

**Organisation of Commerce and Management (046)****B.A.****BOARD QUESTION PAPER-7****Standard-12****Time : 3 Hours****AUGUST 2020****Total Marks : 100**

- Instructions:** (1) This question paper contains Five sections and total 49 questions.  
(2) All questions are compulsory. Options are internal.  
(3) Figures to the right side indicate full marks for the questions.  
(4) Answers should be written according to the instructions only.  
(5) Start new section on a new page.

**SECTION-A**

- **Question nos. from 1 to 10 are multiple choice questions. Each question contains for options. Select and write the correct one from the options (A, B, C, D). Each question carries 1 mark : 10**

1. If planning is the brain of business then what is organisation ?  
(A) Heart (B) Limbs (C) Structure (D) Blood
2. If employee does not get appropriate compensation then what rises ?  
(A) Labour turnover (B) Promotion of Labour  
(C) Absence of Labour (D) Decline of Labour
3. Which of the following plans determines the objectives of business ?  
(A) Standing plan (B) Strategic plan  
(C) Tactical plan (D) Single use plan
4. What can not be delegated from the following ?  
(A) Authority (B) Responsibility  
(C) Accountability (D) Work
5. \_\_\_\_\_ is the first stage of the controlling process.  
(A) Measuring performance  
(B) Comparing actual performance against set standards  
(C) Corrective action  
(D) Setting standards
6. How many types of capital structures are there ?  
(A) Two (B) Three (C) Four (D) Five
7. With whom has the foreign investment institution get registered ?  
(A) Company Registrar (B) Court  
(C) Stock Exchange (D) SEBI
8. How many types of orders are there in purchase-sales of securities ?  
(A) Two (B) Three (C) Four (D) Five
9. What is to be done by promotion ?  
(A) increasing price  
(B) increasing sales

(C) increasing production

(D) making necessary changes in the product

10. In which court can the public interest litigation be filed ?

(A) Criminal court (B) Civil court (C) District court (D) Supreme court

### **SECTION-B**

• Question nos. from 11 to 20 are very short answer type questions. Answer each of them in about one sentence. Each question carries 1 marks : 10

11. Give full form of I.I.M.

12. State types of budget.

13. What is accountability ?

14. State the names of various types of test conducted for selection process.

15. What are the modern means of communication ?

16. What are the components of fixed capital ?

17. When was Bombay Stock Exchange established ?

18. Which is the first depository of India ?

19. What is branding ?

20. Give full name of F.E.M.A.

### **SECTION-C**

• Question nos. from 21 to 35 are short answer type questions.

Each question carries 2 marks :

30

21. Discuss various elements of price-mix.

22. What is "Rule of Thumb" ?

23. "Formal and informal organisations are complementary to each other." Explain.

**OR**

23. Where is linear organisation more favourable ?

24. Explain the term "Waiting List".

25. What can be known through I.Q. and Aptitude Test ?

26. How does motivation help to reduce labour turnover rate ?

27. What is co-partnership ?

28. "Planning is the father of Controlling" - Explain.

29. What is production cycle ?

30. Stock exchange is a mirror indicating economic condition of the country. How?

**OR**

What is dematerialisation ?

31. What is marketing-mix? What it includes ?

32. State any two characteristics of a good salesman.

33. Write in brief about Public Interest Litigations. (PIL).

34. Which political factors are affecting business environment ?

35. What is privatisation ?

**SECTION-D**

- Question nos. from 36 to 45 are short answer type questions. Answer each of them in about 50 words. Each question carries 3 marks : 30
- 36. What are the functions of financial management ?
- 37. Give difference between middle and bottom level management (Any Six).
- 38. Discuss about Peter F. Drucker's contribution in management field.
- 39. Write a note on Matrix organisation.
- 40. Discuss the importance of Decentralisation.
- 41. Explain the importance of controlling (Any Six).
- 42. Give difference between Gross working capital and Net working Capital.

**OR**

- 42. Give difference between Fixed capital and Working capital.
- 43. Write a short note on National Securities Depository Limited (NSDL).
- 44. Explain the factors affecting the price of a product.

**OR**

Write a note on 'The objections against Advertisement' in short.

- 45. Write the negative effects of privatisation.

**SECTION-E**

- Question nos. from 46 to 49 are long answer type questions. Each question carries 5 marks : 20
- 46. Explain the limitations of planning.
- 47. Give difference between training and development. (Any five points).

**OR**

Explain the meaning and characteristics of staffing.

- 48. Explain the barriers to effective communication.
- 49. Discuss the importance of consumer protection from the viewpoint of a business.

**OR**

- 49. Explain the rights of consumers as per the Consumer Protection Act.

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