



**SRI BHAGAWAN MAHAVEER JAIN COLLEGE**

Vishweshwarapuram, Bengaluru.

**Mock Paper-1 (2017-18)**

**Course:** II PUC

**Subject:** Business Studies

**Max. Marks:** 100

**Duration:** 3 Hours

### SECTION-A

**I. Answer all the following questions in a sentence or a word.**

**10x1=10**

1. Name any one function of management.
2. Who introduced differential piece rate system?
3. Give an example for budget.
4. What is meant by departmentalization?
5. What is the purpose of Preliminary Screening?
6. Name the origin of the word 'Motivation'.
7. How the variation is ascertained in controlling?
8. What is the another name for 'Bears'?
9. State a feature of personal selling.
10. State any one consumer grievances redressal agency.

### SECTION-B

**II. Answer any TEN questions in two or three sentences.**

**10x2=20**

11. Expand POSDCORB.
12. What is meant by 'Discipline' according to Fayol's?
13. How rule is different from policy?
14. What is functional structure of an organization?
15. Define Recruitment.
16. What is vestibule training?
17. What is grapevine communication?
18. State any two corrective actions when there is a deviation?
19. What do you mean by dividend decisions?
20. What are certificate of Deposits?
21. What is Sweepstakes?
22. Name any two persons who can file a complaint with the redressal agencies.

### SECTION-C

**III. Answer any SIX questions in fifteen to twenty sentences each.**

**6x5=30**

23. Explain any five features of management.
24. Briefly explain the different type of organization.
25. "Staffing is a part of Human Resource Management". Give reasons.
26. Explain briefly the styles of leadership.
27. What do you mean by standard in controlling? State the requirements of good standard."
28. Explain briefly the importance of financial planning.
29. Explain any five money market instruments.
30. Write any five differences between advertising and salesmanship.
31. Explain any five consumer rights.

### SECTION-D

**IV. Answer any THREE questions in twenty or thirty sentences each.**

**3x10=30**

32. Explain the objectives of management.
33. What is planning? Explain the various steps involved in the planning process.
34. Explain the various sources of Recruitment.
35. What is stock exchange? Explain its essential features.
36. Briefly explain the methods of sales promotion.

### SECTION-E

**(Practical Oriented Questions)**

**V. Answer any TWO questions.**

**2x5=10**

37. State any ten Fayol's principles of management.
38. Draw a neat diagram of Maslow's Hierarchy of needs.
39. As an aggrieved consumer, write a complaint of district forum seeking redressal.

