

# CUET UG Business Studies Sample Paper - 9

Duration: 1 Hour

Maximum Marks: 250

## Instructions

- This paper contains a total of 50 Multiple Choice Questions.
- Each correct answer carries **+5 marks**.
- Each incorrect answer carries **-1 mark**.
- No negative marking for unattempted questions.

**Q1.** Arrange the following steps in the process of Planning in the correct sequence:

- Identifying alternative courses of action
- Setting objectives
- Selecting an alternative
- Developing premises
- Implementing the plan

- (A) (ii), (iv), (i), (iii), (v)  
(B) (ii), (i), (iv), (v), (iii)  
(C) (iv), (ii), (i), (iii), (v)  
(D) (ii), (iv), (iii), (i), (v)

**Q2.** Which principle of Fayol emphasizes that "a place for everything and everything in its place" to ensure maximum efficiency?

- (A) Equity  
(B) Order  
(C) Discipline  
(D) Unity of Command

**Q3.** A company is deciding whether to manufacture a new line of electric scooters. This decision involves long-term commitment of funds and affects the future earning capacity. This is an example of:



- (A) Working Capital Decision
- (B) Dividend Decision
- (C) Capital Budgeting Decision
- (D) Financing Decision

**Q4.** Match the Marketing Philosophy with its main focus:

Marketing Philosophy	Main Focus
(1) Production Concept	(ii) Availability and affordability
(2) Product Concept	(i) Quality of product
(3) Marketing Concept	(iv) Customer satisfaction
(4) Societal Concept	(iii) Social well-being

- (A) 1-ii, 2-i, 3-iv, 4-iii
- (B) 1-i, 2-ii, 3-iii, 4-iv
- (C) 1-ii, 2-i, 3-iii, 4-iv
- (D) 1-iv, 2-iii, 3-ii, 4-i

**Q5.** Identify the type of plan which is a chronological sequence of routine steps on how to carry out activities.

- (A) Policy
- (B) Rule
- (C) Procedure
- (D) Method

**Q6.** In a functional structure, the primary basis of grouping activities is:

- (A) Product lines
- (B) Geographical territories
- (C) Functions/Specialization



(D) Customer segments

**Q7.** Under the Consumer Protection Act 2019, a complaint can be filed in the State Commission if the value of goods or services paid as consideration exceeds:

(A) ₹1 Crore but does not exceed ₹10 Crore

(B) ₹50 Lakh but does not exceed ₹2 Crore

(C) ₹20 Lakh but does not exceed ₹1 Crore

(D) ₹1 Crore but does not exceed ₹2 Crore

**Q8.** Which technique of Taylor's Scientific Management involves the separation of planning and execution functions?

(A) Fatigue Study

(B) Method Study

(C) Functional Foremanship

(D) Standardization

**Q9.** Identify the leadership style where the leader gives complete freedom to the subordinates to take decisions.

(A) Autocratic

(B) Democratic

(C) Laissez-faire

(D) Paternalistic

**Q10.** Which instrument of the Money Market is also known as a 'Zero Coupon Bond'?

(A) Commercial Paper

(B) Treasury Bill

(C) Call Money

(D) Certificate of Deposit



**Q11.** The process of 'Dematerialization' in the stock market refers to:

- (A) Physical shares being converted into electronic form
- (B) Buying shares on credit
- (C) Selling shares in the primary market
- (D) Closing a trading account

**Q12.** Which barrier to communication arises due to different interpretations of words or symbols?

- (A) Psychological Barrier
- (B) Personal Barrier
- (C) Semantic Barrier
- (D) Organizational Barrier

**Q13.** Arrange the steps of the Selection Process in order:

- (i) Selection Decision
- (ii) Employment Interview
- (iii) Preliminary Screening
- (iv) Selection Tests
- (v) Reference and Background Checks

- (A) (iii), (iv), (ii), (v), (i)
- (B) (iii), (ii), (iv), (v), (i)
- (C) (iv), (iii), (ii), (i), (v)
- (D) (iii), (iv), (v), (ii), (i)

**Q14.** "Management is the art of getting things done through others." This definition highlights management as:

- (A) A Process
- (B) A Science



- (C) An Activity
- (D) A Profession

**Q15.** Which dimension of the business environment is concerned with the interest rates, inflation rates, and GDP?

- (A) Social
- (B) Legal
- (C) Economic
- (D) Technological

**Q16.** The objective of 'Motion Study' is to:

- (A) Find out the best way of doing a job
- (B) Determine the standard time taken
- (C) Eliminate unnecessary movements
- (D) Differentiate between efficient and inefficient workers

**Q17.** Delegation of authority involves:

- (A) Sharing of responsibility
- (B) Transfer of accountability
- (C) Assigning duties and granting authority
- (D) Centralization of power

**Q18.** Management by Exception (MBE) suggests that:

- (A) Every mistake should be reported to the top manager
- (B) Only significant deviations should be brought to the notice of management
- (C) Workers should be given freedom to do anything
- (D) Controlling is not necessary for small firms



- Q19.** In the context of Maslow's Hierarchy, 'Job Security' and 'Pension Plans' satisfy which need?
- (A) Physiological Needs
  - (B) Safety/Security Needs
  - (C) Belongingness Needs
  - (D) Self-actualization Needs
- Q20.** Which of the following is NOT a protective function of SEBI?
- (A) Prohibition of fraudulent and unfair trade practices
  - (B) Controlling insider trading
  - (C) Promotion of fair practices and code of conduct
  - (D) Levying fee or other charges for carrying out the purposes of the Act
- Q21.** A 'Brand Mark' is:
- (A) That part of the brand which can be spoken
  - (B) That part of the brand which can be recognized but is not utterable
  - (C) The legal protection given to a brand
  - (D) The name of the manufacturer
- Q22.** Which financial decision is affected by the 'Floatation Cost'?
- (A) Investment Decision
  - (B) Dividend Decision
  - (C) Financing Decision
  - (D) Working Capital Decision
- Q23.** Directing is a continuous function of management.



- (A) One-time
- (B) Continuous
- (C) Ending
- (D) Discontinuous

**Q24.** The primary goal of Financial Management is:

- (A) Profit Maximization
- (B) Wealth Maximization
- (C) Cost Minimization
- (D) Sales Maximization

**Q25.** Decentralization is:

- (A) Optional
- (B) Compulsory
- (C) Same as Delegation
- (D) Necessary for very small organizations

**Q26.** Which element of the promotion mix involves a short-term incentive to encourage the purchase of a product or service?

