

CUET UG - 2022
(CANDIDATE RESPONSE SHEET)

Paper/Subject BUSINESS STUDIES
Exam Date 17 Aug 2022
Exam Slot 1

Question ID:554141

Section Name:BUSINESS STUDIES

Question:

Identify the product with which ISI mark is associated :

- A Food products
- B Jewellery
- C Electrical goods
- D Medicines

Answer Given By Candidate:C

Question ID:554142

Section Name:BUSINESS STUDIES

Question:

Identify the financial concept which refers to the preparation of financial blueprint of an organisation's future operation.

- A Financial Management
- B Financial Planning
- C Financial Leverage
- D Trading on equity

Answer Given By Candidate:B

Question ID:554143

Section Name:BUSINESS STUDIES

Question:

Name the primary objective of Financial Management.

- A Maximising profits
- B Maximising Sales
- C Maximising Cost
- D Maximising Share holder's Wealth

Answer Given By Candidate: **D**

Question ID:554144

Section Name:BUSINESS STUDIES

Question:

Maslow's Need Hierarchy Theory is based on certain assumptions. Identify the assumption.

- A People's behaviour is based on their needs
- B People's needs are not in hierarchical order
- C Only satisfied need can motivate a person
- D Needs are not important to understand the behaviour of people

Answer Given By Candidate: **Not Attempted**

Question ID:554145

Section Name:BUSINESS STUDIES

Question:

Which of the following statements are incorrect in respect of merits of internal source of recruitment?

- A. It helps in motivating employees which results in improving their performances
- B. It provides a complete solution in filling vacancies in the organisations
- C. It is a cheaper and time saving method of recruitment
- D. It provides a solution of shifting workforce from the surplus departments to understaffed departments
- E. It provides a wider choice

Choose the correct answer from the options given below:

- A B and E Only
- B A and C Only
- C A and B Only
- D B and D Only

Answer Given By Candidate: **A**

Question ID:554146

Section Name:BUSINESS STUDIES

Question:

Match List I with List II

List I	List II
A. Campus recruitment	I. Government run organization for unskilled and skilled operative jobs
B. Employment Exchange	II. Applicants introduced by the present employees of the organisation
C. Recommendation of Employees	III. A notice placed on notice board specifying details of jobs available for unskilled workers
D. Direct Recruitment	IV. Applicants recruited from colleges and institutions

Choose the correct answer from the options given below:

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

Answer Given By Candidate:**D****Question ID:554147****Section Name:**BUSINESS STUDIES**Question:**

Which of the following statements are true with respect to advantages of functional structure?

- A. It leads to product specialization
- B. It facilitates expansion and growth
- C. It promotes control and coordination within a department
- D. It promotes flexibility and initiatives
- E. It makes training of the employees easier

Choose the correct answer from the options given below:

- A B and E Only
- B C and E Only
- C D and E Only
- D C Only

Answer Given By Candidate:**Not Attempted****Question ID:554148**

Section Name:BUSINESS STUDIES

Question:

Name the principle of the management under which it is believed that there is only one best way to maximise efficiency and it can be developed through scientific study and analysis.

- A Harmony, Not Discord
- B Unity of Direction
- C Science, not Rule of Thumb
- D Development of each and every person to his or her greatest efficiency

Answer Given By Candidate:C

Question ID:554149

Section Name:BUSINESS STUDIES

Question:

Identify the correct sequence of steps involved in the process of planning.

- A. Ideal plan having least negative consequences to be selected
- B. Specifying quantitative goals to be achieved by the organization
- C. Weighing the pros and cons of each alternative course
- D. Forecasting based on assumptions relating to the future
- E. Identifying all the alternative courses of action available

Choose the correct answer from the options given below:

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

Answer Given By Candidate:D

Question ID:5541410

Section Name:BUSINESS STUDIES

Question:

X Ltd. has been in steel industry for past 10 years. As per recent survey by a leading financial magazine, it was highlighted that the company's capital investment has increased by 50%, there is increase in sales volume and number of employees as well.

Identify the objective of management achieved by X Ltd .

- A Growth
- B Profit
- C Survival
- D Social Objective

Answer Given By Candidate: **A**

Question ID:5541411

Section Name:BUSINESS STUDIES

Question:

Put the following points in the correct sequence to complete the staffing process.

- A. Rajat met a labour contractor and told him to send 30 carpenters the next day
- B. The 20 carpenters were shown their workplace and the job of making the tables were given them
- C. Two carpenters were sent for training as they needed some new skills
- D. Rajat requires 20 carpenters to complete the order of making tables
- E. Rajat selected 20 carpenters from the 30 candidates sent by the contractor

Choose the correct answer from the options given below:

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

Answer Given By Candidate: **Not Attempted**

Question ID:5541412

Section Name:BUSINESS STUDIES

Question:

Management helps people to adopt the changes so that organization is able to maintain its competitive edge. Identify the importance of management highlighted in the above statement :

- A Management helps in development of society
- B Management helps in achieving personal objectives
- C Management creates a dynamic organisation
- D Management helps in achieving group goals

Answer Given By Candidate: **C**

Question ID:5541413

Section Name:BUSINESS STUDIES

Question:

'Business environment differs from country to country and even region to region.' Which feature of business environment is highlighted here?

