

Time allowed: 45 minutes

Maximum Marks: 200

General Instructions: Same as Practice Paper-1.

Choose the correct option in the following questions.

1. "Management is a force that cannot be seen but its presence can be felt in the way the organisation functions. The effect of management is noticeable in an organisation where targets are met according to plans, employees are happy and satisfied and there is orderliness instead of chaos." Identify the characteristic of management highlighted above.
(a) Management is an intangible force. (b) Management is a group activity.
(c) Management is multi-dimensional. (d) Management is a continuous process.
2. Which of the following is not a part of importance of management-"Management helps in the development of society?"
(a) It creates employment opportunities
(b) It provides good quality products and services
(c) It adopts new technology for the greater good of the people
(d) None of the above
3. Directors of Atul Limited assigned the task of implementing the plans and policies framed by the board to all the department heads. Department heads appointed supervisors, superintendent, executives, etc. so that work can be assigned to workers as per the plan. Supervisors kept a check on the workers as per the plan.
Identify the feature of management highlighted in above lines.
(a) Management is a goal-oriented process. (b) Management is a group activity.
(c) Management is multi-dimensional. (d) Management is a dynamic function.
4. The Force that binds all other functions of management is called
(a) Controlling (b) Coordination
(c) Cooperation (d) Planning
5. The application of this principle of management leads to higher production and better work for the same effort. Identify the related principle of general management.
(a) Discipline (b) Equity
(c) Division of work (d) Order
6. Which principle of general management advocates that, "Employee turnover should be minimised to maintain organisational efficiency?"
(a) Stability of personnel (b) Remuneration of employees
(c) Equity (d) Esprit De Corps

7. The Delhi Government imposes ban on use, storage, sale and manufacture of plastic after considering its adverse impact on environment and ecology. Which principle of Fayol is mentioned in the above decision?
 - (a) Initiative
 - (b) Division of work
 - (c) Esprit de corps
 - (d) None of these
8. Sharing of gains with the workers is the objective of the principle:
 - (a) Harmony, Not Discord
 - (b) Science, Not rule of Thumb
 - (c) Cooperation, Not Individualism
 - (d) Development of each and every person to his or her greatest efficiency
9. Which of the technique of scientific management violates the Principle of Unity of Command?
 - (a) Differential piece wage system
 - (b) Fatigue study
 - (c) Functional foremanship
 - (d) Simplification of work
10. 'Twinkle Stars' is a well-known resort for organising parties, especially for children. However, in past 6 months its popularity has reduced considerably as a new resort with better ambience and facilities has opened within its vicinity. Name the related feature of business environment which has influenced the business of 'Twinkle Stars' adversely.
 - (a) Totality of external forces
 - (b) Dynamic nature
 - (c) Interrelatedness
 - (d) Uncertainty
11. Through environmental scanning business can enjoy _____.
 - (a) First mover advantage
 - (b) Benefit of taxes
 - (c) Last mover advantage
 - (d) None of the above
12. The entry of multinational companies in the Indian markets has created
 - (a) Huge demand
 - (b) Huge supply
 - (c) Tough competition
 - (d) Huge demand and supply
13. Planning is closely related with
 - (a) creativity
 - (b) innovation
 - (c) both
 - (d) none of these
14. It requires application of intelligent imagination and sound judgement. it determines the action to be taken with the logical and systematic thinking. Identify the feature of one of the function of management.
 - (a) It involves decision making.
 - (b) It is a mental exercise.
 - (c) It is futuristic.
 - (d) It is pervasive.
15. **Assertion (A) :** At the end of a certain period, there is need for a new plan to be drawn on the basis of requirements and future conditions.
Reason (R) : All the plans expire after a certain period.
 - (a) Both Assertion (A) and Reason (R) are true.
 - (b) Both Assertion (A) and Reason (R) are false.
 - (c) Assertion (A) is true and Reason(R) is false.
 - (d) Assertion (A) is false and Reason(R) is true.
16. Name the process which co-ordinates human efforts, assembles resources and integrates both into a unified whole to be utilised for achieving specified objectives.
 - (a) Management
 - (b) Planning
 - (c) Organising
 - (d) Directing
17. As the span of management increases in an organisation, the number of levels of management in the organisation
 - (a) Increases
 - (b) Decreases
 - (c) Remains unaffected
 - (d) None of the above

- 18. It refers to the number of subordinates that can be effectively managed by a superior.**
 (a) Organisational structure (b) Informal organisation
 (c) Span of management (d) None of the above
- 19. What is the key to managerial posts?**
 (a) Responsibility (b) Authority
 (c) Accountability (d) All of the above
- 20. In Decentralisation, we have sharing of authority and responsibility at**
 (a) Two levels (b) Multiple level
 (c) Department wise (d) None of the above
- 21. Mahesh is planning to launch an online education portal. In order to understand the varied needs of the students, she conducted an online survey. Based on the feedback of the survey, she had decided to offer educational packages to the prospective buyers. Identify the type of Marketing concept been described in the given line.**
 (a) Product concept (b) Production concept
 (c) Marketing concept (d) Societal Marketing concept
- 22. Which component of product mix provides status symbol as the advantage to customer?**
 (a) Labelling (b) Branding
 (c) Packaging (d) None of these
- 23. Which of the following is the function of marketing?**
 (a) Branding (b) Promotion
 (c) Physical distribution (d) All of these
- 24. What does the symbol given below denote?**