- (A) Advertising
- (B) Personal Selling
- (C) Sales Promotion
- (D) Public Relations

**Q27.** "The increase in the use of mobile networking and online shopping is a part of \_\_\_\_\_ environment."

- (A) Political



- (B) Social
- (C) Technological
- (D) Economic

**Q28.** Identify the sequence of the 'Controlling Process':

- (i) Comparing actual performance with standards
- (ii) Setting performance standards
- (iii) Taking corrective action
- (iv) Measurement of actual performance
- (v) Analyzing deviations

- (A) (ii), (iv), (i), (v), (iii)
- (B) (ii), (i), (iv), (v), (iii)
- (C) (iv), (ii), (i), (iii), (v)
- (D) (ii), (iv), (v), (i), (iii)

**Q29.** Which of the following is a 'Human' source of recruitment?

- (A) Promotion
- (B) Campus Recruitment
- (C) Transfer
- (D) Advertisement in Newspapers

**Q30.** Financial Leverage is called favorable if:

- (A)  $ROI > \text{Cost of Debt}$
- (B)  $ROI < \text{Cost of Debt}$
- (C)  $ROI = \text{Cost of Debt}$
- (D)  $\text{Debt} = \text{Equity}$

**Q31.** Match the types of Organizational Structure:



Type	Description
(1) Functional	(iii) Based on functions
(2) Divisional	(i) Based on product lines
(3) Formal	(iv) Deliberately created by management
(4) Informal	(ii) Promotes flexibility and initiative

- (A) 1-iii, 2-i, 3-iv, 4-ii
- (B) 1-i, 2-iii, 3-iv, 4-ii
- (C) 1-iii, 2-ii, 3-i, 4-iv
- (D) 1-iv, 2-iii, 3-ii, 4-i

**Q32.** Under the 'Right to be Informed', a consumer has the right to get information about:

- (A) Price, quantity, and ingredients
- (B) Only the expiry date
- (C) The brand ambassador of the product
- (D) The profit margin of the retailer

**Q33.** Which of the following is NOT an external source of recruitment?

- (A) Direct Recruitment
- (B) Casual Callers
- (C) Promotion
- (D) Labor Contractors

**Q34.** "Planning is looking ahead, while controlling is looking back." This statement is:

- (A) Fully correct
- (B) Fully incorrect
- (C) Partially correct, as both are forward as well as backward-looking



(D) Irrelevant to management

**Q35.** The 'Primary Market' is also known as:

- (A) Stock Exchange
- (B) New Issue Market
- (C) After-market
- (D) Capital Market

**Q36.** In a 'Democracy' style of leadership, a leader:

- (A) Does not take any advice
- (B) Acts only after consulting the group
- (C) Takes all decisions himself
- (D) Delegates all authority to the bottom level

**Q37.** Which function of management acts as a bridge between where we are and where we want to go?

- (A) Organizing
- (B) Planning
- (C) Staffing
- (D) Directing

**Q38.** What is the time period for a 'Commercial Paper'?

- (A) 15 days to 1 year
- (B) 1 year to 5 years
- (C) 1 day to 14 days
- (D) 6 months to 2 years



- Q39.** Which type of training is given to employees away from the actual work floor to create a real-life environment?
- (A) Apprenticeship Training
  - (B) Internship Training
  - (C) Vestibule Training
  - (D) Induction Training
- Q40.** 'Branding' helps a firm in:
- (A) Product Differentiation
  - (B) Differential Pricing
  - (C) Ease in introduction of new products
  - (D) All of the above
- Q41.** The 'Span of Management' refers to:
- (A) Number of managers in a firm
  - (B) Length of time a manager stays in a firm
  - (C) Number of subordinates that can be effectively managed by a superior
  - (D) Number of departments in an organization
- Q42.** Which principle of management promotes a spirit of team-work?
- (A) Scalar Chain
  - (B) Espirit de Corps
  - (C) Equity
  - (D) Initiative
- Q43.** The highest level of consumer court in India for a claim exceeding ₹10 Crore is:



- (A) District Forum
- (B) State Commission
- (C) National Commission
- (D) Supreme Court of India

**Q44.** Which marketing mix element includes decisions related to 'Warehousing' and 'Inventory Control'?

- (A) Product
- (B) Price
- (C) Place (Physical Distribution)
- (D) Promotion

**Q45.** Which barrier to communication relates to 'Status' or 'Organizational Policy'?

- (A) Semantic Barrier
- (B) Psychological Barrier
- (C) Organizational Barrier
- (D) Personal Barrier

**Q46.** 'Equity' as a principle of management means:

- (A) Equal wages for all
- (B) No discrimination on account of sex, religion, or language
- (C) Giving shares to employees
- (D) Allowing employees to participate in management

**Q47.** Which function of SEBI involves "Conducting research and publication of information useful to all market participants"?

- (A) Protective Function



- (B) Development Function
- (C) Regulatory Function
- (D) Executive Function

**Q48.** 'Capital Structure' refers to the mix between:

- (A) Fixed Assets and Current Assets
- (B) Debt and Equity
- (C) Long term and Short term investments
- (D) Revenue and Expenditure

**Q49.** In which step of the 'Selection Process' is the candidate's ability to perform a specific job measured?

- (A) Selection Interview
- (B) Selection Tests
- (C) Reference Checks
- (D) Medical Examination

**Q50.** The 'Unity of Direction' principle is concerned with:

- (A) One boss for one subordinate
- (B) One head and one plan for a group of activities having the same objective
- (C) Reporting to only one superior
- (D) Systematic arrangement of men and materials



**Detailed Solutions**

Q1.

**Solution****Concept:**

The process of **Planning** is the primary function of management that involves setting objectives and deciding in advance the appropriate course of action to achieve them. It follows a logical, step-by-step sequence to ensure that the organizational goals are met efficiently. The standard sequence as per NCERT involves identifying goals, creating logical assumptions (premises), looking at alternatives, choosing the best one, and finally putting it into action.

**Solution:**

1. **Setting Objectives:** The first and foremost step is to specify what the organization wants to achieve. Objectives provide direction to all departments. 2. **Developing Premises:** Planning is concerned with the future which is uncertain. Therefore, the manager is required to make certain assumptions about the future. These assumptions are called premises. 3. **Identifying Alternative Courses of Action:** Once objectives are set and assumptions are made, the next step is to identify all possible routes to reach the objectives. 4. **Selecting an Alternative:** This is the real point of decision-making. The best plan, which is most feasible and profitable with least negative consequences, is selected. 5. **Implementing the Plan:** This step is concerned with putting the plan into action, i.e., doing what is required.