- A Complexity
- B Uncertainty

C Relativity

D Dynamic nature

Answer Given By Candidate: C

Question ID: 5541414

Section Name: BUSINESS STUDIES

Question:

Aren has completed his studies and now wants to start his own business. He has undertaken the given steps in the planning process. Rearrange them to create the correct process of planning.

- A. He has forecasted the demand of his products, interest rate, price of capital goods, tax rate
- B. Aren decides to produce in bulk to reduce cost of production
- C. Aren found out that increasing price and reducing quality will reduce his customers, but producing in bulk will increase customers
- D. Aren sets an objective to earn 20% profit in the first year of business
- E. To achieve the target, Aren can reduce price of product or reduce quality of raw material or produce in bulk to reduce cost of production.

Choose the correct answer from the options given below:

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

Answer Given By Candidate: Not Attempted

Question ID: 5541415

Section Name: BUSINESS STUDIES

Question:

Which concept focuses on increasing the role of the subordinates in the organisation by giving them more autonomy?

- A Delegation
- B Decentralisation
- C Centralisation
- D Coordination

Answer Given By Candidate: Not Attempted

Question ID: 5541416

Section Name: BUSINESS STUDIES

Question:

Which of the following are true of the functional structure?

- A. It leads to occupational organisations
- B. It leads to minimal duplication of efforts which results in economies of scale
- C. Product specialisation helps in development of varied skills in divisional head
- D. Easy training of employees as focus is on limited range of skills.
- E. New divisions can be added without interrupting the existing operations

Choose the correct answer from the options given below:

- A A, B, D Only
- B A, B, D and E Only
- C B, C, D Only
- D C, D, E Only

Answer Given By Candidate: **A**

Question ID:5541417

Section Name:BUSINESS STUDIES

Question:

Identify the correct sequence of steps involved in the process of selection.

- A. Preliminary screening
- B. Reference and Background Checks
- C. Selection Tests
- D. Employment Interview
- E. Selection Decision

Choose the correct answer from the options given below:

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

Answer Given By Candidate: **D**

Question ID:5541418

Section Name:BUSINESS STUDIES

Question:

Which of the following are the functions performed by labelling ?

- A. Describes the product and specifying its content
- B. Provides protection to the content of product
- C. Gives generic name to the product
- D. Provides information required as per the law
- E. Facilitates the introduction of new product

Choose the correct answer from the options given below:

- A B and D Only
- B A and D Only
- C A and B Only
- D C and E Only

Answer Given By Candidate: **B**

Question ID:5541419

Section Name:BUSINESS STUDIES

Question:

Plastic packet for socks, a toothpaste tube, a match box, jar of mixed pickle are the examples of which type of packaging?

- A Transportation packaging
- B Secondary packaging
- C Primary packaging
- D Tetra packaging

Answer Given By Candidate: **C**

Question ID:5541420

Section Name:BUSINESS STUDIES

Question:

Match List I with List II

List I	List II
A. Gathering and analysing market information	I. Sell the product in its 'generic name'
B. Branding	II. Persuading customer to purchase product
C. Promotion	III. Identify needs of customer
D. Transportation	IV. Movement of goods from one place to another

Choose the correct answer from the options given below:

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

Answer Given By Candidate: **B****Question ID:5541421****Section Name:**BUSINESS STUDIES**Question:**

Which level of Channel is used for consumer goods like soaps, oils, clothes, rice, sugar etc.?

- A Zero Level
- B Two Level
- C Three Level
- D One Level

Answer Given By Candidate: **B****Question ID:5541422****Section Name:**BUSINESS STUDIES**Question:**

Obstruction or hindrance to communication is known as _____.

- A Noise
- B Encoding
- C Decoding
- D Feedback

Answer Given By Candidate: **A**

Question ID:5541423

Section Name:BUSINESS STUDIES

Question:

Aadya joined a new company as Chief Marketing Officer. Although there was not much of monetary benefit, but it was her need for attention and recognition that motivated her to change the job.

Identify the need as per Maslow's need hierarchy theory that made Aadya change her job.

- A Basic physiological needs
- B Safety needs
- C Esteem needs
- D Affiliation needs

Answer Given By Candidate: **D**

Question ID:5541424

Section Name:BUSINESS STUDIES

Question:

Arun, the sales manager ADL Ltd. sent an email to Varun, the marketing manager to share the proposed marketing strategies so that he can plan sale of products accordingly. In response, Varun emailed a detailed marketing schedule for the same.

