QB365 Student Learing Managemnet System
Exam Name: Pre Quarterly - Practice
Std: 12th Standard - Business Studies
Chapter: Nature and Significance of Management , Business Environment, Planning, Organising, Staffing, Directing , Financial Management, Financial Markets, Marketing, Consumer Protection, Controlling, Principles of Management

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Questions:

6 Marks

1. 'A' published a new book on marketing management. How would you determine the price of the book?
2. Identify and state any three features of the process of stimulating people to action to accomplish desired goals.

4 Marks

3. A production incharge of a company was given a target to produce 100 toy cars in a day. After a month, target was achieved due to applying good control system.
   (i) How a good control system enables manager to verify whether set standards are accurate and objective?
   (ii) What values have been shown by the employees of the company in achieving the target of the organization?
4. Vasudev, a private placement agency, provides a nationwide service in matching personnel demand and supply.He cheated hundred of freshers by saying that we will provide jobs abroad and charged a big amount from them.
   (i) Can you identify which source of recruitment is it and state any two limitations for the same?
   (ii) Which values are overlooked by the placement agency?
5. When is the dividend decision treated as a residual decision?
6. State whether the following statements are true or false.
   1. Consumer protection has a moral justification for business.
   2. In addition to rights, a consumer also has some responsibilities.
   3. A complaint can to be made to a District Forum when the value of the goods or services in question, along with the compensation claimed exceeds Rs. 20 lakhs.
   4. The Consumer Protection Act provides for six consumer rights.
   5. ISI is the quality certification mark used in case of food products.
   6. Under the Consumer Protection Act, a complaint can be filed by a consumer for a defective good and also for deficiency in service.
7. State any four functions performed by top level management.

3 Marks

8. How does a stock exchange aid in pricing of securities?
9. It is heartening that the implementation of compliance requirements of the Companies Act, 2013 has progressed substantially with NIFTY 500 companies. Data shows a significant increase in women's participation in the top management of Indian Companies from 5% few years ago to 13% now. Even companies which are not in NIFTY 500 have undertaken drives to increase women's participation across different areas of work. The government had also announced that it would support such companies. Identify and explain the dimensions of business environment discussed above which brought about the change.
10. Progress Ltd. is facing difficulties in introduction of machinery of latest technology as they are facing resistance from the informal groups who are pressurising the members to work against organisational interests. As the Human Resource Manager of the company would you advise the management of the company to confront them or give them some other suggestion to deal with the informal groups.
11. State any three factors affecting dividend decision of a company.

Multiple Choice Question

12. The settlement cycle in NSE is:
    (a) T + 5 (b) T + 3 (c) T + 2 (d) T+1
13. Which of the following is the primary function of management?
    (a) Staffing (b) Direction (c) Planning (d) Controlling
14. 'It refers to concentration of authority at higher management levels'. Name it
    (a) Centralisation (b) Decentralisation (c) Both (a) and (b) (d) Neither (a) nor (b)
15. The motivation theory which classifies needs in hierarchical order is developed by:
    (a) Fred Luthans (b) Scott (c) Abraham Maslow. (d) Peter F. Drucker.
16. _____is an impersonal form of communication by it marketer to promote some good or service.
    (a) Personal selling (b) Advertising (c) Packaging (d) Labelling
17. Ownership securities are represented by _____.
    (a) Stock (b) Loan (c) Debt (d) Debentures
18. Which of the marketing philosophies aim at maximising profit by increasing the sales volume?
    (a) Product concept (b) Marketing concept (c) Production concept (d) Selling concept
19. 'Dovex' was a large company with a renowned name in healthcare industry, specialising in the development and production of life saving medications and medical devices. With a strong reputation for ethical practices, 'Dovex' attracted a large number of investors who had great faith in the company's future.
    This allowed 'Dovex' to raise capital easily from the market whenever expansion or new projects were to be undertaken. As a result, it could pay high dividends to the shareholders. The factor affecting dividend decision discussed above, which allowed 'Dovex' to pay high dividends to the shareholders is
    (a) cash flow position (b) stock market reaction (c) legal constraints (d) access to capital market
20. In the _____ market, prices are determined and decided by the management of the company.
    (a) primary (b) secondary (c) money (d) stock
21. Match the terms given in Column I with their meanings in Column II.

