

Unofficial CUET Business Studies Question Paper 2024

Questions

Find the correct sequence of needs as given by Maslow in his Need Hierarchy Theory:

- (A) Belongingness needs
- (B) Security needs
- (C) Self Actualisation needs
- (D) Self Esteem needs

_____ is a process of influencing behaviour of people to achieve organisational goals.

Match List I with List II on the basis of meaning and name of the concept:

Which of the following is a process of recruitment or inducing subordinates to act to achieve organisational goals

Which of the following is not a limitation of Controlling?

Identify the correct sequence of the Controlling process:

"Only a 5 percent in the labour cost while a 10 percent increase is seen in postal charges incurred".
Explain critical point control in the context of this statement

Identify the function the Financial Market performs from the following statements: "Holders of assets can readily sell their financial assets through the mechanism of the financial market."

If any of the parties are not satisfied by the order of _____, they can appeal against such order to the State Commission

Identify the importance of consumer protection discussed in the following lines-" Business organisations make money by selling goods and providing services to consumers.

Identify the consumer Right-"The consumer has the freedom to access a variety of products at competitive prices.

Identify the method of floatation in the primary market wherein a company sells securities at an agreed price to a broker.

Match List I with List II on the basis of meaning and name of the concept:

Identify the correct sequence of Organising function of management.

(A) Establishing authority and reporting relationships (B) Departmentalisation (C) Identification and division of work R) (D) Assignment of duties

Choose the correct answer from the options given below : (1) (A), (B), (C), (D) (2) (A), (C), (B) (3) (B), (A), (D), (C) (D) (4) (C), (B), (D), (A)

The formal organisation can be better understood by a study of its features which are as follows :

(A) It specifies the relationships among various job positions and the nature of their inter-relationship. This clarifies who has to report to whom

(B) It is a means to achieve the objectives specified in the plans, as it lays down rules and procedures essential for their achievement.

(C) Independent channels of communication without specified direction of flow of information are developed by group members.

(D) It is deliberately designed by the top management to facilitate the smooth functioning of the organization.

Which of the following options is correct?

(1)(A), (B), and (D) only (2)(A), (B) and (C) only (3) (A), (B), (C) and (D) (4) (B), (C), and (D) only

The informal organisation offers many benefits, Important among them are given below :

(A) Prescribed lines of communication are not followed. Thus, informal organisation leads to faster spread of information as well as quick feedback.%

(B) It helps to fulfil the social needs of the members and allows them to find like-minded people. Ins enhances their job satisfaction since it gives them a sense of belongingness in the organisation.

(C) It contributes towards the fulfilment of organisational objectives by compensating for inadequacies in the formal organisation

(D) Unity of command is maintained through an established chain of command. Choose the correct answer from the options given below :

Identify the correct sequence of trading & settlement procedure :

(A) The investor has to sign a broker-client agreement.

(B) The investor has to open a 'Demat' Account;

(C) An order confirmation slip is issued to the investor by the broker.

(D) The broker will then go online and connect to the main stock exchange. Choose the correct answer from the options given below

The market where existing securities are bought and sold is known as

(1) Primary marker

(2) Secondary market

(3) Capital market

(4) Financial market

Qualities of a successful entrepreneur do not include :

- (1) Initiative
- (2) Self-confidence
- (3) Risk avoider
- (4) Wealth creators

Identify the function performed by SEBI: "It controls insider trading, and takeover bids and imposes penalties for such practices."

- (1) Protective functions
- (2) Regulatory functions
- (3) Developmental functions
- (4) Preventive functions

Financial management aims at choosing the best investment and financing alternatives for their costs and benefits. Its objective is to :

- (1) Increase the shareholders' wealth
- (2) Decrease the shareholders' wealth
- (3) Increase the shareholders' capital
- (4) Decrease the shareholders' capital

A proper matching of funds requirements and their availability is sought to be achieved

- (1) Financial planning
- (2) Financial control
- (3) Capital budgeting

(4) Investment Decisions

Debt is _____ but is more _____ for a business because the payment of interest and the return of principal is obligatory for the business.

