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

Visit QB365-SLMS - https://www.qb365.in/slms/ Complete Questions and Answers

Questions:

6 Marks

1. Explain any four points of importance of principles of management.
2. Moga Industries Ltd.' approached a well established university in the city of Madurai to recruit qualified personnel for various technical and professional jobs. They selected Tanya, Ritu, Garima and Chetan for various vacancies in the organisation.
After the selection and placement, 'Moga Industries Ltd.' felt the need to increase the skills and abilities, and the development of positive attitude of the employees to perform their specific jobs better. The company also realised that learning new skills would improve the job performance of the employees. Hence, the company decided to take action for the same.
(a) Name the step of the staffing process regarding which the company decided to take action.
(b) State the benefits of the action to 'Moga Industries Ltd.'
3. List any two examples under the following category which can be marketed:
(a) Services
(b) Ideas
(c) Place,
(d) Events
(e) Organisations.
4. With the help of any three points, explain the crucial role of organising function in an enterprise.

4 Marks

5. 'Planning provides the basis for all other functions of management'. Comment.
6. How does consumer awareness protect consumers from exploitation?
7. What is difference between formal and informal communication?
8. Mrs. Chhatwal is working as a Human Resource Consultant in a firm manufacturing garments, which is facing a problem of high employee turnover. The Managing Director has invited suggestions from her for retaining the talented employees. Mrs. Chhatwal recommends that the good employees be rewarded in a way that it creates a feeling of ownership amongst the employees and at the same time makes them contribute towards the growth of the organization.
(a) Identify the incentive which has been suggested by Mrs. Chhatwal to the Managing Director of the Company.
(b) Also, explain any three other incentives of the same type.
9. Radhika Garments Ltd. are the manufactures of 'Ladies Designer Suits' with their own trade mark. During the year 2013-14 the company employed senior technicians to work on machines imported from France for manufacturing of 'Ladies Designer Suits'. The technicians were employed on probation of one year and were put on their respective jobs after 10 days of on the job training. Because of the faulty selection process, they could not perform well. Ten of them left the job on their own and 12 had to be removed by the company during the probation period. Now the company is in the process of selecting new technicians. Advice the company about any three types of selection tests, describing each in about 20 words, that may be used for selecting the desired technicians.
10. What is capital budgeting?
11. Explain the objectives of Financial Planning.

3 Marks

12. In order to achieve target production of 5000 units per month, a Production Manager has to operate on double shifts. Due to power failure most of the time, the manager is able to achieve 5000 units, but at a higher production cost.
a) In your point of view, what is lacking in management?
b) Identify the values emphasised by management in the above mentioned case.
13. K.G. Softwares Ltd. is a reputed name in the market for the last ten years. Now, it wants to set up new projects for expansion and modernisation of existing projects. For this purpose, it is opting for two different methods of floating new issues.
Firstly, securities are sold to issuing houses or stock brokers at an agreed price which they resell to the investing public.
Secondly, one share is offered against five shares (which shareholders already possess) to the existing shareholders. This is a privilege given to them.
(a) In which type of capital market the above issue of securities is covered?
(b) Give the name of methods used for issue of securities by K.G. Softwares Ltd.
(c) Mention the essential function of the market indicated here.
(d) Who are the investors in this market?
(e) List two more methods of issuing securities in this market.
14. 'Promotion stops infusion of new blood in the organisation'. However. it is still being used as a good source of filling the vacancies internally. State any two reasons for the same.
15. Enumerate any three advantages of management by exception which is used by manager in analysing deviations.

Multiple Choice Question

16. Setting a standard time, say, 6 hours to perform a task is an example of _____.
(a) Qualitative Standards (b) None of these (c) Qualitative and Quantitative Standards (d) Quantitative Standards
17. _____ is the first step in the process of controlling.
(a) Measurement of actual performance (b) Setting performance standards (c) Analysing deviations (d) Taking corrective action
18. Amazon and Flipkart sell goods through:
(a) direct channel of distribution. (b) one level channel of distribution. (c) two level channel of distribution (d) three level channel of distribution.
19. "Alfanzo Ltd. is achieving all its objectives in an effective and efficient manner. It is earning enough revenue to cover costs and the risks of the business. Now the company wants to increase the sales volume the capital investment, the number of employees and the number of products also.
By doing this, the management wants to achieve its following objective
(a) Survival (b) Profit (c) Personal (d) Growth

20. "It acts as the binding force between departments and ensure that all action are aimed at achieving the goals of the organisation." The statement highlights the following characteristic of coordination.
(a) Coordination is an all pervasive function (b) Coordination is the responsibility of all managers (c) Coordination is a continuous process
(d) Coordination ensures unity of action