	Column I		Column II
A.	Placement	(i)	Introducing the selected employee to other employees and familiarising him with the rules and policies of the organisation
B.	Recruitment	(ii)	It refers to the employee occupying the position or post for which he/she has been selected
C.	Orientation	(iii)	Evaluating an employee's current and/or past performance as against certain predetermined standards
D.	Performance Appraisal	(iv)	The process of searching for prospective employees and stimulating them to apply for jobs in the organisation

(a)

A	B	C	D
(i)	(ii)	(iii)	(iv)

(b)

A	B	C	D
(ii)	(iii)	(i)	(iv)

(c)

A	B	C	D
(ii)	(iv)	(i)	(iii)

(d)

A	B	C	D
(ii)	(i)	(iv)	(iii)

22. "Even where members of a department willingly cooperate and work, a manager has to coordinate the efforts of different people in a conscious manner". Identify the characteristics of coordination discussed above.

(a) Coordination ensures unity of action (b) Coordination is a deliberate function (c) Coordination is a continuous process (d) Coordination is an all pervasive function

23. Which of the following is an advantage of informal organisation?

(a) It provides stability to the organisation because behaviour of employees can be fairly predicted since there are specific rules to guide them
(b) It leads to effective accomplishment of goals by providing a framework for the operations to be performed
(c) It enhances the employee's job satisfaction since it gives them a sense of belongingness in the organisation and allows them to find like minded people
(d) It helps in avoiding duplication of efforts as there is no ambiguity in the role that each member has to play

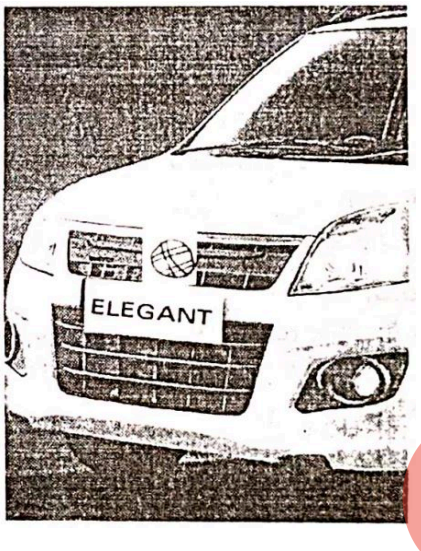
24. Which of the following will not be considered as consumer as per Consumer Protection Act, 2019?

(a) A person who avails any service for a consideration which has been partly paid (b) Any user of goods if such use is made with the approval of the buyer
(c) A person who purchases goods through online means (d) A person who obtains goods for resale purpose

25. Which of the following is not a part of social environment of business?

(a) Life expectancy (b) Education system and literacy rules (c) Consumption habits (d) Money supply in the economy

26.



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The symbol which appears on all the 'Elegant' cars and which is not utterable is known as its

(a) Brand (b) Brand name (c) Brand mark (d) Trademark

27. Which characteristic of the business environment is highlighted when changes are taking place too frequently and it becomes difficult to predict the future?

(a) Uncertainty (b) Complexity (c) Inter-relatedness (d) Relativity

28. A person feeling hungry may get food by offering to give money or some other product or service in return to someone who is willing to accept the same for food. The important feature of marketing illustrated above is

(a) exchange mechanism (b) customer value (c) creating a market offering (d) needs and wants

29. If there is a plan to increase production then more labour, more machinery will be required. This step in the process of planning will involve organising for labour and purchase of machinery.
Identify the step in the planning process being discussed above.

(a) Identifying alternative courses of action (b) Setting objectives (c) Selecting an alternative (d) Implementing the plan

30. 'Temptations' is a food joint in Imperial Mall in Bengaluru. It is becoming popular among students and working people due to healthy, on-the-go dishes on its menu like 'Paneer Wrap', 'Chickpeas Salad', Grilled Sandwiches', etc.
It has now decided to open two new branches in other parts of Bengaluru. Which financial decision has been discussed in the above case?

(a) Long-term investment decision (b) Short-term investment decision (c) Dividend decision (d) Financing decision

31. Raghav's friend Raman works as a Chartered Accountant in Solutions Ltd. Raman in a meeting with the Board of Directors of the Company came to know that the firm would soon be declaring a bonus issue which would result in increase in the price of shares. Considering this, Raman advised Raghav to purchase the shares of Solutions Ltd., who acted on his advice and bought the shares before time. Which function of SEBI can control such malpractices?

(a) Protective functions (b) Regulatory functions (c) Development functions (d) All of the above