Matching the sequence: (ii) Setting objectives → (iv) Developing premises → (i) Identifying alternatives → (iii) Selecting → (v) Implementing.

Final Answer: The correct sequence follows the logical progression from goal setting to implementation.

**Answer: (A)**

Q2.

**Solution****Concept:**

Henri Fayol, known as the Father of General Management, propounded 14 principles of management. The **Principle of Order** is a principle of organization relating to the arrangement of things and people. It does not mean "commanding" people, but rather refers to "orderliness."

**Solution:**

1. **Definition of Order:** According to Fayol, "A place for everything (everyone) and everything (everyone) in its (his/her) place." 2. **Components:** It consists of Material Order (for resources/tools) and Social Order (for human resources). 3. **Reasoning:** If there is a fixed place for every tool and a fixed station for every employee, there will be no hindrance in work. It eliminates the wastage of time and energy in search of resources. 4. **Outcome:** Efficiency is maximized because the flow of work is smooth and systematic.

Final Answer: Order

**Answer: (B)**

Q3.

**Solution****Concept:**

Financial Management involves three major types of decisions: Investment, Financing, and Dividend decisions. **Investment Decisions** can be further classified into Long-term (Capital Budgeting) and Short-term (Working Capital).

**Solution:**

1. Capital Budgeting Decision: This refers to the investment of the firm's funds in long-term assets or projects. 2. Key Characteristics: - They involve a huge amount of capital outlays. - They are usually irreversible except at a huge cost. - They affect the long-term earning capacity and the risk-return profile of the business. 3. Application: Manufacturing a new line of scooters is a strategic expansion that requires long-term commitment and determines future profitability. Hence, it is a classic example of a Capital Budgeting Decision.

Final Answer: Capital Budgeting Decision

**Answer: (C)**

Q4.

**Solution****Concept:**

Marketing Philosophies (or concepts) guide the marketing efforts of an organization. There are five main orientations: Production, Product, Selling, Marketing, and Societal Marketing. Each has a distinct "focal point" that the company believes will lead to success.

**Solution:**

1. Production Concept: Focuses on high production efficiency, low costs, and mass distribution. It assumes consumers favor products that are available and affordable. (Matches with ii) 2. Product Concept: Focuses on making superior products and improving them over time. It assumes consumers favor quality, performance, and innovative features. (Matches with i) 3. Marketing Concept: Focuses on determining the needs and wants of target markets and delivering the desired satisfactions more effectively than competitors. (Matches with iv) 4. Societal Concept: Focuses on delivering value to customers in a way that maintains or improves both the customer's and society's well-being (ethics/environment). (Matches with iii)

Final Answer: 1-ii, 2-i, 3-iv, 4-iii

**Answer: (A)**



Q5.

**Solution****Concept:**

In planning, there are several types of plans classified based on what they aim to achieve. These include Objectives, Strategies, Policies, Procedures, Methods, Rules, Programs, and Budgets.

**Solution:**

1. Procedure Defined: A procedure consists of a series of specific steps to be taken in a chronological order to perform a specific task. 2. Distinction: - Policy: A general guide to thinking (e.g., "we do not hire family members"). - Rule: A specific statement of what is to be done or not done (e.g., "No Smoking"). - Procedure: The exact manner in which an activity is to be completed (e.g., the process of requisitioning supplies from the warehouse). 3. Application: Since the question mentions a "chronological sequence of routine steps," it perfectly describes a Procedure.

Final Answer: Procedure

**Answer: (C)**

Q6.

**Solution****Concept:**

Organizational structure refers to the framework within which managerial and operating tasks are performed. A **Functional Structure** is one of the most common forms of organization where activities are grouped together based on the specific functions or nature of the work performed.

**Solution:**

1. Basis of Grouping: In this structure, similar jobs are grouped together into major departments. For example, all jobs related to production are grouped in the production department, and all jobs related to marketing are grouped in the marketing department. 2. Specialization: This lead to functional specialization as employees perform the same tasks repeatedly within their respective departments. 3. Suitability: It is most suitable for organizations which have a single or limited number of products and where a high degree of operational specialization is required. 4. Comparison: Unlike a Divisional Structure, which is based on product lines or territories, the Functional Structure stays strictly within specialized task boundaries.

Final Answer: Functions/Specialization

**Answer: (C)**



Q7.

**Solution****Concept:**

The **Consumer Protection Act (CPA) 2019** replaced the old 1986 Act to strengthen consumer rights. One of the major changes introduced was the revision of the pecuniary jurisdiction (monetary limits) of the three-tier redressal machinery: District Commission, State Commission, and National Commission.

**Solution:**

1. District Commission: Handles complaints where the value of goods or services paid as consideration does not exceed ₹1 Crore. 2. State Commission: Handles complaints where the consideration paid exceeds ₹1 Crore but does not exceed ₹10 Crore. 3. National Commission: Handles complaints where the consideration paid exceeds ₹10 Crore. 4. Key Detail: The 2019 Act bases these limits on the "consideration paid" rather than the "value of goods and compensation claimed," which was the criteria in the previous Act.

Final Answer: ₹1 Crore but does not exceed ₹10 Crore

**Answer: (A)**

Q8.

**Solution****Concept:**

F.W. Taylor, the Father of Scientific Management, introduced several techniques to improve factory efficiency. **Functional Foremanship** is an extension of the principle of division of labor and specialization to the shop floor.

**Solution:**

1. The Core Idea: Taylor suggested that since a single foreman cannot be an expert in every aspect of work, the task of supervision should be divided among eight specialists. 2. Division of Functions: He divided the work into two departments: the Planning Department and the Production Department. 3. Planning Specialists: These include the Route Clerk, Instruction Card Clerk, Time and Cost Clerk, and Disciplinarian. 4. Production Specialists: These include the Speed Boss, Gang Boss, Repair Boss, and Inspector. 5. Objective: By separating the planning from the actual execution, the workers can focus on their tasks while specialists handle the brainwork.

Final Answer: Functional Foremanship

**Answer: (C)**



Q9.

**Solution****Concept:**

Leadership is the process of influencing the behavior of people. There are three primary styles of leadership based on the use of authority: Autocratic (Authoritarian), Democratic (Participative), and **Laissez-faire** (Free-rein).