21. "It is a career oriented process designed to help the employees in the progress towards maturity and actualisation of their potential capabilities." Identify the process.
(a) Staffing (b) Selection (c) Development (d) Training

22. Ravi joined a marketing firm as a sales manager. On his first day in the company, during the orientation programme, the CEO of the company told Ravi that he will have to simultaneously perform the functions of management (planning, organising, staffing, directing, controlling) all the time. Which characteristic of management was the CEO referring to?
(a) Management is a continuous process (b) Management is all pervasive (c) Management is multi-dimensional (d) Management is goal-oriented

23. Samaira and her friend, Sana wanted to watch a movie over the weekend.
They booked the movie tickets online and chose the seats as per their preference at the click of a button at the desired movie hall. Now going to theatre for booking of tickets is no longer required.
The dimension of business environment reflected in the above para is
(a) political environment (b) social environment (c) legal environment (d) technological environment

24. _____ is the process of holding securities in electronic form.
(a) Financial intermediation (b) Dematerialisation (c) Allocative function (d) Mobilisation of securities

25. Vidhya Public School is a renowned school in Nagpur. The management recently appointed a new business studies teacher, Shweta, to teach classes XI and XII and gave her a monthly salary of ₹ 50,000. Shweta is not satisfied with it and said "The salary is not just and equitable as per the amount of work required to be done by a business studies teacher. Other schools in the city are paying ₹ 70,000 to their teachers teaching classes XI and XII."
Name the principle of management that has been violated by Vidhya Public School in the above case.
(a) Discipline (b) Remuneration of employees (c) Equity (d) Esprit de corps

26. Name the function of marketing which is effective in bringing repeat sales from the customers and developing brand Joyalty for a product.
(a) Standardisation and grading (b) Promotion (c) Customer support services (d) Packaging and labelling

27. With the presence of women in the workforce, there has been a shift towards formal wear, increased demand of electronic gadgets and increase in demand of cosmetics. The related dimension of business environment referred in the above lines is
(a) technological environment (b) social environment (c) political environment (d) economic environment

28. One of the following is considered to be an extension of the marketing concept, which apart from customer satisfaction, pays attention to ethical and ecological aspects of marketing. Identify the concept.
(a) Selling concept (b) Product concept (c) Production concept (d) Societal marketing concept

29. Aiming to revive Jammu and Kashmir's attraction as a top location for film shooting the J & K film policy, 2021 offers a host of incentives to the filmmakers, such as subsidies and low long-term interest rates, for films with patriotic and certain other themes shot in J & K, for giving work opportunities to local artistes, etc. This will have an impact on business enterprises in the state.
Which component of business environment is highlighted above?
(a) Specific and general forces (b) Technological environment (c) Economic environment (d) Totality of external forces

30. The package of KRM Rawa Idli Mix describes the procedure of cooking idlis in three easy steps. It also specifics its ingredients, instruction for storage and serving. The function performed by the label in the above case is
(a) Describing the product and specifies its contents (b) Identification of the product or brand (c) Helping in promotion of products (d) Providing information required by law

31. Which of the following is not a step in the process of planning?
(a) Making assumptions about the future. (b) Evaluating different proposals in light of the objectives to be achieved. (c) Allocation of jobs to members of each department.
(d) Seeing whether activities are performed as per schedule or not.

32. Vikrant joins his fathers business of Organic masalas, near Kotgarh in Himachal after completing his MBA. In order to capture a major share of the market, he decided to sell the product in small attractive packages by using the latest packaging technology.
His father suggested that they hire financial consultants to estimate the amount of funds that would be required for the purpose and timings when it would be required.
The concept being discussed by Vikrant's father, links which financial decision with the investment decision?
(a) Dividend decision (b) Financial planning (c) Capital structure decision (d) Financing decision

33. "While performing the organising function, jobs are allocated to the members of each department in accordance with their skills and competencies." Identify the step in the organising function being discussed above.
(a) Identification and division of work (b) Departmentalisation (c) Assignment of duties (d) Establishment of reporting relationships

34. Capital market instruments are riskier both with respect to returns and principal repayment as compared to money market instruments'.
This highlights the following point of difference between 'capital market' and 'money market'.
(a) Instruments (b) Duration (c) Safety (d) Liquidity

35. _____ is a number assigned to each transaction by the stock exchange and is printed on the contract note.
(a) Client code number (b) Unique order code (c) Permanent account number (d) Depository participant number

QB365 .in Study Material
QUESTION BANK 365