

(046) (E)	Organisation of Commerce & Management	(046) (E)
B.A.	BOARD QUESTION PAPER-3	Standard-12
Time : 3 Hours	JULY 2018	Total Marks : 100

- Instructions :**
1. There are total five sections and 49 questions in this question paper.
  2. All questions are compulsory.. There are internal options.
  3. Figures against the questions indicate marks.
  4. Answer the questions as per the given instructions.
  5. NEW section to be started from a new page.

### SECTION-A

- Questions No. 1 to 10 are multiple choice questions. Each contains four options. Select the correct one from the options A, B, C, D and write them. Each question carries 1 mark.
1. What does management association frame for its own profession ?  
 (A) Improper (B) Inconsistency  
 (C) Decision (D) Code of conduct
  2. Who is the promoter of Scientific Management ?  
 (A) Peter F Drucker (B) Henry Fayol  
 (C) Fredrick Taylor (D) Luther Gulick
  3. Which of the following plans determines the objectives of business ?  
 (A) Strategic plan (B) Standing plan  
 (C) Single use plan (D) Tactical plan
  4. From the following, what should be implemented to prepare future managers ?  
 (A) Work Distribution (B) Decentralisation  
 (C) Centralisation (D) Decapitalisation
  5. Which function of management is known as the father of controlling ?  
 (A) Planning (B) Organisation  
 (C) Staffing (D) Directing
  6. Excess of current assets over current liabilities means.....  
 (A) Gross Working Capital (B) Equilibrium Working Capital  
 (C) Negative Working Capital (D) Positive Working Capital
  7. How many types of capital structures are, there  
 (A) 5 (B) 4 (C) 3 (D) 2
  8. In which year, Depository Act came into existence ?  
 (A) 1992 (B) 1995 (C) 1996 (D) 1997
  9. In marketing management, ..... is at the centre.  
 (A) Customer (B) Product (C) Production (D) Profit
  10. In which court, can the public interest litigation be filed?  
 (A) District Court (B) Civil Court  
 (C) Criminal Court (D) Supreme Court

**SECTION-B**

- **Question Nos. from 11 to 20 are very short answers type question. Answer in about 1 to 10 words. Each question carries 1 mark.** 10

11. What is the other name of Middle Level Management ?
12. State types of Budget.
13. What is called Delegation of Authority ?
14. Which test decides the ability of the candidates ?
15. Define : "Direction".
16. In which form, dividend can be paid to the shareholders as per government act?
17. Write the full form of CDSL and SEBI.
18. At what price treasury bills are issued
19. What is the role of BIS ?
20. At present, which act is prevalent for foreign exchange in India ?

**SECTION-C**

- **Question Nos. 21 to 35 are short answer type questions. Answer each in about words. Each question carries 2 marks.** 30

21. "Management is a Science." Explain.
22. What is "Rule of Thumb" ?
23. Represent process of delegation of authority diagrammatically only.

**OR**

23. Represent Matrix Organisation structure with the help of a diagram only.
24. Explain the term "Waiting list".
25. "Training is expensive but its absence is more so". Explain the statement.
26. What do you mean by Informal Communication ?
27. Explain the meaning of Leadership.
28. How an internal process is controlled ?
29. State any four factors affecting the need of fixed capital.
30. What is Organised Money Market and Unorganised Money Market ?

**OR**

30. What is the main difference between Call Money and Notice Money ?
31. Mention any four functions of Labelling.
32. Explain any four characteristics of a good salesman.
33. How the consumers are physically and mentally exploited ?
34. Which factors are included in business environment ?
35. Define "Privatisation".

**SECTION-D**

- Question Nos from 36 to 45 are short answer type question.  
Answer in maximum 50 words. Each question carries 3 marks. 30

36. Explain functions performed by Top Level Management.
37. Discuss the importance of human resource management.
38. Discuss any six principles of Henry Fayol.
39. Explain the steps for the process of organisation in brief.
40. Explain the meaning of linear organisation with the help of a diagram.
41. Discuss the relation between Planning and Controlling.
42. Distinguish between Fixed Capital and Working Capital.

**OR**

42. Distinguish between Gross Working Capital and Net Working Capital.
43. Write the characteristic of money market.
44. What is the role of advertisement?

**OR**

44. Explain any three factors that affect pricing.
45. Define Liberalisation and explain any four effects of Liberalisation.

**OR**

45. Define Globalisation and discuss any four negative effects of Globalisation.

**SECTION-E**

- Question Nos from 46 to 49 are long answer type questions. Answer in 100 words. Each question carries 5 marks. 20

46. Define Planning and discuss the characteristics of planning.
47. State the sources of recruitment and discuss the external sources in detail.

**OR**

47. Discuss the process of Selection.
48. Discuss the financial and non-financial incentives in brief.
49. Write the meaning of consumer protection and discuss the rights of consumer.

**OR**

49. Discuss the importance of consumer protection.

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