

CUET UG 2023 Business Studies Question Paper PDF (May 29, 2023) (Shift 3)

1. Identify the trend in stock market when equity shares are more easily sold even at higher price.
(a) Bearish (b) Bullish
(c) Horse trading (d) Badia
2. Planning is an intellectual process that requires logic rather than wishful thinking. Which feature of planning is highlighted by the statement?
(a) Futuristic (b) Continuous
(c) Mental exercise (d) Pervasive
3. External Sources of recruitment does not include
(A) Casual callers
(B) Employment exchange
(C) Transfer
(D) Advertising
(E) Promotions
Choose the correct answer from the options given below:
(a) A and B only (b) B and C only
(c) C and E only (d) D and E only
4. Process which provides for learning opportunities that help employee growth is:
(a) Education (b) Development
(c) Training (d) Education and Training
5. Salary is not a primary economic reward for an entrepreneur
(a) A 'never say die' attitude of an entrepreneur is termed as self-confidence.
(b) Acting out of choice rather than compulsion is initiative.
(c) Entrepreneur's concern for conservation of time and money is termed as 'assertiveness'
(d) Executive summary and operation strategies are included in Business plan.
Choose the correct answer from the options given below:
(a) A, C, E only (b) A, B, E only
(c) A, D, E only (d) A, B, C only
6. Match List I with List II.

List I		List II	
A.	Regulatory Function of SEBI	I.	Levying fee or other charges
B.	Development Function of SEBI	II.	Training of intermediaries
C.	Projective Function of SEBI	III.	Controlling insider training
D.	Objective of SEBI	IV.	Regulate stock exchange

- Choose the correct answer from the options given below:
(a) A-I, B-II, C-IV, D-III (b) A-I, B-II, C-III, D-IV
(c) A-III, B-II, C-IV, D-I (d) A-III, B-I, C-II, D-IV

7. Staffing is the part of which functional area of Management?
(a) Marketing Management
(b) Human Resource Management
(c) Production Management
(d) Financial Management
8. Identify for the following under whose overall administrative control, SEBI functions.
(a) Ministry of Corporate Affairs, GOI
(b) Ministry of Home Affairs, GOI
(c) Ministry of Finance, GOI
(d) Ministry of External Affairs, GOI
9. Social Environment includes:
(a) Consumption habits and life expectancies
(b) Money supply in the economy
(c) Rate of savings
(d) New ways of producing goods
10. Which of the following are the features of leadership
(A) It tries to bring change in the behaviour of a person
(B) It is an internal feeling
(C) It indicates interpersonal relationship between and followers
(D) It is a continuous process
Choose the correct answer from the options given below:
(a) A, C and D only (b) A and C only
(c) A, B and D only (d) C and D only
11. Arrange following elements of communication process in a sequence
(A) Sender (B) Receiver
(C) Message (D) Media
(E) Feedback
Choose the correct answer from the options given below:
(a) A, C, B, E, D (b) C, A, B, D, E
(c) A, C, D, B, E (d) A, C, B, D, E
12. Identify the Non Financial Incentive that give more autonomy and powers to subordinates.
(a) Employee participation
(b) Employee Empowerment
(c) Organisational climate
(d) Co-partnership
13. _____ refers to vertical shifting of employees in an organisation
(a) Promotion (b) Transfer
(c) Interview (d) Placement
14. Arrange the following functions of Management
(A) Staffing (B) Planning
(C) Organizing (D) Controlling
(E) Directing

Choose the correct answer from the options given below:

- (a) A→B→C→D→E (b) B→C→A→E→D
(c) C→B→A→D→E (d) B→C→A→D→E

15. Select from following who is considered Risk taker
(a) Manager (b) Customer
(c) Entrepreneur (d) Government
16. Identify the correct sequence of first five steps of staffing process:

- (A) Estimating the manpower requirement
(B) Recruitment
(C) Training and development
(D) Placement and orientation
(E) Selection

Choose the correct answer from the options given below:

- (a) A, B, D, C, E (b) A, B, C, D, E
(c) A, B, E, D, C (d) A, C, B, D, E

17. Planning is pervasive because:
(a) It is required in setting special goals
(b) It is required at all levels of management
(c) It is forward looking and backward looking
(d) It lays down the base for other functions of management

18. Which technique of Scientific Management violates Unity of Command?

- (a) Time study
(b) Standardisation of work
(c) Functional Foremanship
(d) Simplification of work

19. "Dependence on technological gadget is comparatively higher in America than in India". Which feature of business environment is highlighted by the statement?

