

CUET UG - 2022
(CANDIDATE RESPONSE SHEET)

Paper/Subject BUSINESS STUDIES
Exam Date 20 Aug 2022
Exam Slot 1

Question ID:553471

Section Name:BUSINESS STUDIES

Question:

Arrange the following steps followed during the planning process in a proper sequence.

- A. Developing premises
- B. Evaluating alternative courses
- C. Selecting an alternative
- D. Setting an alternative
- E. Identifying alternative courses of action

Choose the correct answer from the options given below:

- A A, B, C, D, E
- B D, B, E, A, C
- C D, A, E, B, C
- D D, C, B, A, E

Answer Given By Candidate:C

Question ID:553472

Section Name:BUSINESS STUDIES

Question:

If the consumer court is satisfied about the genuineness of the complaint made by the consumer, identify the reliefs which court could award

- A. To remove the defect in goods or deficiency in services
- B. To refund the price paid for the product/ service
- C. To issue corrective advertisement to neutralise the effect of a misleading advertisement
- D. To publish periodicals and other publications to impart knowledge about consumer rights.

Choose the correct answer from the options given below

- A A, B and C only
- B A, B and D only

C B, C and D only

D C, D and E only

Answer Given By Candidate: A

Question ID: 553473

Section Name: BUSINESS STUDIES

Question:

From the following identify the functions of stock exchange which facilitate the spread of conducive climate for share ownership.

- A. Regulation of takeover bids by Companies
- B. Pricing of Securities
- C. Safety of Transactions
- D. Training of intermediaries of the securities market
- E. Spreading of equity cult

Choose the correct answer from the options given below

A B, C, and D only

B A, B and D only

C C, D and only

D B, C and E only

Answer Given By Candidate: Not Attempted

Question ID: 553474

Section Name: BUSINESS STUDIES

Question:

Identify the factors which affect the dividend decision.

- A. Stock market Reaction
- B. Floatation Cost
- C. Legal Constraints
- D. Fixed operating cost
- E. Cost of equity

Choose the correct answer from the options given below:

A A and C only

B B and D only

C E and C only

D A and B only

Answer Given By Candidate: Not Attempted

Question ID:553475**Section Name:**BUSINESS STUDIES**Question:**

When the value of the goods or services in question, along with the compensation claimed exceeds 1 crore but is less than 10 crore, identify the Redressal Forum, aggrieved party would approach as per Consumer Protection Act, 2019.

- A District Commission
- B State consumer Disputes Redressal Commission
- C National Consumer Deputes Redressal Commission
- D The Supreme Court of India

Answer Given By Candidate:**B****Question ID:553476****Section Name:**BUSINESS STUDIES**Question:**

Match the following components with the given information

List I	List II
A. Capital structure	I. Speculator who expects the prices to go down
B. Bear	II. Speculator expecting a rise in the prices
C. Bull	III. Proportion of debt and equality in total Capital
D. Shareholder's Wealth	IV. Maximisation of the market value of equity shares

Choose the correct answer from the options given below

- A A-III, B-I, C-II, D-IV
- B A-I, B-II, C-III, D-IV
- C A-IV, B-II, C-III, D-I
- D A-II, B-I, C-III, D-IV

Answer Given By Candidate:**A****Question ID:553477****Section Name:**BUSINESS STUDIES

Question:

Match the List I with List II

List I	List II
A. Primary market	I. Pre-emptive right of existing shareholders
B. Rights issue	II. Deals in long term financial assets
C. Capital market	III. Treasury bills
D. Money market	IV. New issues market

Choose the correct answer from the options given below

- A A-IV, B-II, C-I, D-III
- B A-III, B-II, C-I, D-IV
- C A-IV, B-I, C-II, D-III
- D A-IV, B-III, C-II, D-I

Answer Given By Candidate: **C****Question ID:553478****Section Name:**BUSINESS STUDIES**Question:**

Match the List I with List II

List I	List II
A. Setting performance standards	I. Performance should be measured in reliable manner
B. Measurement of actual performance	II. Critical point control is used Analysing deviations
C. Analysing deviation	III. Standards are the bench-marks against which actual performance is measured
D. Taking corrective action	IV. When deviation goes beyond permissible limit

