



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. Which of the following is a feature of planning in Business Studies?

- (A) It eliminates all risks completely
 - (B) It is a mental exercise
 - (C) It discourages innovation
 - (D) It is unnecessary in dynamic environments
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2. Which level of management is responsible for implementing policies and plans?

- (A) Top level management
 - (B) Middle level management
 - (C) Operational level management
 - (D) Shareholders
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3. Which principle of management states that a subordinate should receive orders from only one superior?

- (A) Unity of Direction
- (B) Scalar Chain

- (C) Unity of Command
 - (D) Equity
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4. Decentralisation refers to:

- (A) Retention of authority at top level
 - (B) Delegation of authority throughout all levels
 - (C) Complete absence of authority
 - (D) Transfer of responsibility without authority
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5. Which of the following is not a financial incentive?

- (A) Bonus
 - (B) Profit sharing
 - (C) Job security
 - (D) Commission
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6. Which element of marketing mix is concerned with physical distribution and storage of goods?

- (A) Product
 - (B) Price
 - (C) Promotion
 - (D) Place
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7. Which document is issued by a seller to the buyer showing details of goods sold and amount payable?

- (A) Debit Note
 - (B) Invoice
 - (C) Cheque
 - (D) Voucher
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8. The process of comparing actual performance with standards and taking corrective action is known as:

- (A) Planning
 - (B) Staffing
 - (C) Controlling
 - (D) Directing
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9. SEBI primarily regulates:

- (A) Agricultural markets
 - (B) Banking sector only
 - (C) Securities market
 - (D) Foreign trade
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10. Which of the following is a feature of coordination?

- (A) It increases conflicts
 - (B) It integrates group efforts
 - (C) It delays organisational goals
 - (D) It reduces unity of action
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