**Solution:**

1. Laissez-faire Style: In this style, the leader does not believe in the use of power unless it is absolutely necessary. He gives a high degree of freedom to his subordinates. 2. Decision Making: The subordinates are left to set their own goals and find ways to achieve them. The leader acts merely as a contact man to provide resources and information. 3. Responsibility: The group members take the initiative and assume responsibility for the results. 4. Suitability: This style is effective when the followers are highly skilled, experienced, and self-motivated.

Final Answer: Laissez-faire

**Answer: (C)**

Q10.

**Solution****Concept:**

The Money Market is a market for short-term funds which deals in monetary assets whose period of maturity is up to one year. Various instruments like Commercial Paper, Treasury Bills, and Call Money are used here to meet short-term requirements.

**Solution:**

1. Treasury Bill (T-Bill): It is an instrument of short-term borrowing by the Government of India, issued by the Reserve Bank of India. 2. Nature of Issue: T-Bills are issued at a price which is lower than their face value and are redeemed at par. 3. Zero Coupon Bond: The difference between the issue price and the redemption value is the interest receivable by the holder. Since no explicit interest is paid on these bonds during their tenure, they are termed Zero Coupon Bonds. 4. Safety: They are considered the safest short-term investment (risk-free) as they are backed by the government.

Final Answer: Treasury Bill

**Answer: (B)**



Q11.

**Solution****Concept:**

With the introduction of the Depository Act, the physical trading of shares was replaced by an electronic system. **Dematerialization** (popularly known as Demat) is a key component of this modern trading procedure which ensures safety and speed in securities transactions.

**Solution:**

1. Definition: It is the process by which physical share certificates of an investor are taken back by the company/registrar and destroyed. In their place, an equivalent number of securities are credited to the investor's electronic account. 2. Depository: This process is facilitated by a Depository (like NSDL or CDSL) through a Depository Participant (DP). 3. Benefits: It eliminates problems associated with physical certificates, such as theft, forgery, transfer delays, and paperwork. 4. Requirement: To trade in the secondary market today, having a Demat account is a mandatory legal requirement.

Final Answer: Physical shares being converted into electronic form

**Answer: (A)**

Q12.

**Solution****Concept:**

Communication barriers are hurdles that prevent the smooth flow of information from the sender to the receiver. **Semantic Barriers** specifically relate to the problems and obstructions in the process of encoding and decoding of messages into words or impressions.

**Solution:**

1. Semantic Origin: The word 'semantics' is the study of meanings in language. 2. Causes: These barriers occur when different people interpret the same words or symbols differently due to language difficulties, faulty translations, or technical jargon. 3. Examples: Badly expressed messages, symbols with quite different meanings, or unclarified assumptions. 4. Impact: Even if the sender is clear in their head, if the receiver assigns a different meaning to the word used, the communication fails.

Final Answer: Semantic Barrier

**Answer: (C)**



Q13.

**Solution****Concept:**

The **\*\*Selection Process\*\*** is a series of steps used to decide which recruits should be hired for a particular job. It is often described as a "negative process" because at every stage, candidates are eliminated until the most suitable one remains.

**Solution:**

The logical sequence followed by organizations is: 1. Preliminary Screening: To eliminate unqualified applicants based on the information provided in application forms. 2. Selection Tests: To measure characteristics like intelligence, aptitude, and personality. 3. Employment Interview: An in-depth conversation to evaluate the candidate's suitability. 4. Reference and Background Checks: Verifying the information provided by contacting previous employers or referees. 5. Selection Decision: The final list is prepared, and a choice is made from those who passed the tests and interviews.

Sequence matches: (iii) → (iv) → (ii) → (v) → (i).

Final Answer: (iii), (iv), (ii), (v), (i)

**Answer: (A)**

Q14.

**Solution****Concept:**

Management has been defined by various authors in different ways depending on the perspective—whether as a science, an art, or a profession. The traditional definition provided by Mary Parker Follett focuses on the functional aspect of a manager's role.

**Solution:**

1. Management as an Activity: It involves the human element and the interaction between a leader and their subordinates. 2. Core Focus: The definition "getting things done through others" emphasizes that a manager does not perform all the tasks themselves but achieves goals by coordinating the efforts of the workforce. 3. Process Aspect: While management is also a process (Planning, Organizing, etc.), this specific quote highlights the behavioral activity of directing and influencing people.

Final Answer: An Activity

**Answer: (C)**



Q15.

**Solution****Concept:**

The business environment consists of several dimensions that influence the functioning of a firm. The **Economic Environment** includes all those factors which have a direct economic impact on the business operations.

**Solution:**

1. Components: It consists of economic indices such as Gross Domestic Product (GDP), per capita income, inflation rates, interest rates, and the value of the currency. 2. Impact: For example, high inflation rates increase the cost of production, while a rise in GDP indicates higher purchasing power in the economy. 3. Distinction: While the 'Legal' environment deals with laws and 'Social' deals with traditions, the 'Economic' environment deals with the monetary and financial health of the nation.

Final Answer: Economic

**Answer: (C)**

Q16.

**Solution****Concept:**

F.W. Taylor's Scientific Management includes various work-study techniques. **Motion Study** is a technique used to study the movements of a worker while they are performing a specific job. The goal is to streamline physical actions to enhance productivity.

**Solution:**

1. Definition: It involves the close observation of body movements like lifting, putting objects, sitting, and changing positions. 2. Classification: Movements are categorized into three types: Productive, Incidental, and Unproductive. 3. Objective: The primary aim is to identify and eliminate unproductive or unnecessary movements. By doing so, the time taken to complete a task is reduced, and worker fatigue is minimized. 4. Tools: Taylor used stopwatches and various symbols to identify these motions.

Final Answer: Eliminate unnecessary movements

**Answer: (C)**



Q17.

**Solution****Concept:**

**\*\*Delegation\*\*** is the downward transfer of authority from a superior to a subordinate. It is essential for the efficient functioning of an organization because no individual can perform all tasks by themselves.

**Solution:**

1. Elements of Delegation: According to Louis Allen, delegation consists of three elements: Responsibility, Authority, and Accountability.
2. Process: It begins when a manager assigns specific duties (Responsibility) and grants the necessary power (Authority) to carry out those duties.
3. Nature of Accountability: While authority and responsibility are shared/assigned, accountability (answerability for the end result) remains with the superior and cannot be delegated.
4. Purpose: It empowers subordinates and allows the manager to focus on high-priority strategic tasks.

Final Answer: Assigning duties and granting authority

**Answer: (C)**

Q18.