Choose the correct answer from the options given below

- A A-I, B-II, C-III, D-IV
- B A-III, B-I, C-II, D-IV
- C A-I, B-IV, C-III, D-II
- D A-III, B-II, C-I, D-IV

Answer Given By Candidate: **B****Question ID:553479**

Section Name:BUSINESS STUDIES**Question:**

Match the List I with List II

List I	List II
A. Managers are not in the position to change plans	I. Planning is a time consuming process
B. Planning essentially involves looking ahead	II. Planning involves decision making
C. Planning involves choice from among various alternatives	III. Planning is futuristic
D. Sometimes plans are to be drawn overboards with time	IV. Planning leads to rigidity

Choose the correct answer from the options given below

- A A-I, B-II, C-IV, D-III
- B A-II, B-III, C-IV, D-I
- C A-III, B-IV, C-I, D-II
- D A-IV, B-III, C-II, D-I

Answer Given By Candidate:**D****Question ID:**5534710**Section Name:**BUSINESS STUDIES**Question:**

It implies desire to accomplish something difficult. Identify this need of motivation.

- A Need for power (N-Pow)
- B Need for Achievement (N-Ach)
- C Need for affiliation (N-Aff)
- D Need for security (N-secu)

Answer Given By Candidate:**Not Attempted****Question ID:**5534711**Section Name:**BUSINESS STUDIES**Question:**

From the following, identify which one is not the feature of 'Management as an Art'.

- A Based on practice and creativity
- B Universal validity
- C Personalised application

D Existence of theoretical knowledgeAnswer Given By Candidate:**B****Question ID:5534712****Section Name:**BUSINESS STUDIES**Question:**

Identify the force that binds all the functions of management and ensures that all actions are aimed at achieving the goals of the organisation.

- A Planning
- B Controlling
- C Staffing
- D Coordination

Answer Given By Candidate:**D****Question ID:5534713****Section Name:**BUSINESS STUDIES**Question:**

Identify from the following the component which is not the part of political environment.

- A The level of political morality
- B The nature and relationship of our country with foreign countries
- C Political unrest
- D Expectation from the workforce

Answer Given By Candidate:**D****Question ID:5534714****Section Name:**BUSINESS STUDIES**Question:**

Critical point control focuses on –

- A Every Task
- B Financial Areas
- C Key Result Areas
- D Planning areas

Answer Given By Candidate:**C****Question ID:5534715****Section Name:**BUSINESS STUDIES

Question:

Consumption habits and composition of family are the elements of which dimension of business environment?

- A Economic
- B Social
- C Political
- D Legal

Answer Given By Candidate: **B**

Question ID:5534716

Section Name:BUSINESS STUDIES

Question:

According to _____ "delegation is the entrustment of responsibility and authority to another and the creation of accountability for the performance".

- A Harold Koontz
- B Louis Allen
- C Robert. L
- D Kreitner

Answer Given By Candidate: **Not Attempted**

Question ID:5534717

Section Name:BUSINESS STUDIES

Question:

When the size of the organisation is large, with diversified activities and operations, requiring high degree of specialisation, which type of organisation structure will be most suitable.

- A Divisional Structure
- B Organisation Structure
- C Functional Structure
- D Formal Structure

Answer Given By Candidate: **C**

Question ID:5534718

Section Name:BUSINESS STUDIES

Question:

Electrical appliances manufactured by the manufactures by using sub standard raw materials might cause serious injury to the users. Which consumer right is highlighted in the above line.

- A Right to choose
- B Right to safety

- C Right to be heard
- D Right to seek redressal

Answer Given By Candidate: **B**

Question ID: **5534719**

Section Name: BUSINESS STUDIES

Question:

It is the test that examines candidate's individual potential for learning skills.

- A Trade test
- B Interest test
- C Aptitude test
- D Personality test

Answer Given By Candidate: **C**

Question ID: **5534720**

Section Name: BUSINESS STUDIES

Question:

" A company has the policy of giving liberal credit to its customers in order to increase the sales."

