

# Business Studies Sample Paper - 1

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**DIRECTIONS for the question:** Mark the best option:

**Question No. : 1**

Even a small production activity like loading pigs of iron into boxcars can be scientifically planned and managed. It is said by?

- A) Henry Fayol   B) F.W Taylor   C) Philip Kotler   D) Louis Allen

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 2**

The Neo classical approach was developed in which time period?

- A) 1920-1950's   B) 1950's- 1960's   C) 1965-1970's   D) None of the above

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 3**

Who among the following is the proponent of Behavioural approach of principles of management?

- A) Abraham Maslow   B) Philip Kotler   C) F.W. Taylor   D) Max Weber

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 4**

How many folds increase in productivity did Bethlehem Steel Company achieved after applying Taylor's principle of scientific management

- A) Two folds   B) Three folds   C) Multiple folds   D) Seven folds

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 5**

What is the main aim of Management principle

- A) Promote individualism   B) Influence human behaviour   C) Conducting experiments  
D) Defining cause and effect relationship

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 6**

Leaving the decision making with subordinates, the manager is practicing

- A) Delegation   B) Decentralisation   C) Managerial skill   D) Efficiency

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 7**

Scientific decisions are based on

- A) Blind faith   B) Bias   C) Facts   D) Prejudice

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 8**

In which year was the article "The Principles of Scientific Management" was published

- A) 1921   B) 1911   C) 1908   D) 1931
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 9**

What should the management do when an employee gives Constructive Suggestions

- A) Pay no heed   B) Reward the employee   C) Work on its own principle   D) Promote Delegation

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 10**

Which of these is not under the planning in charge?

- A) Disciplinary   B) Route clerk   C) Repair boss   D) Card clerk
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 11**

Kaizen, reengineering and benchmarking aim at

- A) Standardising   B) Planning work   C) Delegation   D) Simplification

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 12**

A heavy manual labour would need

- A) Small pauses   B) Only lunch time break   C) Long pauses   D) No pauses
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 13**

When was operation Research developed?

- A) During Second World war   B) During First world war   C) During Great Depression   D) During Industrial revolution

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 14**

In the book "Administration industrielle generale", how many principles of management were mentioned

- A) 14   B) 12   C) 13   D) 7
-

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 15**

Unity of Direction avoids

- A) Overlapping of activities   B) Dual subordination   C) Both of these   D) None of these

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 16**

The principle of F.W TAYLOR led to

- A) Increase in productivity   B) Improving administration   C) Help top level management   D) All of the above

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 17**

According to \_\_\_\_\_ "Management is the process of working with and through others to effectively achieve organisational objectives by efficiently using limited resources in the changing environment.?"

- A) Harold Koontz   B) Kreitner   C) M.Gene Newport   D) F.W. Taylor

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 18**

Looking whether the tasks are completed and goals are achieved- it is commonly termed as:

- A) Effectiveness   B) Efficiency   C) Objectivity   D) Subjectivity

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 19**

What is the main concern for effectiveness?

- A) Optimum utilisation of resources   B) Achieving end results   C) Minimum wastage   D) All of the above

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 20**

Jack Welch's mastery of the four E's of leadership was always in evidence. Those 4 E's are:

- A) Energy, Energise, Edge, and Execution   B) Energy, Efficiency, Execution and Elements  
C) Energy, Execution, Edge and Effectiveness   D) Efficiency, Effectiveness, Elements and Edge

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 21**

What are the three main dimensions of Management?

- A) Management of work, Management of people, Management of operations  
B) Management of work, Management of goals, Management of People  
C) Management of Goals, Management of Activity, Management of work  
D) Management of Operations, Management of Tasks, Management of People

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 22**

Management is \_\_\_ process.

- A) Special   B) Continuous   C) Simple   D) All of the above
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 23**

Fill in the blank with suitable option:

Growth of a business can be measured in terms of \_\_\_\_\_

- A) Increase in sales volume   B) Increase in number of employees   C) Increase in Capital Investment   D) All of the above
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 24**

Principles of Management are:

- A) Partially applicable   B) Universally applicable   C) Both a and b   D) None of the above
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 25**

Management is considered to be poor if:

- A) It is ineffective   B) It is inefficient   C) Both a and b   D) Effective and efficient
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 26**

Which level of Management does not interact with the work force directly?