**Solution****Concept:**

**\*\*Management by Exception (MBE)\*\*** is a principle of managerial control based on the belief that an attempt to control everything results in controlling nothing. It is a technique for prioritizing managerial attention.

**Solution:**

1. Core Principle: A manager should not be bothered by minor deviations from the standard. Instead, they should only focus on significant or "exceptional" deviations that go beyond a predetermined range of tolerance.
2. Advantage: It saves time and energy for the manager, allowing them to deal with critical issues that require their specific expertise.
3. Application: For example, if labor costs increase by 2%, it might be ignored as a normal fluctuation; but if they increase by 15%, it is an "exception" that must be reported to the top management.

Final Answer: Only significant deviations should be brought to the notice of management

**Answer: (B)**



Q19.

**Solution****Concept:**

Abraham Maslow's **Need Hierarchy Theory** is a fundamental theory of motivation. He suggested that human needs follow a specific hierarchy, where lower-level needs must be satisfied before higher-level needs become motivators.

**Solution:**

1. **Physiological Needs:** Basic survival needs like food and shelter. 2. **Safety/Security Needs:** Once basic needs are met, people seek protection from physical and emotional harm. 3. **Organizational Context:** In a workplace, safety needs are represented by job security, stability of income, pension plans, and insurance. These provide the employee with a sense of future certainty and protection against risks. 4. **Progression:** Satisfying these needs leads to the next level, which is Social or Belongingness needs.

Final Answer: Safety/Security Needs

**Answer: (B)**

Q20.

**Solution****Concept:**

The **Securities and Exchange Board of India (SEBI)** performs three main categories of functions: Regulatory, Development, and Protective. **Protective Functions** are aimed at protecting the interests of investors and providing safety for their investments.

**Solution:**

1. **Protective Functions include:** - Prohibition of fraudulent and unfair trade practices (like price rigging). - Controlling insider trading. - Undertaking steps for investor protection. - Promoting fair practices and a code of conduct in the securities market. 2. **Regulatory Functions include:** - Registration of brokers and sub-brokers. - Levying of fees or other charges for carrying out the purposes of the Act. - Calling for information and conducting audits of stock exchanges. 3. **Conclusion:** Levying fees is a regulatory task related to the administration of the market, not a direct protection of investor rights.

Final Answer: Levying fee or other charges for carrying out the purposes of the Act

**Answer: (D)**



Q21.

**Solution****Concept:**

In marketing, a **Brand** consists of various components such as the brand name, brand mark, and trademark. A **Brand Mark** is a specific element of a brand that helps in visual identification and creates a distinct identity in the minds of the consumers.

**Solution:**

1. Brand Name: This is the part of the brand which can be spoken or verbalized (e.g., "Nike" or "Apple"). 2. Brand Mark: This is the part of the brand which can be recognized visually but is not utterable. It appears in the form of a symbol, design, distinct color scheme, or lettering (e.g., the 'Swoosh' symbol of Nike or the 'Bitten Apple' logo). 3. Trademark: When a brand or part of a brand is given legal protection, it is called a trademark. 4. Function: The brand mark allows consumers to identify the product quickly on a shelf without needing to read the name.

Final Answer: That part of the brand which can be recognized but is not utterable

**Answer: (B)**

Q22.

**Solution****Concept:**

**Floation Costs** are the costs incurred by a company while raising funds from the capital market. These costs include expenses such as brokerage, commission, printing of prospectus, and legal fees.

**Solution:**

1. Financing Decision: This decision is about how much funds to raise and from which sources (Debt or Equity). 2. Impact of Floation Costs: When a company evaluates different sources of finance, it must consider the cost of raising that capital. If the floatation cost of issuing equity is higher than that of raising a loan, it may influence the company to choose the latter. 3. Decision Making: Therefore, floatation costs are a critical factor in the **Financing Decision**, as they directly affect the net proceeds available to the company and the overall cost of capital.

Final Answer: Financing Decision

**Answer: (C)**

Q23.

**Solution****Concept:**

**Directing** is the "action" phase of management. While planning, organizing, and staffing create the framework for work, directing initiates the actual work. It involves leading, influencing, and motivating employees to perform the tasks assigned to them.

**Solution:**

1. **Managerial Levels:** Directing takes place at every level of management, from the top executive to the supervisor. 2. **Continuity:** Directing is not a task that is completed once a goal is achieved. It is a **continuous** process that lasts as long as the organization exists. 3. **Interaction:** A manager must constantly guide, motivate, and supervise their subordinates to ensure that their actions remain aligned with the organizational objectives despite changes in the environment.

Final Answer: Continuous

**Answer: (B)**

Q24.

**Solution****Concept:**

The primary objective of **Financial Management** is to maximize the value of the firm to its owners, the shareholders. This objective is superior to profit maximization because it considers the time value of money and the risk involved.

**Solution:**

1. **Wealth Maximization:** This means maximizing the current market value of the equity shares of the company. 2. **Market Price:** The market price of a share is an index of the performance of the company in the eyes of the public. If a decision increases the market price, it is considered a good financial decision. 3. **Shareholder Interest:** Since shareholders are the owners, financial management aims to ensure that they receive the highest possible return on their investment in the long run.

Final Answer: Wealth Maximization

**Answer: (B)**



Q25.

**Solution****Concept:**

**Decentralization** refers to the systematic delegation of authority at all levels of management and in all departments except that which can only be exercised at central points. It is a philosophy of management that emphasizes the importance of subordinates.

**Solution:**

1. Nature: Decentralization is an **optional** policy decision. It is up to the top management to decide how much authority they want to disperse throughout the organization. 2. Contrast with Delegation: Delegation is a necessity (no manager can do everything), whereas decentralization is a matter of choice regarding the organizational structure. 3. Growth: As an organization grows in size and complexity, decentralization usually becomes more desirable to ensure faster decision-making and to develop managerial talent at lower levels.

Final Answer: Optional

**Answer: (A)**

Q26.

**Solution****Concept:**

The **Promotion Mix** consists of four major tools: Advertising, Personal Selling, Public Relations, and Sales Promotion. Each tool serves a different purpose in the communication strategy of a firm. **Sales Promotion** specifically refers to short-term incentives.

**Solution:**

1. Definition: Sales promotion includes those marketing activities other than personal selling, advertising, and publicity that stimulate consumer purchasing and dealer effectiveness. 2. Characteristics: They are usually non-recurring in nature and are used for a specific, limited time period. 3. Examples: Common techniques include "Buy One Get One Free" offers, discount coupons, rebates, samples, and contests. 4. Objective: The primary goal is to provide a boost to sales in the short run, clear out old stock, or encourage the trial of a newly launched product.