(1) Cheaper, risky

(2) Cheaper, safe

(3) Expensive, risky

(4) Expensive, safe

"Coordination unifies unrelated interests into purposeful work activity." Identify the nature of

(1) Coordination is an all-pervasive function

(2) Coordination is a continuous process

(3) Coordination ensures unity of action

(4) Coordination integrates group efforts

Akash Industries has installed a waste recycling plant on its premises and does not dump its waste material anymore. This plant is providing employment to many people. Identify the objective of management which the company is achieving by doing the aforesaid activity

(1) Social objective

(2) Economic objective

(3) Personal objective

(4) Growth

"Management always works by keeping an end result or aim of the organization. All activities of managers are directed towards the result." From the above statement, identify the features of management

- (1) Management is multidimensional
- (2) Management is continuous
- (3) Management is intangible
- (4) Management is a goal-oriented process

<p>The key position of top-level management is</p> <ul style="list-style-type: none"> (1) Managing Director (2) Production Manager (3) Marketing Manager (4) Plant Supervisor 	<p>(1) Managing Director</p>
<p>Match List I with List II</p>	<p>2. A-IV, B-I, C-II, D-III</p>
<p>Which of the following are advantages of the functional structure of an organisation?</p> <ul style="list-style-type: none"> (A) Leads to occupational specialisation. (B) Places less emphasis on organisational objectives. (C) Promotes coordination and control within the department (D) Increases operational efficiency. <p>Choose the correct answer from the options:</p>	<p>3. A, C, and D only</p>

<p>In the above case "Just Foodie" is using various variables of Marketing Mix. Identify the variable from the following statement: "To make their products available to customers at the right time, at the right place, they are also selling to grocery stores in addition to their own outlets."</p> <p>(1) Product</p> <p>(2) Price</p> <p>(3) Promotion</p> <p>(4) Physical distribution</p>	<p>(4) Physical distribution</p>
<p>Identify the element of the marketing mix in the following statement: "The taste, quality, and packing are given utmost care."</p> <p>(1) Product mix</p> <p>(2) Price mix</p> <p>(3) Promotion mix</p> <p>(4) Physical distribution mix</p>	<p>(1) Product mix</p>
<p>"They are able to charge higher prices than their competitors." Which element of the marketing mix is disc in the statement?</p> <p>(1) Product mix</p> <p>(2) Price mix</p> <p>(3) Promotion mix</p> <p>(4) Physical distribution mix</p>	<p>(2) Price mix</p>

<p>"To increase their sales, they are using different offers like Free gifts, Cash back, etc. They give discounts to customers on various occasions." Identify the marketing mix element from the above statement</p> <p>(1) Product mix</p> <p>(2) Price mix</p> <p>(3) Promotion mix</p> <p>(4) Physical distribution mix</p>	<p>(3) Promotion mix</p>
<p>"To increase their sales, they are using different offers like Free gifts, Cash back, etc. They give discounts to customers on various occasions." Which tool of the promotion mix is used in the below statement?</p> <p>(1) Advertisement</p> <p>(2) Sales promotion</p> <p>(3) Personal Selling</p> <p>(4) Publicity</p>	<p>(2) Sales promotion</p>
<p>Identify the function of management highlighted in the above case</p> <p>(1) Organising'</p> <p>(2) Staffing</p> <p>(3) Directing</p> <p>(4) Planning</p>	<p>(4) Planning</p>

<p>"If the goals are well defined, employees are aware of what the organisation has to do and what they must do to achieve those goals." Identify the significance of the managerial function highlighted in this statement.</p> <p>(1) Facilitates decision making</p> <p>(2) Reduces overlapping and wasteful activities</p> <p>(3) Reduces risks of uncertainty</p> <p>(4) Provides direction</p>	<p>(4) Provides direction</p>
<p>"Changes or events cannot be eliminated, but they can be anticipated and managerial responses to them can be developed." Identify the significance of the managerial function highlighted in this statement.</p> <p>(1) Provides direction</p> <p>(2) Reduces risks of uncertainty</p> <p>(3) Reduces overlapping and wasteful activities</p> <p>(4) Facilitates decision making</p>	<p>(2) Reduces risks of uncertainty</p>
<p>"Policy formation serves as the basis of coordinating the activities and efforts of different division departments and individuals. It helps in avoiding confusion and misunderstanding." Identify the significance of the managerial function highlighted in this statement.</p> <p>(1) Facilitates decision making</p> <p>(2) Reduces risks of uncertainty</p> <p>(3) Provides direction</p> <p>(4) Reduces overlapping and wasteful activities</p>	<p>(4) Reduces overlapping and wasteful activities</p>

<p>"Managers can look into the future and make a choice from amongst various alternatives. Identify the significance of managerial function highlighted in this statement.</p> <p>(1) Provides direction</p> <p>(2) Reduces risks of uncertainty</p> <p>(3) Reduces overlapping and wasteful activities</p> <p>(4) Facilitates decision making</p>	<p>(3) Reduces overlapping and wasteful activities</p>
<p>Identify the Principle of Management where Taylor pioneered the introduction of methods of scientific inquiry into the domain of management practice.</p> <p>(1) Science, not rule of thumb</p> <p>(2) Harmony not discord</p> <p>(3) Cooperation, not individualism</p> <p>(4) Development of each and every person to the greatest efficiency and prosperity</p>	<p>(1) Science, not rule of thumb</p>