- A) Operational management   B) Supervisory Management   C) Middle level management   D) First Line managers
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 27**

Centralisation, Decentralisation & Authority- Responsibility relationship is covered under which function of management?

- A) Planning   B) Organising   C) Staffing   D) Directing
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 28**

"Coordination starts at the planning stage and ends with controlling." Which characteristic is covered here?

- A) Coordination is a continuous process   B) Coordination is deliberate   C) Coordination is all pervasive  
D) All of the above
-

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 29**

Which designation is not covered by Middle level management?

- A) Sales manager   B) Production manager   C) Divisional manager   D) Chief executive Officer

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 30**

What is the goal of an organisation when following the principles of management?

- A) To be profitable   B) To decrease number of employees   C) To decrease capital investment  
D) To Shutdown the organisation

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 31**

Raman is the area sales manager in ABC Ltd. His target is to sell 10000 units of a product at a profit of 20% within 10 days. If he is able to complete his target within the given time, he'll be considered as a:

- A) Effective Manager   B) Efficient Manager   C) Multitasker   D) Both a and b

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 32**

Comparing the actual performance of an organisation with the standard performance is covered under:

- A) Planning   B) Staffing   C) Controlling   D) Directing

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 33**

"Taking corrective action? is covered by:

- A) Organnising   B) Planning   C) Coordination   D) Controlling

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 34**

The right of an individual to command his subordinates and to take action within the scope of his position is known as:

- A) Accountability   B) Delegation   C) Authority   D) Responsibility

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 35**

Wipro has moved towards reaching for it's goal of becoming a globally successful technology company. This is the result of proper\_\_\_\_\_:

- A) Planning   B) Organising   C) Controlling   D) All of the above.

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 36**

Division of work is done with the intention of:

- A) Avoidance of duplication   B) Optimum utilisation of resources   C) Survival of organisation   D) All of the above
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 37**

The element that flows downward from superior to subordinate is:

- A) Responsibility   B) Authority   C) Accountability   D) All of the above
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 38**

Name the element(s) which help(s) in avoiding overlapping of duties is:

- A) Planning   B) Coordination   C) Organising   D) All of the above
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 39**

The type of organisation which gives rise to Gossips & friendly conversation is:

- A) Formal Organisation   B) Grapevine network   C) Informal Organisation   D) None of the above
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 40**

Alex is a specialist in producing medicinal products. He aims to make 5000 medicines each day. To achieve this, all the departments are effectively coordinated, communication is proper, proper reporting is there. Which function of management is being highlighted here?

- A) Planning   B) Controlling   C) Organising   D) coordination
- 

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 41**

What all steps are covered by organising?

- A) Assignment of duties   B) Departmentalisation   C) Identification and division of work   D) All of the above
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**DIRECTIONS for the question:** Mark the best option:

**Question No. : 42**

Delegation of authority throughout the organisation is known as:

- A) Administration   B) Subordination   C) Decentralisation   D) Coordination
-

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 43**

The benefits of Formal organisation includes:

- A) Unity of command   B) Limited in scope   C) Increase in requirements of general managers   D) Resistance to change

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 44**

\_\_\_\_\_ is the process of distributing and entrusting work to another person, and therefore one of the core concepts of management leadership.

- A) Decentralisation   B) Delegation   C) Controlling   D) Cooperation

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 45**

For effective delegation, the authority granted must be commensurate with the assigned \_\_\_\_\_.

- A) Accountability   B) Coordination   C) Responsibility   D) Organisation

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 46**

Informal organisation is \_\_\_\_\_ in nature.

- A) Rigid   B) Fluctuating   C) Flexible   D) narrow

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 47**

Responsibility comes from:

- A) Accountability   B) Authority   C) Both a and b   D) formality

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 48**

Which of the following aims at defining jobs and bringing specialisation culture in the firm.

- A) Co-ordination   B) Staffing   C) Division of work   D) Directing

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 49**

\_\_\_\_\_ has no definite structure or form.

- A) Formal organisation   B) Informal organisation   C) Divisional organisation   D) All of the above

**DIRECTIONS for the question:** Mark the best option:

**Question No. : 50**

\_\_\_\_\_ mandate was to evolve an organisational structure that was far more responsive to its business needs than that based on business groups.