Identify the factor affecting working capital requirement in the above situation.

- A Business cycle
- B Operating efficiency
- C Credit Availled
- D Credit Allowed

Answer Given By Candidate: **Not Attempted**

Question ID: **5534721**

Section Name: BUSINESS STUDIES

Question:

_____ is an impersonal form of communication which is paid for by the marketers to promote goods or services.

- A Personal selling
- B Sales Promotion
- C Advertising
- D Public relation

Answer Given By Candidate: **C**

Question ID:5534722**Section Name:**BUSINESS STUDIES**Question:**

The word communication has been derived from the _____ word 'communis'.

- A Spanish
- B French
- C Latin
- D German

Answer Given By Candidate:**Not Attempted**

Question ID:5534723**Section Name:**BUSINESS STUDIES**Question:**

PJ enterprises decided to launch a new range of washing machine with inbuilt water softener which can be used effectively in the areas where the water is hard. Instead of marketing the product by generic name, the company has decided to call it 'easy wash'. Identify the marketing function highlighted above.

- A Branding
- B Labelling
- C Pricing
- D Packaging

Answer Given By Candidate:**A**

Question ID:5534724**Section Name:**BUSINESS STUDIES**Question:**

Arrange the following needs in sequence of priority as per Maslow's Need Hierarchy Theory.

- A. Safety needs
- B. Esteem Needs
- C. Physiological needs
- D. Self Actualisation Needs
- E. Belongingness Needs

Choose the correct answer from the options given below

- A C, A, E, B, D
- B C, E, A, D, B
- C A, C, D, E, B
- D D, A, C, B, E

Answer Given By Candidate: **Not Attempted**

Question ID:5534725

Section Name:BUSINESS STUDIES

Question:

The process of holding securities in an electronic form is known by a specific term. Identify the term.

- A Dematerialisation
- B Disinvestment
- C Investment
- D Capital formation

Answer Given By Candidate: **A**

Question ID:5534726

Section Name:BUSINESS STUDIES

Question:

Given below are the examples of current Assets. Identify which of them is highly liquid?

- A Marketable securities
- B Cash in hand
- C Debtors
- D Prepaid expenses

Answer Given By Candidate: **B**

Question ID:5534727

Section Name:BUSINESS STUDIES

Question:

Identify the style of leadership wherein the leader does not change or wishes to be contradicted by the subordinates.

- A Autocratic
- B Democratic
- C Participative
- D Free-rein

Answer Given By Candidate: **A**

Question ID:5534728

Section Name:BUSINESS STUDIES

Question:

Name the money market investment used by Commercial banks to meet their cash Reserve Ratio requirement.

- A Certificate of Deposits
- B Call Money
- C Commercial Papers
- D Commercial Bills

Answer Given By Candidate: **B**

Question ID: **5534729**

Section Name: BUSINESS STUDIES

Question:

Select the statement which is NOT an importance of Directing.

- A Directing guides employees
- B Directing brings stability
- C Directing facilitates introduction of changes
- D Directing helps in judging accuracy of standards

Answer Given By Candidate: **D**

Question ID: **5534730**

Section Name: BUSINESS STUDIES

Question:

Radha Ltd has invested ₹100,000 in the business. Out of which ₹70000 is equity and ₹30,000 is debt. Net Profit after tax is 24,000. Calculate ROI

- A 20 %
- B 25%
- C 30%
- D 40%

Answer Given By Candidate: **Not Attempted**

Question ID: **5534731**

Section Name: BUSINESS STUDIES

Question:

Identify the option which is not highlighting the importance of controlling

- A Ensuring order and discipline
- B Resistance from employee
- C Judging accuracy of standard
- D Accomplishment of organisational goal

Answer Given By Candidate: **B**

Question ID:5534732**Section Name:**BUSINESS STUDIES**Question:**

"Only Significant deviations which go beyond the permissible limit should be brought to the notice of management" Identify the technique being referred in analysing deviation.

