

Section - A

(20x1=20)

1. Scientific management is developed by
  - a) Fayol
  - b) Mayo
  - c) Taylor
  - d) Jacob
2. Which is the primary function of management?
  - (a) Innovating
  - (b) Planning
  - (c) Controlling
  - (d) Decision-making
3. Delegation of Authority is easily done with the help of \_\_\_\_\_
  - (a) MBM
  - (b) MBO
  - (c) MBE
  - (d) MBA
4. Which is the First step in Process of MBO?.
  - (a) Fixing Key Result Area
  - (b) Appraisal of Activities
  - (c) Matching Resources with Activities
  - (d) Defining Organisational Objectives
5. Financial market facilitates business firms
  - a) To rise funds
  - b) To recruit workers
  - c) To make more sales
  - d) To minimize fund requirement
6. When the NSEI was established
  - a) 1990
  - b) 1998
  - c) 1992
  - d) 1997
7. A major player in the money market is the \_\_\_\_\_
  - a) Commercial Bank
  - b) State Bank of India
  - c) Reserve Bank of India
  - d) Central Bank
8. The market for buying and selling of Commercial Bills of Exchange is known as
  - a) Commercial Paper Market
  - b) Treasury Bill Market
  - c) Commercial Bill Market
  - d) Capital Market

9. \_\_\_\_\_ was the first company to trade its shares in Demat form.
- a) Tata Industries
  - b) Infosys
  - c) Reliance Industries
  - d) Birla Industries
10. PAN stands for \_\_\_\_\_
- a) Permanent Amount Number
  - b) Primary Account Number
  - c) Permanent Account Number
  - d) Permanent Account Nominee
11. Human resource is a/an ----- asset.
- a) Tangible
  - b) Fixed
  - c) Intangible
  - d) Current
12. Recruitment is the process of identifying -----
- a) right man for right job
  - b) Right job
  - c) good performer
  - d) All of the above
13. Identify the test that acts as an instrument to discover the inherent ability of a candidate.
- a) Aptitude Test
  - b) Proficiency Test
  - c) Attitude Test
  - d) Physical Test
14. \_\_\_\_\_ means the price at which securities are bought and sold are recorded and made public
- a) Market Quotations
  - b) Business Quotations
  - c) Trade Quotations
  - d) Buyers Quotations
15. Probation/Trial period signifies
- a) one year to two years
  - b) one year to three years
  - c) Two years to four years
  - d) None of the above
16. ----- is useful to prevent skill obsolescence of employees
- a) Training
  - b) Selection
  - c) Job analysis
  - d) Recruitment
17. The Spot market is classified on the basis of
- a) Commodity
  - b) Regulation
  - c) Transaction
  - d) Time
18. Who is supreme in the Market?
- a) Customer
  - b) Seller
  - c) Wholesaler
  - d) Retailer

19. Which is gateway to internet?

- a. Portal
- b. CPU
- c. Modem
- d. Webnaire

20. Green Shelter concept was introduced by group:

- a. ACME
- b. Tata
- c. Reliance
- d. ICI

### **Section - B**

**Answer any 10 questions. Qn. No. 30 is compulsory. (10x2=20)**

21. Who is a manager?

22. What is known as KRA?

23. Write a note on OTCEI.

24. Explain the two oldest money markets.

25. Explain Dalal Street.

26. What is Demat account?

27. Mention any four differences between Wholesale Market and Retail market?

28. Give any two internal factors affecting the price of product / service.

29. What is green marketing?

30. Mention any two features of campus recruitment.

### **Section - C**

**Answer any 10 questions. Qn. No. 40 is compulsory. (10x3=30)**

31. What are the principles of Taylor?

32. What are the main duties of a manager?

33. Differentiate spot market from future market.

34. What are the features of Certificate of Deposit?

35. What are the limitations of Stock exchange?

36. Draw the organization structure of SEBI.

37. State the steps in Recruitment process.

38. What is aptitude test?

39. What is vestibule training?

40. What are the objectives of marketing?

**Section - D**

**Answer all the questions. (7x5=35)**

**41. a)** Explain the principles of modern management.

**(or)**

**b)** Differentiate HR from HRM.

**42. a)** Explain the various functions of management.

**(or)**

**b)** Explain the principles of placement.

**43. a)** What are the major advantages of MBO?

**(or)**

**b)** How the market can be classified?

**44. a)** What are the functions of Financial Markets?

**(or)**

**b)** Explain advantages and disadvantages of E-tailing.

**45. a)** Discuss the characters of a Capital Market.

**(or)**

**b)** Differentiate Recruitment and Selection.

**46. a)** What are the features of Government Securities?

**(or)**

**b)** Explain the benefits of training

**47. a)** Distinguish between Stock Exchange and Commodity Exchange.

**(or)**

**b)** Explain the powers of SEBI.

