

# National Testing Agency

<b>Question Paper Name :</b>	Business Organisation and Management 29th August 2021 Shift 1
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## Business Organisation and Management

<b>Group Number :</b>	1
<b>Group Id :</b>	603489229
<b>Group Maximum Duration :</b>	0
<b>Group Minimum Duration :</b>	120
<b>Show Attended Group? :</b>	No
<b>Edit Attended Group? :</b>	No
<b>Break time :</b>	0
<b>Group Marks :</b>	100
<b>Is this Group for Examiner? :</b>	No

## Business Organisation and Management-1

<b>Section Id :</b>	603489335
<b>Section Number :</b>	1
<b>Section type :</b>	Online
<b>Mandatory or Optional :</b>	Mandatory

<b>Number of Questions :</b>	50
<b>Number of Questions to be attempted :</b>	50
<b>Section Marks :</b>	100
<b>Enable Mark as Answered Mark for Review and Clear Response :</b>	Yes
<b>Sub-Section Number :</b>	1
<b>Sub-Section Id :</b>	603489613
<b>Question Shuffling Allowed :</b>	Yes

**Question Number : 1 Question Id : 60348916208 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No Correct Marks : 2 Wrong Marks : 0**

Effective distribution and promotional efforts are considered key factors during which stage of the product life cycle?

1. Introductory stage
2. Growth stage
3. Maturity stage
4. Decline stage

**Options :**

- 60348960973. 1
- 60348960974. 2
- 60348960975. 3
- 60348960976. 4

**Question Number : 2 Question Id : 60348916209 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No Correct Marks : 2 Wrong Marks : 0**

On the basis of statements A and B answer the following questions.

1. There is fixed rate of dividend in Equity shares.
2. There is no fixed rate of dividend in Preference shares.

1. Only A is correct.
2. Only B is correct.
3. Both A and B are correct.
4. Both A and B are wrong.

**Options :**

60348960977. 1

60348960978. 2

60348960979. 3

60348960980. 4

**Question Number : 3 Question Id : 60348916210 Question Type : MCQ Option Shuffling : No Is**

**Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Selling the securities to the Venture Capitalists is an example of:

1. Public Issue
2. Rights Issue
3. Private placement
4. Preferential Allotment

**Options :**

60348960981. 1

60348960982. 2

60348960983. 3

60348960984. 4

**Question Number : 4 Question Id : 60348916211 Question Type : MCQ Option Shuffling : No Is**

**Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Employee empowerment has become necessary due to:

1. The response time has been reduced drastically.
2. First line employees are expected to take appropriate decisions.
3. Authority has been granted to employees.
4. All of the above.

**Options :**

60348960985. 1

60348960986. 2

60348960987. 3

60348960988. 4

**Question Number : 5 Question Id : 60348916212 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Which of the following is not a special functions of the Human Resource Management?

1. Out sourcing
2. Exit Interview
3. Rehire
4. Job evaluation.

**Options :**

60348960989. 1

60348960990. 2

60348960991. 3

60348960992. 4

**Question Number : 6 Question Id : 60348916213 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Understanding the expectations of the team members and accommodating their behavior according to the expectations is an example of which one of the following team building approach.

1. The Role Negotiation Approach
2. The Johari Window Approach
3. The Team Roles Approach
4. The Action Research Approach

**Options :**

60348960993. 1

60348960994. 2

60348960995. 3

60348960996. 4

**Question Number : 7 Question Id : 60348916214 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

The manager who has high concern for work and low concern for people but he/she is able to achieve the goals without causing any resentment among the subordinates is known as:

1. Bureaucrat
2. Benevolent Autocrat
3. Compromiser
4. Deserter

**Options :**

60348960997. 1

60348960998. 2

60348960999. 3

60348961000. 4

**Question Number : 8 Question Id : 60348916215 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

The behavior indicative of friendship, mutual trust, respect and warmth in the relationship between leader and the members of his staff is referred to:

1. Initiating Structure
2. Consideration
3. Task Structure
4. Free-rein Style

**Options :**

60348961001. 1

60348961002. 2

60348961003. 3

60348961004. 4

**Question Number : 9 Question Id : 60348916216 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Which one of the following is not true about McGregor's Participitation Theory of Motivation?