- (a) Brand name (b) Brand mark
 (c) Trademark (d) Generic name
- 25. To avail the benefits of Consumer Protection Act, the consumer**
 (a) Must insist on cash memo (b) No necessity for cash memo
 (c) Need a certificate of consumer (d) None of the above
- 26. If the value of product is ₹10 lakhs the consumer can file case in**
 (a) District Commission (b) State Commission
 (c) National Commission (d) All of the above
- 27. While purchasing gold jewellery which mark one should look for?**
 (a) Hall mark (b) ECO mark
 (c) ISI mark (d) All of the above
- 28. 'Maruti Vega Ltd.' entered into the market with coloured television and have now introduced products like audio systems, air conditioners, washing machines, etc. The company is not only offering the products but also handling complaints and offering after-sales services.**
Identify the element of marketing-mix discussed here.
 (a) Product Mix (b) Price Mix
 (c) Place Mix (d) Promotion Mix
- 29. On the advice of VIGYAPAN PVT. LTD, 'Yamuna Ki Bhujia' has also worked upon managing public opinion by developing relation with the masses through sponsoring cultural and sporting events, maintenance of**

public parks etc. Name the department in the organisation which is generally responsible for performing the above important task of managing public opinion.

- (a) Marketing Department
- (b) A separate department created in the firm for the purpose
- (c) An outside agency
- (d) Any of the above

30. By providing added services of free home delivery and gift packaging the company is following which marketing philosophy?

- (a) Production Concept
- (b) Product Concept
- (c) Selling Concept
- (d) Marketing Concept

31. Zolo, a marketer of cars having 40% of the current market share of the country aims at increasing the market share to 70% in next few years. For achieving this objective the manager of the company specified the action programme covering various aspects. Identify the function of marketing discussed above:

- (a) Customer support services
- (b) Gathering and Analysing market information
- (c) Product designing and development
- (d) Marketing Planning

32. Nike, a shoe manufacturing company sell its product through its own showrooms and websites. This method of selling comes under which method of selling?

- (a) Zero level channel
- (b) One level channel
- (c) Two level channel
- (d) Three level channel

33. National Stock Exchange of India was recognised as Stock Exchange in the year

- (a) 1992
- (b) 1993
- (c) 1994
- (d) 1995

34. NSE commenced future trading in the year

- (a) 1999
- (b) 2000
- (c) 2001
- (d) 2002

35. SEBI protects the interest of

- (a) Investors
- (b) Companies
- (c) Brokers
- (d) None of the above

36. In Right Issue, shares are issued to

- (a) General public
- (b) Existing shareholders
- (c) Institutes only
- (d) None of the above

37. Retained earnings are affected by

- (a) Financing decision
- (b) Investment decision
- (c) Dividend decision
- (d) Capital structure

38. The decision related to acquiring funds from debt or equity is called

- (a) Investment decision
- (b) Financing decision
- (c) Dividend decision
- (d) All of the above

39. Customers of different banks can use same ATM machine for withdrawal of money. This is related to which factor of fixed capital requirement?

- (a) Diversification
- (b) Growth Prospects
- (c) Availability of finance
- (d) Level of collaboration/Joint Venture and Leasing

40. Rakesh is a senior manager in a software consultancy firm. He regularly prepares performance reports of his subordinates as part of appraisal. The step of controlling process is

- (a) Measuring of performance
- (b) Compare performance against standard
- (c) Analysing deviation
- (d) Taking corrective action

41. Under management by exception manager

- (a) Sets up a range and deviation within the range are ignored and beyond range are taken seriously.
- (b) All deviations are taken seriously.
- (c) Both (a) and (b)
- (d) None of the above

42. The barrier due to lack of vocabulary, wrong grammar or use of wrong words is called

- (a) Badly expressed message
- (b) Technical Jargon
- (c) Faulty Translation
- (d) Symbol with different meaning

43. The incentive to provide company's share at very low price or free to employees, workers is called

- (a) Profit sharing
- (b) Commission
- (c) Retirement benefit
- (d) Co-partnership stock option

44. To know the emotions and values of the candidate, which of the following tests is conducted?

- (a) Intelligence Test
- (b) Trade Test
- (c) Personality Test
- (d) Aptitude Test

45. Imparting skill necessary to perform a job is called

- (a) Training
- (b) Development
- (c) Recruitment
- (d) Selection

46. The purpose of one of the training methods is to make the new employee feel at home and develop a feeling of belongingness in the organisation. That method is

- (a) Induction training
- (b) Apprenticeship training
- (c) Internship
- (d) Vestibule school

47. A Production Manager set a target to manufacture 2,000 shirts in 2 months and accordingly divided the work among 10 employees. One of the workers fell ill and took medical leave for a month. The production manager divided his work among other workers in order to achieve the target on time. The workers cooperated for achievement of targets.

Which principle of management is highlighted here?

- (a) Initiative
- (b) Scalar chain
- (c) Esprit De Corps
- (d) Unity of direction

48. According to the technique of Scientific management "Differential Piece Wage system" How much more will a worker making 60 units earn as compared to a worker making 49 units? If the standard output per day is 50 units and those who make standard output or more than standard get ₹ 75 per unit and those below get ₹ 65 per unit.

- (a) ₹ 4500
- (b) ₹ 3185
- (c) ₹ 1315
- (d) ₹ 3250

49. Coordination is

- (a) function of management
- (b) the essence of management
- (c) an objective of management
- (d) none of the above

50. 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



Answers

PRACTICE PAPER – 16

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