Final Answer: Sales Promotion

**Answer: (C)**



Q27.

**Solution****Concept:**

The **Technological Environment** of business includes forces relating to scientific improvements and innovations which provide new ways of producing goods and services and new methods and techniques of operating a business.

**Solution:**

1. Digital Transformation: The shift from physical retail to online shopping (e-commerce) is driven by advancements in internet infrastructure and mobile software. 2. Networking: The use of mobile networking allows businesses to reach consumers directly through apps and social media, changing the way transactions occur. 3. Impact: This environment dictates how a company must adapt its distribution and marketing strategies to stay relevant in a digital-first economy. 4. Reasoning: While these changes have social implications, the "source" or "cause" is the development of technology itself.

Final Answer: Technological

**Answer: (C)**

Q28.

**Solution****Concept:**

**Controlling** is the process of ensuring that actual activities conform to planned activities. It is a systematic process that helps managers evaluate the effectiveness of their plans and the efficiency of their operations.

**Solution:**

The logical sequence of the controlling process is: 1. Setting Performance Standards: Deciding the criteria against which actual performance will be measured (e.g., units to be produced). 2. Measurement of Actual Performance: Finding out what has actually been achieved. 3. Comparing Actual Performance with Standards: Identifying if there is any gap between the two. 4. Analyzing Deviations: Understanding why the gap occurred (using techniques like Critical Point Control). 5. Taking Corrective Action: Implementing measures to ensure deviations do not occur in the future. Sequence matches: (ii) → (iv) → (i) → (v) → (iii).

Final Answer: (ii), (iv), (i), (v), (iii)

**Answer: (A)**



Q29.

**Solution****Concept:**

Sources of recruitment are classified into two categories: Internal (from within the organization) and External (from outside the organization). **External sources** are used when the organization needs "fresh blood" or specialized skills not available internally.

**Solution:**

1. Internal Sources: These include Promotion (shifting to a higher position) and Transfer (shifting to a similar position in another department). 2. External Sources: These include Direct Recruitment, Advertisements, Employment Exchanges, and **Campus Recruitment**. 3. Campus Recruitment: This involves visiting educational and technical institutes (like IITs or IIMs) to hire fresh graduates. It is considered a "human" source as it involves direct interaction with potential human capital at the entry level. 4. Logic: Promotion and Transfer are internal movements, while Campus Recruitment brings in people from outside.

Final Answer: Campus Recruitment

**Answer: (B)**

Q30.

**Solution****Concept:**

**Financial Leverage** refers to the proportion of debt in the overall capital of a firm. It is also known as "Trading on Equity." The use of debt can increase the earnings per share (EPS) for shareholders, but only under specific conditions.

**Solution:**

1. ROI (Return on Investment): This is the percentage of profit earned by the company on its total capital employed. 2. Cost of Debt: This is the interest rate the company pays on its borrowed funds. 3. Favorable Leverage: Leverage is favorable when the rate of return on investment is higher than the cost of debt ( $ROI > \text{Cost of Debt}$ ). In this case, the company earns more using the borrowed money than what it pays as interest, and the surplus goes to the shareholders. 4. Unfavorable Leverage: If  $ROI < \text{Cost of Debt}$ , the use of debt reduces the EPS and is considered risky.

Final Answer:  $ROI > \text{Cost of Debt}$

**Answer: (A)**



Q31.

**Solution****Concept:**

The **Organizational Structure** determines how tasks are assigned and coordinated. CUET often tests the distinction between **Functional** (based on specialized skills) and **Divisional** (based on product lines) structures, as well as the nature of **Formal** and **Informal** organizations.

**Solution:**

1. Functional Structure: Activities are grouped based on the nature of the job, such as Production, Marketing, or Finance. (Matches with iii) 2. Divisional Structure: Activities are grouped based on product lines (e.g., Cosmetics, Footwear, Garments). This structure promotes flexibility and initiative as each division acts as a profit center. (Matches with i and ii) 3. Formal Organization: It is the structure of jobs and positions that is deliberately created by the management to achieve organizational goals. (Matches with iv) 4. Informal Organization: It arises spontaneously out of personal and social interactions among employees.

Final Answer: 1-iii, 2-i, 3-iv, 4-ii

**Answer: (A)**

Q32.

**Solution****Concept:**

The **Consumer Protection Act 2019** provides six fundamental rights to consumers. The **Right to be Informed** ensures that consumers are protected against unfair trade practices by providing them with all necessary details about the product.

**Solution:**

1. Legal Requirement: Manufacturers are legally required to provide specific information on the package/label of the product. 2. Information Scope: This includes the ingredients used, date of manufacture, expiry date, maximum retail price (MRP), quantity, and directions for use. 3. Purpose: This information helps the consumer to make an intelligent choice and enables them to seek compensation if the product does not meet the specified standards. 4. Reasoning: Profit margins or brand ambassadors are not mandatory disclosures under this right.

Final Answer: Price, quantity, and ingredients

**Answer: (A)**



Q33.

**Solution****Concept:**

Recruitment sources are internal or external. **Internal sources** involve filling vacancies from within the existing workforce, while **External sources** involve inviting applications from people outside the organization.

**Solution:**

1. External Sources Examples: - Direct Recruitment: Notice on the factory gate. - Casual Callers: Using a database of unsolicited applications. - Labor Contractors: Hiring unskilled workers through middlemen. 2. Internal Sources Examples: - Transfer: Shifting an employee to a different department without a change in status. - Promotion: Shifting an employee to a higher position with more responsibility and pay. 3. Conclusion: Promotion is an internal source because the candidate is already a member of the organization.

Final Answer: Promotion

**Answer: (C)**

Q34.

**Solution****Concept:**

**Planning and Controlling** are often referred to as the Siamese twins of management. They are inseparable and mutually dependent functions. While they have different primary focuses, they both look into the past and the future.

**Solution:**

1. Planning is Backward-looking: Because new plans are framed based on the feedback and experiences of past performance. 2. Planning is Forward-looking: Because it involves setting goals and predicting future events. 3. Controlling is Backward-looking: Because it involves post-mortem of past activities to find deviations from standards. 4. Controlling is Forward-looking: Because the corrective actions taken today are meant to improve future performance. 5. Reasoning: Therefore, the statement that planning only looks ahead and controlling only looks back is partially correct but fundamentally incomplete.

Final Answer: Partially correct, as both are forward as well as backward-looking

**Answer: (C)**



Q35.

