

# MODEL QUESTION PAPERS

## QUESTION PAPER 1

[Board's Sample Question Paper]

Time : 3 Hours]

[Total Marks : 100

**Instructions :** (1) In this question paper, there are total **five** sections and **49** questions.

(2) All the questions are compulsory. Options are internal.

(3) Figures to the right indicate full marks of the question.

(4) Write answer to question as per instruction.

(5) New section to be written from new page.

### SECTION A

**Answer the following questions by selecting the correct option from the given options :  
[Questions 1 to 10 – 1 mark each] 10**

1. Which level of management is known as officers' level?  
(a) Top level (b) Middle level  
(c) Bottom level (d) Operating level
2. How many principles of management are given by Henry Fayol?  
(a) 6 (b) 8 (c) 14 (d) 16
3. "Task of planning is choosing." Who has given this definition of planning?  
(a) Dr Bill Goetz  
(b) Dr George R. Terry  
(c) Peter F. Drucker  
(d) Frederick Winslow Taylor
4. Out of the below mentioned, which is the oldest type of organization?  
(a) Formal organization  
(b) Informal organization  
(c) Functional organization  
(d) Linear organization
5. Which out of the below mentioned functions is done at each level of management?  
(a) Controlling (b) Co-ordination  
(c) Staffing (d) Directing
6. What is called gross working capital?  
(a) Gross fixed assets  
(b) Total current assets  
(c) Total immovable assets  
(d) Total non-current assets

7. With which authority foreign investment institution has to make its registration?

(a) RBI (b) IRDA (c) SEBI (d) TRAI

8. Which out of the below mentioned matter is correct with respect to commercial paper?

- (a) It is a document which is unsecured and for short term like promissory note.  
(b) It is not transferable instrument; hence it is not subject to transfer.  
(c) It is controlled by Reserve Bank of India.  
(d) It is issued at a discount in ₹ 5 Lacs or in its multiple.

9. Which is the main objective of branding?

- (a) To make the product long lasting.  
(b) To manufacture product as per law.  
(c) To advertise the product.  
(d) To differentiate the product from that of competitor's product.

10. In which year 'The Consumer Protection Act' came into force?

(a) 1956 (b) 1932 (c) 1976 (d) 1986

### SECTION B

**Answer the following questions in one sentence :  
[Questions 11 to 20 – 1 mark each] 10**

11. Give full form of CEO.
12. State the types of Budget.
13. What is formal organization?
14. State reasons for recruitment.
15. Give meaning of motivation.
16. On which capital dividend is paid?
17. What is notice money?
18. Give meaning of Distribution system.
19. What is publicity?
20. When can per capita income be increased?

**SECTION C**

**Answer the following questions in short :  
[Questions 21 to 35 – Options are internal.  
2 marks each] 30**

21. Draw figure for various levels of management.
22. Define scientific management according to Frederick Taylor.
23. State limitations of decentralization.

**OR**

Explain meaning of accountability giving example.

24. State internal sources for recruitment.
25. Explain in brief about 'Waiting List'.
26. "Function of supervisor is like a teacher." Explain the statement.
27. Explain informal communication giving example.
28. "Planning is the father of controlling." Explain.
29. Draw chart for the types of capital structure.
30. Explain in brief about contract note.

**OR**

State the objectives of SEBI.

31. Why are manufacturers making packing more attractive ?
32. State any two functions of labeling.
33. Give meaning of consumer under Consumer Protection Act.
34. Explain the meaning of Developed and Developing country giving example.
35. State any two objectives of Fiscal Policy.

**SECTION D**

**Answer the following questions to the point : [Questions 36 to 45 – Options are internal. 3 marks each] 30**

36. "Management is a Science." Explain.
37. Give meaning of Financial Management and state its functions.
38. State in brief Henry Fayol's Administrative principles of Industrial Unit.

39. "Formation of organization is a scientific approach." Explain in brief.

40. Explain formation of Matrix Organization together with figure.

41. Explain stages of control process in brief.

42. Write differences between Gross working capital and Net working capital. (any three points)

**OR**

Explain in brief characteristics of ideal capital structure.

43. Out of the money market instruments, explain Treasury bill giving example.

44. State the activities included in Public Relation.

**OR**

Why are you protesting against an advertisement, as a consumer ? Explain.

45. State positive effects of Globalization.

**OR**

State negative effects of Privatization.

**SECTION E**

**Answer the following questions in detail :  
[Questions 46 to 49 – Options are internal.  
5 marks each] 20**

46. Explain elements of planning.

47. Explain the process of selection.

**OR**

"Training is expensive but its absence is more so." Explain the statement with reference to importance of Training.

48. Explain Abraham Maslow's hierarchy of needs together with figure.

49. Give meaning of consumer protection and explain rights of consumer.

**OR**

Explain importance of consumer protection with a view-point of business.