1. Desire to achieve
2. Lack integrity
3. Avoid responsibility
4. Prefer to be directed by others

**Options :**

60348961005. 1

60348961006. 2

60348961007. 3

60348961008. 4

**Question Number : 10 Question Id : 60348916217 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

The Cost Accountant placed in the Accounts Department obtains the reports from the sales representatives for the purpose of distribution cost analysis. This is an example of:

1. Downward Communication
2. Upward Communication
3. Horizontal Communication
4. Diagonal Communication

**Options :**

60348961009. 1

60348961010. 2

60348961011. 3

60348961012. 4

**Question Number : 11 Question Id : 60348916218 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Electronic retailing relates to

1. B2C transaction
2. C2C transaction
3. B2B transaction
4. C2B transaction

**Options :**

60348961013. 1

60348961014. 2

60348961015. 3

60348961016. 4

**Question Number : 12 Question Id : 60348916219 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Which one is not the feature of E-commerce

1. Real-time Shopping Experience at Online Shopping:
2. Using Mobiles and Android Apps for Transaction:
3. Customisation and Personalisation:
4. Uni- channel

**Options :**

60348961017. 1

60348961018. 2

60348961019. 3

60348961020. 4

**Question Number : 13 Question Id : 60348916220 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Off sourcing is for:

1. Within or outside the country
2. Outside the country
3. Inside the country
4. None of three

**Options :**

60348961021. 1

60348961022. 2

60348961023. 3

60348961024. 4

**Question Number : 14 Question Id : 60348916221 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**



Which one of these is not a type of employment

1. Casual employment
2. Apprenticeship
3. Unemployment
4. Disguised employment

**Options :**

60348961025. 1

60348961026. 2

60348961027. 3

60348961028. 4

**Question Number : 15 Question Id : 60348916222 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Mining comes under which industry

1. Genetic
2. Extractive
3. Manufacturing
4. Construction

**Options :**

60348961029. 1

60348961030. 2

60348961031. 3

60348961032. 4

**Question Number : 16 Question Id : 60348916223 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Which industry creates form utility

1. Genetic
2. Extractive
3. Manufacturing
4. Construction

**Options :**

60348961033. 1

60348961034. 2

60348961035. 3

60348961036. 4

**Question Number : 17 Question Id : 60348916224 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Who are statutory companies?

1. Those who are established by king and queen
2. Those who are established by companies act 2013
3. Those who are established by special act of Parliament
4. Those who are registered under companies act 1956

**Options :**

60348961037. 1

60348961038. 2

60348961039. 3

60348961040. 4

**Question Number : 18 Question Id : 60348916225 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

'If a particular partner of a firm represents that another person is also a partner of the firm, and if such a person does not disclaim the partnership relationship even after coming to know about it, such person is called as'

1. Partner by estoppel
2. Nominal Partner
3. Sleeping Partner
4. Partner by holding out

**Options :**

60348961041. 1

60348961042. 2

60348961043. 3

60348961044. 4

**Question Number : 19 Question Id : 60348916226 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

What is the systematic transfer of authority

1. Decentralisation
2. Delegation
3. Accountability
4. Responsibility

**Options :**

60348961045. 1

60348961046. 2

60348961047. 3

60348961048. 4

**Question Number : 20 Question Id : 60348916227 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Critical Path is a path of

1. Minimum duration for completing the project
2. Maximum duration for completing the project
3. Minimax duration for completing the project
4. None of the three.

**Options :**

60348961049. 1

60348961050. 2

60348961051. 3

60348961052. 4

**Question Number : 21 Question Id : 60348916228 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Which one is a key budget

1. Sales budget
2. Cash budget
3. Master budget
4. None of three.

**Options :**

60348961053. 1

60348961054. 2

60348961055. 3

60348961056. 4

**Question Number : 22 Question Id : 60348916229 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

'Control consists in verifying whether everything occurs in conformity with the plan adopted, instructions issued and principles established' is given by

1. F.W. Taylor
2. Henry Fayol
3. Peter Ducker
4. Andrew Nottinghill

**Options :**

- 60348961057. 1
- 60348961058. 2
- 60348961059. 3
- 60348961060. 4

**Question Number : 23 Question Id : 60348916230 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Planning function is