- A Management by Exception
- B Critical point control
- C Key Result areas
- D Budgetary control

Answer Given By Candidate:A

Question ID:5534733**Section Name:**BUSINESS STUDIES**Question:**

This is a privilege given to existing stakeholders to subscribe to a new issue of shares on pro-rata basis-

- A Rights issue
- B Private placement
- C Offer for sale
- D E-IPO'S

Answer Given By Candidate:A

Question ID:5534734**Section Name:**BUSINESS STUDIES**Question:**

A manger realised that inspite of best efforts put in by his workers, the target could not be achieved. 'Obsolete machinery' was the cause of deviation. Suggest from the following a corrective actions that could be appropriate to overcome the on going problem.

- A Repair of the existing machine
- B Improve the physical conditions of work
- C Undertake technological upgradation of machine
- D Modify the existing process

Answer Given By Candidate:C

Question ID:5534735**Section Name:**BUSINESS STUDIES

Question:

Identify the correct sequence followed in motivation process.

- A. Tension
- B. Search Behaviour
- C. Drives
- D. Unsatisfied Need
- E. Satisfies Need

Choose the correct answer from the options given below:

- A D, A, C, E, B
- B E, D, C, B, A
- C D, A, C, B, E
- D D, B, C, E, A

Answer Given By Candidate: **C**

Question ID:5534736

Section Name:BUSINESS STUDIES

Question:

Under which of the following situation, a company is likely to get the benefit of trading on equity?

- A Only equity in capital structure
- B Return on investment > Cost of debt
- C Return on investment < Cost of debt
- D Only debt in capital structure

Answer Given By Candidate: **Not Attempted**

Question ID:5534737

Section Name:BUSINESS STUDIES

Question:

Arrange the following steps involved in the process of recruitment in a proper sequence.

- A. Choosing the most suitable source/sources of supply
- B. Inviting application from the prospective candidates for the vacancies
- C. Assessment of their validity
- D. Identification of different sources of labour supply

Choose the correct answer from the options given below

- A C, A, D, B
- B D, C, A, B
- C B, D, A, C

D A, B, C, D

Answer Given By Candidate:**C**

Question ID:5534738

Section Name:BUSINESS STUDIES

Question:

Identify the component which is a part of economic environment of business.

- A Level of political morality
- B Nature of relationship of our country with other country
- C Prevailing political system
- D Demand and supply

Answer Given By Candidate:**D**

Question ID:5534739

Section Name:BUSINESS STUDIES

Question:

Which quality certification mark is used for agriculture products?

- A Food process order
- B Eco-mark
- C Agmark
- D Hallmark

Answer Given By Candidate:**C**

Question ID:5534740

Section Name:BUSINESS STUDIES

Question:

Name the component of product mix that helps the consumer to exercise the right to information.

- A Tagline
- B Trade mark
- C Labelling
- D Branding

Answer Given By Candidate:**C**

Passage:

New Grow Ltd. is a company manufacturing electronic goods. Since the demand for the company's products increased in the market, the level of production had to be increased. This required recruitment of more people in production department.

Kapil, the HR manager, conducted an analysis which revealed the number and type of employees available in the department. Kapil used the internal sources first for recruiting a few employees. For the rest of the recruitment, he decided to use various suitable external sources like advertisement, placement agencies, campus recruitment and web publishing.

He followed a process for the purpose of selecting the best candidates and conducted a series of employment tests and interviews. Ten people were finally selected and after the medical examination their contract of employment was prepared. Since the new employees had to handle highly sophisticated machinery, the training was given to them away from the workplace by creating work environments in the separate laboratory.

The employees got trained well and with increased workforce, the company could achieve its target of high level of production.

Question ID:5534741

Section Name:BUSINESS STUDIES

Question:

Which method of training is highlighted in the above paragraph?

- A Apprenticeship programmes
- B Vestibule training
- C Coaching
- D Internship training

Answer Given By Candidate:**B**

Question ID:5534742

Section Name:BUSINESS STUDIES

Question:

"He followed a process for the purpose of selecting the best candidates." Arrange the following steps of that process in correct sequence.

