An instrument to borrow long term funds
 (c) An instrument of capital market
 (d) None of the above
- 42. The settlement cycle in NSE is**
 (a) T + 5 (b) T + 3
 (c) T + 2 (d) T + 1
- 43. To buy securities, i.e., share or debentures, it is compulsory to open**
 (a) Current Account (b) Demat Account
 (c) Fixed Deposit Account (d) Recurring Account
- 44. The spoken part of Brand is known as**
 (a) Brand (b) Brand name
 (c) Brandmark (d) Trademark

45. Time period between receiving order and delivery of goods is known as
 (a) Transportation (b) Inventory
 (c) Order processing (d) All of the above
46. "You don't close a sale, you open a relationship, if you want to build a long term successful enterprise". Identify the promotion tool referred in this line.
 (a) Advertisement (b) Personal selling
 (c) Sales Promotion (d) Public Relation
47. _____ is a process of classification of products into different groups on the basis of some important characteristics such as quality, size, etc.
 (a) Standardization (b) Grading
 (c) Product Development (d) Selling
48. Marketing can be best understood as
 (a) Pre production activity (b) Post production activity
 (c) Pre and Post production activity (d) Selling activity
49. The consumer must be assured whenever possible access to a variety of goods and services at competitive prices.
 (a) Right to Consumer Protection Act (b) Right to choose
 (c) Right to safety (d) Right to be heard
50. If the value of goods or services is more than ₹ 1 crore but less than ₹ 10 crore, then consumer can file case in
 (a) District Commission (b) State Commission
 (c) National Commission (d) All of the above



Answers

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|---------|---------|---------|---------|---------|---------|---------|
| 1. (d) | 2. (a) | 3. (b) | 4. (c) | 5. (c) | 6. (a) | 7. (c) |
| 8. (b) | 9. (b) | 10. (c) | 11. (b) | 12. (b) | 13. (d) | 14. (c) |
| 15. (c) | 16. (c) | 17. (a) | 18. (a) | 19. (a) | 20. (a) | 21. (c) |
| 22. (b) | 23. (c) | 24. (a) | 25. (a) | 26. (a) | 27. (b) | 28. (d) |
| 29. (b) | 30. (d) | 31. (b) | 32. (b) | 33. (b) | 34. (b) | 35. (a) |
| 36. (a) | 37. (a) | 38. (b) | 39. (a) | 40. (a) | 41. (a) | 42. (c) |
| 43. (b) | 44. (b) | 45. (c) | 46. (b) | 47. (b) | 48. (c) | 49. (b) |
| 50. (b) | | | | | | |