A) Henry's    B) Taylor's    C) Mckinsey's    D) Dwellor's

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**QNo:- 1 ,Correct Answer:- B**

**Explanation:-**

**QNo:- 2 ,Correct Answer:- A**

**Explanation:-**

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**QNo:- 3 ,Correct Answer:- A**

**Explanation:-**

**QNo:- 4 ,Correct Answer:- B**

**Explanation:-**

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**QNo:- 5 ,Correct Answer:- B**

**Explanation:-**

**QNo:- 6 ,Correct Answer:- A**

**Explanation:-**

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**QNo:- 7 ,Correct Answer:- C**

**Explanation:-**

**QNo:- 8 ,Correct Answer:- B**

**Explanation:-**

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**QNo:- 9 ,Correct Answer:- B**

**Explanation:-**

**QNo:- 10 ,Correct Answer:- C**

**Explanation:-**

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**QNo:- 11 ,Correct Answer:- A**

**Explanation:-**

**QNo:- 12 ,Correct Answer:- A**

**Explanation:-**

---

**QNo:- 13 ,Correct Answer:- B**

**Explanation:-**

**QNo:- 14 ,Correct Answer:- A**

**Explanation:-**

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**QNo:- 15 ,Correct Answer:- A**

**Explanation:-**

**QNo:- 16 ,Correct Answer:- A**

**Explanation:-**

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**QNo:- 17 ,Correct Answer:- B**

**Explanation:-**

**QNo:- 18 ,Correct Answer:- A**

**Explanation:-**

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**QNo:- 19 ,Correct Answer:- B**

**Explanation:-**

**QNo:- 20 ,Correct Answer:- A**

**Explanation:-**

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**QNo:- 21 ,Correct Answer:- A**

**Explanation:-**

**QNo:- 22 ,Correct Answer:- B**

**Explanation:-**

---

**QNo:- 23 ,Correct Answer:- D**

**Explanation:-**

**QNo:- 24 ,Correct Answer:- B**

**Explanation:-**

---

**QNo:- 25 ,Correct Answer:- C**

**Explanation:-**

**QNo:- 26 ,Correct Answer:- C**

**Explanation:-**

---

**QNo:- 27 ,Correct Answer:- B**

**Explanation:-**

**QNo:- 28 ,Correct Answer:- A**

**Explanation:-**

---

**QNo:- 29 ,Correct Answer:- D**

**Explanation:-**

**QNo:- 30 ,Correct Answer:- A**

**Explanation:-**

---

**QNo:- 31 ,Correct Answer:- D**

**Explanation:-**

**QNo:- 32 ,Correct Answer:- C**

**Explanation:-**

---

**QNo:- 33 ,Correct Answer:- D**

**Explanation:-**

**QNo:- 34 ,Correct Answer:- C**

**Explanation:-**

---

**QNo:- 35 ,Correct Answer:- D**

**Explanation:-**

**QNo:- 36 ,Correct Answer:- A**

**Explanation:-**

---

**QNo:- 37 ,Correct Answer:- B**

**Explanation:-**

**QNo:- 38 ,Correct Answer:- D**

**Explanation:-**

---

**QNo:- 39 ,Correct Answer:- C**

**Explanation:-**

**QNo:- 40 ,Correct Answer:- C**

**Explanation:-**

---

**QNo:- 41 ,Correct Answer:- D**

**Explanation:-**

**QNo:- 42 ,Correct Answer:- C**

**Explanation:-**

---

**QNo:- 43 ,Correct Answer:- A**

**Explanation:-**

**QNo:- 44 ,Correct Answer:- B**

**Explanation:-**

---

**QNo:- 45 ,Correct Answer:- C**

**Explanation:-**

**QNo:- 46 ,Correct Answer:- C**

**Explanation:-**

---

**QNo:- 47 ,Correct Answer:- B**

**Explanation:-**

**QNo:- 48 ,Correct Answer:- C**

**Explanation:-**

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**QNo:- 49 ,Correct Answer:- B**

**Explanation:-**

**QNo:- 50 ,Correct Answer:- C**

**Explanation:-**

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