- A. Selection tests.
- B. Preliminary screening.
- C. Job offer
- D. Medical examination
- E. Employment interview

Choose the correct answer from the options given below

- A A, C, D, B, E
- B D, E, B, C, A
- C B, A, E, D, C
- D E, C, B, A, D

Answer Given By Candidate: **C**

Question ID:5534743

Section Name:BUSINESS STUDIES

Question:

Match List I with List II

List I	List II
A. Advertisement	I. Designing of specific websites
B. Placement agencies	II. Educational institutions
C. Campus recruitment	III. Wider range of candidates
D. Web publishing	IV. Useful where extensive screening is required

Choose the correct answer from the options given below

- A A-III, B-IV, C-II, D-I
- B A-II, B-III, C-IV, D-I
- C A-I, B-II, C-III, D-IV
- D A-IV, B-I, C-II, D-III

Answer Given By Candidate: **A**

Question ID:5534744

Section Name:BUSINESS STUDIES

Question:

Identify the correct statements with respect to Internal sources of recruitment

- A. Transfers and promotion are the two important sources of internal recruitment.
- B. Internal recruitment induces fresh talent in the organization.
- C. Internal recruitment simplifies the process of selection and placement.
- D. Selecting employees through internal recruitment reduces their motivation.
- E. Internal recruitment is a costly process.

Choose the correct answer from the options given below:

- A B and D only
- B A and C only
- C C and E only
- D B and E only

Answer Given By Candidate:**B**

Question ID:5534745

Section Name:BUSINESS STUDIES

Question:

Name the type of analysis conducted by Kapil.

- A General Analysis
- B Workload Analysis
- C Workplace Analysis
- D Workforce Analysis

Answer Given By Candidate:**D**

Passage:

"Shining" limited was engaged in the business of food processing and selling its products under a popular brand. Lately the business was expanding due to good quality and reasonable prices of the products. Also with more people working, the market for processed food was increasing. New players were also coming to cash in on the new trend. In order to keep its market share in the short run, the company directed its existing workforce to work over time. But this resulted in many problems. Due to increased pressure of work, the efficiency of the workers declined. Sometimes the subordinates had to work for more than one superior resulting in declining efficiency. The divisions that were previously working in one product were also made to work on two or more products. This resulted in a lot of overlapping and wastage. The workers were becoming indisciplined. The spirits of teamwork, which had characterized the company previously was beginning to take back seat, workers were feeling cheated and initiative was declining. The quality of the products was beginning to decline and market share was on the verge of decrease. Actually the company had implemented changes without creating the required infrastructure.

Question ID:5534746

Section Name:BUSINESS STUDIES

Question:

"Sometimes the subordinates had to work for more than one superior resulting in declining of efficiency."

Identify the principle being violated in the above lines.

- A Unity of Direction
- B Unity of command
- C Division of work
- D Initiative

Answer Given By Candidate:**B**

Question ID:5534747

Section Name:BUSINESS STUDIES

Question:

The divisions that were previously working on one product were also made to work on two or more products. This resulted in a lot of overlapping and wastage. One of the principles of Henry Fayol was not followed. Identify it:

- A Unity of Direction
- B Remuneration of employee
- C Order
- D Division of work

Answer Given By Candidate:**D**

Question ID:5534748

Section Name:BUSINESS STUDIES

Question:

Mention the principle of management which is not followed in the given lines.

"The spirit of teamwork, which had characterized the company, previously was beginning to take back seat."

- A Equity
- B Order
- C Espirit de Corps
- D Stability of personnel

Answer Given By Candidate:**C**

Question ID:5534749

Section Name:BUSINESS STUDIES

Question:

Identify the principle of management that is violated by shining limited.

"A good company should have an employee suggestion system where by suggestions which result in substantial cost/time reduction, should be rewarded."

- A Initiative
- B Espirit De Corps
- C Remuneration of employee
- D Discipline

Answer Given By Candidate:**A**

Question ID:5534750

Section Name:BUSINESS STUDIES

Question:

Which mark should be used by Shining Ltd. for its products.

- A ISI
- B FPO
- C Agmark
- D Eco mark

Answer Given By Candidate:**Not Attempted**