**Solution****Concept:**

The Financial Market is divided into the Money Market and the **Capital Market**. The Capital Market is further divided into the Primary Market and the Secondary Market.

**Solution:**

1. Primary Market: This is the market for new securities. It is where companies issue shares, debentures, or bonds for the very first time to raise fresh capital.
2. Nomenclature: Because it deals with the issuance of fresh securities, it is commonly known as the **New Issue Market**.
3. Secondary Market: This is the market for the sale and purchase of existing securities (Stock Exchange).
4. Methods of Floatation: In the primary market, securities are issued through methods like Offer through Prospectus, Private Placement, or Rights Issue.

Final Answer: New Issue Market

**Answer: (B)**

Q36.

**Solution****Concept:**

The **Democratic or Participative Leadership** style is based on the principle of consultation and participation. In this style, the leader encourages subordinates to take part in the decision-making process, fostering a sense of belonging and commitment.

**Solution:**

1. Behavioral Trait: A democratic leader does not act alone. They value the opinions of the group and seek their suggestions before finalizing a decision.
2. Authority: While the final authority may rest with the leader, the power is shared. This creates a two-way communication channel.
3. Motivation: This style improves employee morale because they feel that their ideas are valued by the management.
4. Contrast: It differs from the Autocratic style (where the leader decides alone) and the Laissez-faire style (where the leader gives total freedom without any intervention).

Final Answer: Acts only after consulting the group

**Answer: (B)**



Q37.

**Solution****Concept:**

**\*\*Planning\*\*** is the basic function of management. It involves thinking before doing and bridges the gap between the present state and the desired future state of the organization.

**Solution:**

1. Bridging the Gap: Planning involves deciding in advance what is to be done, how it is to be done, when it is to be done, and who is to do it. 2. Direction: By setting clear objectives, planning provides a pathway. Without it, activities would be aimless and disorganized. 3. Logical Reasoning: If we are at "Point A" (current performance) and want to reach "Point B" (target goal), planning is the roadmap that defines the route. 4. Foundation: It is the foundation upon which all other functions of management (Organizing, Staffing, Directing, Controlling) are built.

Final Answer: Planning

**Answer: (B)**

Q38.

**Solution****Concept:**

**\*\*Commercial Paper (CP)\*\*** is an unsecured money market instrument issued in the form of a promissory note. It was introduced in India in 1990 to enable highly rated corporate borrowers to diversify their sources of short-term borrowings.

**Solution:**

1. Nature: It is a negotiable and transferable instrument. 2. Purpose: It is typically used for "bridge financing"—to meet short-term funds requirements like floatation costs of issuing long-term securities. 3. Maturity Period: The maturity period of Commercial Paper ranges from a minimum of 15 days to a maximum of one year. 4. Issuer: Only large and creditworthy companies can issue CPs because they are unsecured (no collateral is required).

Final Answer: 15 days to 1 year

**Answer: (A)**



Q39.

**Solution****Concept:**

Training methods are broadly classified into On-the-job and Off-the-job methods. **Vestibule Training** is a popular off-the-job method used when employees need to handle sophisticated machinery or equipment.

**Solution:**

1. Definition: In Vestibule training, a separate training center (a vestibule) is created which is an exact replica of the actual work environment. 2. Methodology: Employees are trained on the same types of machines and tools they will use on the job, but away from the actual factory floor to prevent accidents or damage to expensive equipment. 3. Benefit: It allows the trainee to learn without the pressure of actual production targets, ensuring they are fully skilled before entering the real workplace. 4. Distinction: Unlike an Internship (which is joint between industry and institute), Vestibule is purely focused on technical simulation.

Final Answer: Vestibule Training

**Answer: (C)**

Q40.

**Solution****Concept:**

**Branding** is one of the most important components of the 'Product' element in the marketing mix. It involves giving a name, sign, symbol, or design to a product to distinguish it from competitors.

**Solution:**

1. Product Differentiation: It helps consumers distinguish the product of one firm from that of another. 2. Differential Pricing: A strong brand allows a company to charge a higher price (premium) compared to unbranded products because of perceived quality. 3. Ease of Launch: New products can be easily introduced under a well-known brand name (e.g., Maggi launching Masala-ae-Magic). 4. Advertising Support: It is easier to promote a product if it has a clear brand identity. Since all these benefits are provided by branding, the answer includes all of them.

Final Answer: All of the above

**Answer: (D)**



Q41.

**Solution****Concept:**

The **Span of Management** (also known as Span of Control) refers to the number of subordinates that a manager can effectively and efficiently supervise. This concept is crucial because it determines the number of levels and managers in an organization.

**Solution:**

1. Determining Levels: A narrow span of management leads to a tall organizational structure with many levels, while a wide span leads to a flat structure with fewer levels. 2. Factors Influencing Span: The span depends on the capacity of the manager, the competence of the subordinates, the nature of the work (routine or complex), and the degree of centralization. 3. Logical Reasoning: If a manager can handle 10 people effectively, the span is 10. If the work is highly complex, the manager might only be able to handle 4 people, resulting in a narrower span. 4. Impact: It directly affects the communication flow and the speed of decision-making within the hierarchy.

Final Answer: Number of subordinates that can be effectively managed by a superior

**Answer: (C)**

Q42.

**Solution****Concept:**

**Espirit de Corps** is one of Henri Fayol's 14 principles of management. It is a French phrase that translates to "Group Spirit" or "Team Spirit." It emphasizes the need for harmony and unity among the employees of an organization.

**Solution:**

1. Core Idea: Management should promote a sense of belongingness among the workers. 2. Replacement of 'I' with 'We': Fayol suggested that managers should replace the word "I" with "We" in all conversations with subordinates. 3. Objective: This practice fosters mutual trust and understanding, which reduces the need for using penalties or harsh measures. 4. Result: It leads to high morale and ensures that workers cooperate with each other to achieve organizational goals rather than working in isolation or competition.

Final Answer: **Espirit de Corps**

**Answer: (B)**

Q43.

**Solution****Concept:**

The **Consumer Protection Act 2019** provides a three-tier quasi-judicial machinery for the redressal of consumer grievances. The **National Commission** is the apex body in this hierarchy, located in New Delhi.

**Solution:**

1. Jurisdictional Limits (2019 Act): - District Commission: Up to ₹1 Crore. - State Commission: Above ₹1 Crore and up to ₹10 Crore. - National Commission: Above ₹10 Crore. 2. Direct Filing: If the value of goods or services paid as consideration exceeds ₹10 Crore, the consumer can file a complaint directly with the National Commission. 3. Appellate Authority: The National Commission also hears appeals against the orders of the State Commissions. 4. Final Appeal: An order passed by the National Commission can only be challenged in the Supreme Court of India.  
Final Answer: National Commission

**Answer: (C)**

Q44.