- (a) Relativity (b) Uncertainty
(c) Complexity (d) Dynamic

20. Match List I with List II.

List I		List II	
A.	Convenience products	I.	Consumed in one or few uses
B.	Shopping products	II.	Brand loyalty of the highest order
C.	Speciality products	III.	Purchased frequently
D.	Non durable products	IV.	Buyers devote considerable time

Choose the correct answer from the options given below:

- (a) A-III, B-IV, C-II, D-I (b) A-III, B-II, C-IV, D-I
(c) A-IV, B-III, C-II, D-I (d) A-I, B-II, C-III, D-IV

21. Capital structure should emphasize on-
(a) Increasing the turnover of firm
(b) Increasing the assets and liabilities of firm
(c) Increasing the shareholders wealth
(d) Increasing voting right of shareholders

22. Identify the right provided to consumers by the Consumer Protection Act 2019

- (a) Right to Safety (b) Right to be Informed
(c) Right to choose (d) Right to heard
(e) Right to be assured

Choose the correct answer from the option given below:

- (a) A, B, C and D only (b) A, B, C and E only
(c) A, B, D and E only (d) A, B and C only

23. According to which principle of management, "Organisation should have a chain of authority and communication that run from top to bottom and should be followed by managers and the subordinates."

- (a) Centralisation and Decentralisation
(b) Subordination of individual interest to general interest
(c) Scalar chain
(d) Esprit De corps

24. Identify the market that is known as Stock Exchange

- (a) Secondary Market (b) Money Market
(c) Capital Market (d) Primary Market

25. Which quality of a leader requires that he should understand people and maintains good human relations with them

- (a) Initiative (b) Communication skills
(c) Integrity (d) Social Skills

26. Arrange the steps of Trading and Settlement procedure in Securities

- (A) Open a demat account
(B) Place an order with the broker
(C) Sign a broker-client agreement
(D) Broker match the share price available
(E) Broker issue a trade confirmation slip

Choose the correct answer from the options given below:

- (a) A, B, C, D, E (b) E, D, C, B, A
(c) C, A, B, D, E (d) C, A, D, B, E

27. Match List I with List II.

List I		List II	
A.	Treasury Bill	I.	Mobilise large amount of money
B.	Commercial paper	II.	Maturity period of one day to fifteen days
C.	Call money	III.	Maturity period of 15 days to one year
D.	Certificate of Deposit	IV.	Issued by RBI

Choose the correct answer from the options given below:

- (a) A-III, B-I, C-II, D-IV (b) A-II, B-III, C-IV, D-I
(c) A-IV, B-III, C-II, D-I (d) A-IV, B-III, C-I, D-II

28. As per Consumer Protection Act, 2019, State commission has a jurisdiction to entertain complaints where value of goods and services paid as consideration:

- (a) Does not exceed one crore but more than 20 lakh rupees
(b) Exceed one crore but does not exceed ten crore rupees
(c) Exceeds five crore but does not exceed ten crore rupees
(d) Exceeds four crore but does not exceed five crores rupees

29. Identify the specific forces of Business Environment from following

(A) Investors (B) Customers
(C) Social (D) Political
(E) Competitors

Choose the correct answer from the options given below:

(a) A, B, C and D only (b) A, B and E only
(c) C and D only (d) C, D and E only

30. Arrange the Channels of Distribution in order for a consumer product

(a) Consumer (b) Retailer
(c) Wholesaler (d) Producer

Choose the **correct** answer from the options given below:

(a) A, B, C, D (b) D, C, B, A
(c) C, A, B, D (d) A, D, C, B

31. Match List I with List II.

List I		List II	
A.	District Commission	I.	One crore to Ten crore rupees
B.	State Commission	II.	Appeal against National Commission in matter of its original jurisdiction.
C.	National Commission	III.	Upto one crore rupees
D.	Supreme Court	IV.	Exceeds Ten crore rupees

Choose the correct answer from the options given below:

(a) A-I, B-II, C-III, D-IV (b) A-IV, B-III, C-II, D-I
(c) A-III, B-I, C-IV, D-II (d) A-III, B-I, C-II, D-IV

32. "The Principles of management are not rigid prescriptions, these can be modified by the manager when the situation so demand."

What nature of principles of management has been indicated in above statement?

(a) General guidelines (b) Flexible
(c) Contingent (d) Mainly behavioural

33. Match List I with List II.

List I		List II	
A.	Job Enrichment	I.	Indicates the characteristics which describe an organisation
B.	Organisational Climate	II.	Informal Communication
C.	Laissez- faire	III.	Leadership Style
D.	Grapevine	IV.	Concerned with designing jobs that include greater variety of work content

Choose the correct answer from the options given below.

