

SAMPLE QUESTION PAPER

Part III

BUSINESS STUDIES

Maximum: 80 scores

Time: 2 ½ Hours

Cool off Time: 15 minutes

PART - I

Answer any **EIGHT** questions from **1 -10**. Each carries 1 score.

(8 x 1 = 8)

1.is the essence of management.
2. Policy formulation is the function of Level of management.
3. Which of the following is NOT a principle of management given by Taylor?
 - (a) Science, not rule of thump
 - (b) Functional foremanship
 - (c) Maximum, not restricted output
 - (d) Harmony, not disclosed
4. Which of the following is an example of social environment?
 - (a) Changes in disposable income
 - (b) Customs and traditions
 - (c) Stability of Government
 - (d) Consumer Protection Act
5. One of the following is NOT a feature of planning. Spot it.
 - (a) Pervasiveness
 - (b) Continuous process
 - (c) Mental revolution
 - (d) Flexibility

6. Transfer of authority from top level to bottom level is called
 7.is the process of stimulating subordinates to act for accomplishing desired goal.
 8. is a decision regarding the distribution of profit to shareholders.
 9. Net Working Capital = Current Assets -
 10. Time utility is created by
- (a) Packing
 - (b) Warehousing
 - (c) Promotion
 - (d) Physical distribution

PART - II

Answer any **FIVE** questions from **11-16**. Each carries 2 scores.

(5 x 2 = 10)

11. Management is a science. Give any two reasons to justify this statement.
12. Write any two features of business environment.
13. What does the term 'Span of Management' refer to?
14. What do you understand by 'Management by Exception'?
15. What is Trading on Equity?
16. Write any two responsibilities of a consumer.

PART – III

Answer any **FIVE** questions from **17-22**. Each carries 3 scores.

(5 x 3 = 15)

17. Match the following.

- (a) Top level - Finance manager
- (b) Middle level - Supervisor
- (c) Lower level - CEO

18. Explain the following principles.

- (a) Equity
- (b) Order
- (c) Unity of command

19. Explain the following.

- (a) Liberalisation
- (b) Privatisation
- (c) Globalisation

20. List any three features of planning.

21. List out any three differences between Marketing and Selling.

22. Briefly explain three Consumer Rights.

PART -IV

Answer any **FOUR** questions from **23-27**. Each carries 4 scores.

(4 x 4 =16)

23. Identify and explain the different types of plans.
24. Distinguish between formal and informal organisations.
25. Briefly enumerate the various external sources recruitment.
26. Illustrate the steps in controlling process.
27. Briefly explain various factors affecting capital structure.

PART - V

Answer any **THREE** questions from **28-31**. Each carries 5 scores.

(3 x 5 =15)

28. Explain any five techniques of scientific management.
29. Briefly explain the qualities of a good supervisor.
30. What is working capital? Explain any four factors affecting working capital.
31. What is marketing mix? Explain its elements.

PART – VII

Answer any **TWO** questions from **32-34**. Each carries eight scores.

(2 x 8 = 16)

32. State the financial and non-financial incentives through which management motivate their employees.

33. Define staffing process and explain various steps involved in it.

34. What is advertising? Explain the merits and demerits of advertising.

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