



General Instructions

- (i) The examination will be conducted in Computer-Based Test (CBT) mode.
- (ii) Each question carries +5 marks for correct answer and -1 mark for wrong answer.
- (iii) The total number of questions are 50.
- (iv) Duration of the exam is 1 hour (60 minutes).

1. Identify the Principle of Management where Taylor pioneered the introduction of method of scientific inquiry into the domain of management practice.

- (A) Science, not rule of thumb
 - (B) Harmony, not discord
 - (C) Cooperation, not individualism
 - (D) Development of each and every person to the greatest efficiency and prosperity
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2. The aim of which technique given by F.W. Taylor is to reduce a given line or a product to fixed types, sizes and characteristics?

- (A) Method study
 - (B) Time study
 - (C) Standardisation of work
 - (D) Functional foremanship
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3. Under which dimension of business environment is “Online Booking of Air Tickets” included?

- (A) Legal dimension
- (B) Economic dimension
- (C) Technical dimension

(D) Social dimension

4. Identify the correct sequence of steps under the Planning function:

- (A) Setting objectives
- (B) Identifying alternative courses of action
- (C) Developing premises
- (D) Evaluating alternative courses of action

Choose the correct answer from the options given below:

- (A) (A), (B), (C), (D)
 - (B) (A), (C), (B), (D)
 - (C) (B), (A), (D), (C)
 - (D) (C), (B), (D), (A)
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5. "It is a joint programme of training in which educational institutions and business firms cooperate." Identify the method of training.

- (A) Vestibule training
 - (B) Apprenticeship training
 - (C) Internship training
 - (D) Job rotation
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6. Identify the correct sequence of Selection process:

- (A) Selection decision
- (B) Employment interview
- (C) Selection tests
- (D) Reference checking

Choose the correct answer from the options given below:

- (A) (A), (B), (C), (D)
 - (B) (A), (C), (B), (D)
 - (C) (B), (A), (D), (C)
 - (D) (C), (B), (D), (A)
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7. Which of the following is a process of incitement or inducing subordinates to act in a desired manner to achieve organisational goals?

- (A) Motivation
 - (B) Leadership
 - (C) Supervision
 - (D) Communication
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8. “ _____ is a process of influencing the behaviour of people by making them strive voluntarily towards achievement of organisational goals.”

- (A) Motivation
 - (B) Supervision
 - (C) Leadership
 - (D) Communication
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9. Find the correct sequence of needs as given by Maslow in his Need Hierarchy Theory.

- (A) Belongingness needs
- (B) Safety and Security needs
- (C) Self-actualisation needs
- (D) Esteem needs

Choose the correct answer from the options given below:

- (A) (A), (B), (C), (D)
 - (B) (A), (C), (B), (D)
 - (C) (B), (A), (D), (C)
 - (D) (C), (B), (D), (A)
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10. Identify the correct sequence of Controlling process:

- (A) Analysing deviations
- (B) Measurement of actual performance
- (C) Setting up standards
- (D) Comparison of actual performance with standards

Choose the correct answer from the options given below:

- (A) (A), (B), (C), (D)
 - (B) (A), (C), (B), (D)
 - (C) (B), (A), (D), (C)
 - (D) (C), (B), (D), (A)
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