1. Pervasive
2. Present oriented
3. A difficult process
4. None

**Options :**

- 60348961061. 1
- 60348961062. 2
- 60348961063. 3
- 60348961064. 4

**Question Number : 24 Question Id : 60348916231 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

'Planning as the process of looking ahead' describes which feature of planning

1. Pervasive
2. Future oriented
3. Dynamic
4. Rational

**Options :**

60348961065. 1

60348961066. 2

60348961067. 3

60348961068. 4

**Question Number : 25 Question Id : 60348916232 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Which planning premises are quantitative in nature

1. Tactical
2. External
3. Intangible
4. Tangible

**Options :**

60348961069. 1

60348961070. 2

60348961071. 3

60348961072. 4

**Question Number : 26 Question Id : 60348916233 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Advertising expenditure is a which type of planning premises

1. External
2. Internal
3. Controllable
4. Uncontrollable

**Options :**

60348961073. 1

60348961074. 2

60348961075. 3

60348961076. 4

**Question Number : 27 Question Id : 60348916234 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

In chain of "command" authority flows from

1. Low-to-high
2. Diagonal-to-Vertical
3. High-to-low
4. All of the three

**Options :**

60348961077. 1

60348961078. 2

60348961079. 3

60348961080. 4

**Question Number : 28 Question Id : 60348916235 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Which structure of organisation is generally found in large enterprises

1. Functional
2. Divisional
3. Matrix
4. Grid

**Options :**

60348961081. 1

60348961082. 2

60348961083. 3

60348961084. 4

**Question Number : 29 Question Id : 60348916236 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

'Guidelines for decision-making and action.' Which type of plan is this

1. Budget
2. Programme
3. Policy
4. Objectives

**Options :**

60348961085. 1

60348961086. 2

60348961087. 3

60348961088. 4

**Question Number : 30 Question Id : 60348916237 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**



'Span of control' is best describes as

1. Span of supervision
2. Span of authority
3. Span of motivation
4. Both 1 & 2

**Options :**

60348961089. 1

60348961090. 2

60348961091. 3

60348961092. 4

**Question Number : 31 Question Id : 60348916238 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Maslow motivational theory correct sequence is

1. Physiological needs- Safety and security needs- Esteem and status needs- Self-actualisation needs- Social needs.
2. Social needs-Physiological needs- Safety and security needs- Esteem and status needs- Self-actualisation needs.
3. Physiological needs- Safety and security needs-- Social needs- Esteem and status needs- Self-actualisation needs.
4. Safety and security needs -Physiological needs - Esteem and status needs- Self-actualisation needs- Social needs.

**Options :**

60348961093. 1

60348961094. 2

60348961095. 3

60348961096. 4

**Question Number : 32 Question Id : 60348916239 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Job security, personal security and security of the income are included in which type of Maslow's need:

1. Safety and security needs
2. Physiological needs
3. Esteem and status needs
4. Self-actualisation needs

**Options :**

60348961097. 1

60348961098. 2

60348961099. 3

60348961100. 4

**Question Number : 33 Question Id : 60348916240 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Dissatisfiers in Herzberg's Motivation Hygiene Theory are also known as

1. Safety factors
2. Security factors
3. Motivator factors
4. Hygiene factors

**Options :**

60348961101. 1

60348961102. 2

60348961103. 3

60348961104. 4

**Question Number : 34 Question Id : 60348916241 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Which among the following is not the motivational factor of Herzberg theory?

1. Job security
2. Achievement
3. Advancement
4. Responsibility

**Options :**

60348961105. 1

60348961106. 2

60348961107. 3

60348961108. 4

**Question Number : 35 Question Id : 60348916242 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

The process of attempting to influence the employees behaviour through recognition and appreciation of employees' efforts and contribution towards achievement of organisational goal' is

1. Extrinsic motivation
2. Intrinsic motivation
3. Positive motivation
4. Negative motivation

**Options :**

60348961109. 1

60348961110. 2

60348961111. 3

60348961112. 4

**Question Number : 36 Question Id : 60348916243 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

A process of influencing group activities towards the achievement of certain goals is:

1. Coordination
2. Motivation
3. Recognition
4. Leadership

**Options :**

60348961113. 1

60348961114. 2

60348961115. 3

60348961116. 4

**Question Number : 37 Question Id : 60348916244 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

'Characteristics which must be present in a person for his success as a leader' is according to which leadership theory:

1. Trait theory
2. Behavioural theory
3. Situational theory
4. None of these

**Options :**

60348961117. 1

60348961118. 2

60348961119. 3

60348961120. 4

**Question Number : 38 Question Id : 60348916245 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Leadership contingency model is developed by whom

1. Maslow
2. Fisher
3. Fiedler
4. Herzberg

**Options :**

60348961121. 1

60348961122. 2

60348961123. 3

60348961124. 4

**Question Number : 39 Question Id : 60348916246 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Which one is odd one out in leadership contingency model?

1. Situational factors
2. Leader-follower relation
3. Task structure
4. Position power

**Options :**

60348961125. 1

60348961126. 2

60348961127. 3

60348961128. 4

**Question Number : 40 Question Id : 60348916247 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

According to which theory, leaders are effective due to their influence on followers' motivation, ability to perform, and their satisfaction?

1. Maslow theory
2. Trait theory
3. Behavioural theory
4. Path-Goal theory

**Options :**

60348961129. 1

60348961130. 2

60348961131. 3

60348961132. 4

**Question Number : 41 Question Id : 60348916248 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

A manager is interested only in work and results thereof, in a situation. He is

1. Deserter
2. Autocrat
3. Missionary
4. Compromiser

**Options :**

60348961133. 1

60348961134. 2

60348961135. 3

60348961136. 4

**Question Number : 42 Question Id : 60348916249 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

A manager who is equally concerned with people and work in a situation

1. Deserter
2. Autocrat
3. Missionary
4. Compromiser

**Options :**

60348961137. 1

60348961138. 2

60348961139. 3

60348961140. 4

**Question Number : 43 Question Id : 60348916250 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

'Agreement whereby one party i.e., the owner of an asset grants the other party the right to use the asset in return for a periodic payment' is known as

1. Venture capital
2. Debentures
3. Both of the above
4. Lease financing

**Options :**

60348961141. 1

60348961142. 2

60348961143. 3

60348961144. 4

**Question Number : 44 Question Id : 60348916251 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

All the risks and rewards of ownership of assets to the Lessee for lease rentals comes under

1. Third party lease
2. Operating lease
3. Finance lease
4. None of these

**Options :**

60348961145. 1

60348961146. 2

60348961147. 3

60348961148. 4

**Question Number : 45 Question Id : 60348916252 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

The risks and rewards incidental to the ownership of asset are not transferred by the Lessor to the Lessee comes under

1. Third party lease
2. Operating lease
3. Finance lease
4. None of these

**Options :**

60348961149. 1

60348961150. 2

60348961151. 3

60348961152. 4

**Question Number : 46 Question Id : 60348916253 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**



For which type of lease the term of lease is less than the economic life of the asset

1. Third party lease
2. Operating lease
3. Finance lease
4. None of these

**Options :**

60348961153. 1

60348961154. 2

60348961155. 3

60348961156. 4

**Question Number : 47 Question Id : 60348916254 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

IPO stands for

1. Initial Private offer
2. Intrinsic Public Offering
3. Intermediate Private Offer
4. Initial Public Offering

**Options :**

60348961157. 1

60348961158. 2

60348961159. 3

60348961160. 4

**Question Number : 48 Question Id : 60348916255 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Firms become multinational because of

1. To hide themselves
2. To increase costs
3. To take benefit of economies of scale
4. To reduce foreign competition

**Options :**

60348961161. 1

60348961162. 2

60348961163. 3

60348961164. 4

**Question Number : 49 Question Id : 60348916256 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

Recruitment is regarded as \_\_\_\_\_ function

1. Positive
2. Negative
3. Neutral
4. Silent

**Options :**

60348961165. 1

60348961166. 2

60348961167. 3

60348961168. 4

**Question Number : 50 Question Id : 60348916257 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 2 Wrong Marks : 0**

It is a formal interaction between an employer and a candidate

1. Socialising
2. Interviewing
3. Selection
4. Hiring

**Options :**

60348961169. 1

60348961170. 2

60348961171. 3

60348961172. 4