(a) A-III, B-IV, C-II, D-I (b) A-III, B-IV, C-I, D-II
(c) A-IV, B-II, C-III, D-I (d) A-IV, B-I, C-III, D-II

34. Match List I with List II.

List I		List II	
A.	Advertising Expenditure	I.	Human Resource Management
B.	Quality	II.	Finance and Accounting
C.	Labour	III.	Marketing
D.	Liquidity	IV.	Production

Choose the correct answer from the options given below:

(a) A-III, B-IV, C-II, D-I (b) A-III, B-IV, C-I, D-II
(c) A-IV, B-III, C-II, D-I (d) A-IV, B-III, C-I, D-II

35. Which element of Marketing Mix refers to activities that make firm's product available to the target customers?

(a) Promotion (b) Place
(c) Price (d) Product

36. Which technique of Scientific Management violates Fayol's principle of Equity?

(a) Standardization of work
(b) Motion Study
(c) Differential Piece wage System
(d) Mental Revolution

37. Which Marketing Management philosophy has main focus on existing product?

(a) Selling concept (b) Production concept
(c) Product concept (d) Marketing concept

38. A company has replaced their obsolete machinery with a Hi-Tech machine as it could not achieve its target in the previous month due to slow production process. Which step in the process of controlling is executed by the company?

(A) Measurement of actual performance
(B) Comparing actual performance with standards
(C) Analysing deviations
(D) Taking Corrective action

39. The primary aim of financial management is:

(a) Maximise profit of firm
(b) Maximise sales of firm
(c) Maximise shareholder's wealth
(d) Maximise number of customer of firm

40. Arrange the steps of Controlling process in a logical sequence.

(A) Measurement of Actual performance
(B) Setting performance standards
(C) Taking Corrective action
(D) Comparison of actual performance with standards
(E) Analysing deviations

Choose the **correct** answer from the options given below:

(a) B, A, D, E, C (b) C, D, A, B, E
(c) A, B, C, D, E (d) C, E, D, B, A

41. Rohan is a Head Boy of Public School. The School is going to hold a covid vaccination camp for students of age group 12-14 yrs in the month of May. The entire Prefectorial Board is given the duties for the event under the leadership of Rohan. Rohan has shortlisted following activities:

1. Identification of students eligible for vaccination under 12-14 yrs.

2. Obtaining Adhar card for registration of these students on the covid vaccination App.

3. Consent letter of parents

He further divided the execution part activities. Later he grouped the similar natured activities into difficult units. Then he allocated these to different prefects under his prefectorial board. Thereafter he devised a computer software where each prefect was supposed to enter his data of vaccination for further submission to school headmistress.

_____ is the function of management discussed in the above passage

- (a) Planning (b) Directing
(c) Organising (d) Staffing

42. Rohan has shortlisted following activities"
Identify the step highlighted in the above line in the process of organisation

- (a) Setting objectives
(b) Assignment of duties
(c) Identifying the alternative courses of action
(d) Identification and division of work

43. "Later he grouped the similar natured activities into different units"

Identify the step highlighted in the above line in the organisation process

- (a) Implementing the plan
(b) Measurement of actual performance
(c) Departmentalisation
(d) Selecting an alternative

44. "Then he allocated these to different prefects under his prefectorial board"

Which step of organisation process is discussed in these lines?

- (a) Assignment of duties (b) Implementing the plan
(c) Division of activities (d) Follow up action

45. Identify the step of organisation process discussed in above statement:

- (a) Follow up action
(b) Establishing reporting relationship
(c) corrective action
(d) Assignment of duties

46. Management is the process of planning, organising, staffing, directing and controlling the enterprise resources efficiently and effectively for achieving goals. Efficiency means doing the task correctly with minimum cost.

Answer the following questions on the basis of above case. Company's target production is 10,000 units in a year. To achieve this target the manager has to operate on double shifts due to power failure most of the time.

In the above case manager was:

- (a) Effective and efficient both
(b) Only efficient
(c) Efficient but no effective
(d) Effective but not so efficient

47. Cutting down the cost but not achieving the target production is an example of:

- (a) Effective but not efficient
(b) Effective and efficient both
(c) Efficient but no effective
(d) Neither efficient nor effective

48. _____ implies setting goals in advance and developing a way of achieving them efficiently and effectively

- (a) Organising (b) Controlling
(c) Planning (d) Coordination

49. _____ is the management function of monitoring organisational performance towards the attainment of organisational goals

- (a) Planning (b) Organising
(c) Directing (d) Controlling

50. _____ determines what activities and resources are required.

- (a) Planning (b) Organising
(c) Controlling (d) Directing