**Solution****Concept:**

The **Place Mix** (Physical Distribution) element of the marketing mix is concerned with making the goods and services available at the right place, in the right quantity, and at the right time.

**Solution:**

1. Components: It involves two major areas—Channels of Distribution and Physical Distribution. 2. Physical Distribution Activities: This includes four major activities: - Order Processing: The flow of information from customer to manufacturer. - Transportation: Moving goods from the place of production to the place of consumption. - Warehousing: Storing goods until they are needed for sale. - Inventory Control: Deciding the level of stock to be maintained. 3. Objective: The goal is to manage the flow of products efficiently to minimize costs while maintaining high customer service levels.

Final Answer: Place (Physical Distribution)

**Answer: (C)**

Q45.

**Solution****Concept:**

**\*\*Organizational Barriers\*\*** to communication refer to those factors in the organization's structure, authority relationships, and rules that act as obstacles to the effective exchange of information.

**Solution:**

1. **Organizational Policy:** If the policy is highly centralized or does not encourage free flow of information, communication will be stifled. 2. **Rules and Regulations:** Rigid rules regarding the "proper channel" (Scalar Chain) may delay information. 3. **Status:** A status-conscious manager may not allow subordinates to express their feelings freely, or a subordinate may be afraid of sending honest feedback to a high-ranking superior. 4. **Organizational Facilities:** Lack of suggestion boxes, social gatherings, or transparent systems also act as barriers. 5. **Distinction:** Unlike semantic barriers (language) or psychological barriers (emotions), these are purely structural.

Final Answer: Organizational Barrier

**Answer: (C)**

Q46.

**Solution****Concept:**

The **\*\*Principle of Equity\*\***, propounded by Henri Fayol, suggests that managers should be kind and just to their subordinates. This principle emphasizes the need for a fair working environment to ensure loyalty and devotion from the employees.

**Solution:**

1. **Core Idea:** Equity does not mean equal salary for everyone (which is determined by position and skills). Instead, it means there should be no discrimination in the treatment of employees. 2. **No Discrimination:** A manager should treat all subordinates equally regardless of their religion, language, caste, belief, or gender. 3. **Application:** If two employees at the same level perform similar work, they should be treated with the same respect and standard of rules. This creates a sense of fairness and prevents dissatisfaction. 4. **Outcome:** When employees perceive the management as equitable, they are more likely to be committed to the organizational goals.

Final Answer: No discrimination on account of sex, religion, or language

**Answer: (B)**



Q47.

**Solution****Concept:**

The **Development Functions** of SEBI are aimed at promoting and developing the activities of the securities market. These functions go beyond just regulation and protection, focusing on the growth and modernization of the market infrastructure.

**Solution:**

1. Training: SEBI provides training to intermediaries of the securities market to enhance their professionalism. 2. Market Research: SEBI conducts research and publishes information which is useful to all market participants like investors, brokers, and issuers. 3. Promotion of Self-Regulatory Organizations: It encourages organizations to develop their own codes of conduct. 4. Flexibility: It permits the use of internet trading and other technological advancements to make the market more accessible. 5. Distinction: While "Investor Protection" is a protective function, "Conducting Research" is specifically a developmental activity.

Final Answer: Development Function

**Answer: (B)**

Q48.

**Solution****Concept:**

**Capital Structure** refers to the specific mix of long-term sources of funds used by a business. It represents the composition of the "Capital" side of the balance sheet and is a critical determinant of the firm's financial risk and return.

**Solution:**

1. Components: The two main components are Owners' funds (Equity) and Borrowed funds (Debt). 2. Equity: Includes equity share capital, preference share capital, and reserves and surplus. 3. Debt: Includes loans, debentures, and public deposits. 4. Optimal Capital Structure: It is the mix of debt and equity that maximizes the market value of the shares while keeping the cost of capital at a minimum. 5. Proportion: It is often expressed as a Debt-Equity Ratio (*Debt/Equity*).

Final Answer: Debt and Equity

**Answer: (B)**



Q49.

**Solution****Concept:**

**\*\*Selection Tests\*\*** are an integral part of the selection process. These are objective and standardized measures used to assess various attributes of a candidate, such as intelligence, aptitude, personality, and technical proficiency.

**Solution:**

1. Purpose: While the interview provides a subjective assessment, tests provide a more quantitative measure of the candidate's capabilities. 2. Types of Tests: - Intelligence Test: Measures IQ. - Aptitude Test: Measures potential for learning new skills. - Trade Test: Measures the actual level of knowledge and proficiency in a specific job area. 3. Application: When we want to measure a candidate's "ability to perform a specific job," a Trade Test (under the category of Selection Tests) is conducted. 4. Role in Process: These usually happen after preliminary screening and before the final employment interview.

Final Answer: Selection Tests

**Answer: (B)**

Q50.

**Solution****Concept:**

The principle of **\*\*Unity of Direction\*\*** states that there should be one head and one plan for a group of activities having the same objective. It is one of Fayol's 14 principles intended to ensure coordination and focus within the organization.

**Solution:**

1. Goal Alignment: All the activities of a department or division should be directed towards a common goal through a synchronized plan. 2. Distinction from Unity of Command: - Unity of Command: Focuses on one employee receiving orders from only one boss. - Unity of Direction: Focuses on the entire organization or department following one specific plan of action. 3. Benefit: It prevents overlapping of activities and avoids dual effort. If each division has its own head and its own distinct plan, the efforts of all members are unified toward achieving the division's specific objectives. 4. Outcome: Efficient coordination of resources and effort.

Final Answer: One head and one plan for a group of activities having the same objective

**Answer: (B)**



**Answer Key**

Q	Ans	Q	Ans	Q	Ans	Q	Ans	Q	Ans
1	A	2	B	3	C	4	A	5	C
6	C	7	A	8	C	9	C	10	B
11	A	12	C	13	A	14	C	15	C
16	C	17	C	18	B	19	B	20	D
21	B	22	C	23	B	24	B	25	A
26	C	27	C	28	A	29	B	30	A
31	A	32	A	33	C	34	C	35	B
36	B	37	B	38	A	39	C	40	D
41	C	42	B	43	C	44	C	45	C
46	B	47	B	48	B	49	B	50	B