Identify the type of communication taken place between Arun and Varun.

- A Vertical – downward communication
- B Vertical – upward communication
- C Lateral communication
- D Informal communication

Answer Given By Candidate: **Not Attempted**

Question ID:5541425

Section Name:BUSINESS STUDIES

Question:

These two functions are inseparable twins of management. One function is considered as forward looking and another is known as backward looking.

Identify the functions of management explained above:

- A Planning and Organizing
- B Planning and Staffing
- C Planning and Controlling
- D Staffing and Directing

Answer Given By Candidate: **C**

Question ID:5541426

Section Name:BUSINESS STUDIES

Question:

In a factory, supervisor follows the technique of sample checking of the units produced. Which step in the process of controlling is being performed by him?

- A Setting performance standard
- B Taking corrective action
- C Analysing deviations
- D Measurement of actual performance

Answer Given By Candidate: **D**

Question ID:5541427

Section Name:BUSINESS STUDIES

Question:

Match List I with List II

List I	List II
A. Investment decisions	I. Source of raising finance
B. Financing decisions	II. Proportion of debt and equity
C. Dividend decisions	III. Long term or short term assets
D. Capital Structure	IV. Amount of money to be retained

Choose the correct answer from the options given below:

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

Answer Given By Candidate: **D**

Question ID:5541428

Section Name:BUSINESS STUDIES

Question:

It refers to a position when a company is unable to meet its fixed financial charges namely interest payment, preference dividend and repayment obligations.

Name the concept highlighted in the above lines:

- A Financial Management

- B Financial Planning
- C Financial Risk
- D Financial Resources

Answer Given By Candidate: C

Question ID: 5541429

Section Name: BUSINESS STUDIES

Question:

From the following source of finance, identify the source that is not related to Owner's fund:

- A Equity Share Capital
- B Preference Share Capital
- C Retained Earning
- D Debentures

Answer Given By Candidate: D

Question ID: 5541430

Section Name: BUSINESS STUDIES

Question:

The primary aim of financial management is to maximise Shareholder's wealth through proper planning of finance and preparation of a financial blue print of an organisation's future operations. Identify the term being reflected here.

- A Financial Market
- B Financial Planning
- C Financial Resources
- D Financial Risk

Answer Given By Candidate: B

Question ID: 5541431

Section Name: BUSINESS STUDIES

Question:

Rajat purchased a laptop for ₹ 80,000. After one week, the laptop screen stopped working. The company refused to replace the laptop even though it was in guarantee period. In which court should Rajat file a complaint?

- A State Commission
- B Supreme Court
- C District Commission
- D National Commission

Answer Given By Candidate: **C**

Question ID:5541432

Section Name:BUSINESS STUDIES

Question:

Karan bought a luxury, high-end car for ₹ 1.5 Crore. It had developed some problem and since the seller did not solve the issue, Karan decided to file a complaint in the consumer court.

Identify the appropriate consumer forum where Karan can file a complaint under the Consumer Protection Act,2019.

- A National Commission
- B Supreme Court
- C District Commission
- D State Commission

Answer Given By Candidate: **D**

Question ID:5541433

Section Name:BUSINESS STUDIES

Question:

During the period of Diwali, people prefer to keep money at home and hence do not deposit money in the bank. There are also frequent withdrawals from the ATM in the form of cash. Due to this , banks all over the country may face the problem of low liquid cash. Identify the money market instrument that the bank can use to solve their financial problem.

- A Treasury Bill
- B Commercial Paper
- C Certificate of Deposit
- D Commercial Bill

Answer Given By Candidate: **Not Attempted**

Question ID:5541434

Section Name:BUSINESS STUDIES

Question:

Anek Ltd. Issued a public offer to raise ₹ 70 lakh equity from primary market. In the process of floating the issue, it incurred certain expenses like brokerage, commission, printing of application, advertising etc. Identify the money market instrument that can be used for financing this cost.

- A Call money
- B Treasury bill
- C Commercial paper

D Commercial billAnswer Given By Candidate:**Not Attempted****Question ID:5541435****Section Name:**BUSINESS STUDIES**Question:**

Match List I with List II

List I	List II
A. Right issue	I. Securities are offered to issuing houses or stock brokers
B. Offer through Prospectus	II. Institutional investors
C. Private placement	III. Privilege to existing shareholders
D. Offer for sale	IV. Most popular method of raising funds

Choose the correct answer from the options given below:

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

Answer Given By Candidate:**B****Question ID:5541436****Section Name:**BUSINESS STUDIES**Question:**

Identify the example of financial incentive that is used to motivate the individuals at job.

- A Career Advancement Opportunity
- B Job Security
- C Retirement Benefits
- D Job Enrichment

Answer Given By Candidate:**C****Question ID:5541437****Section Name:**BUSINESS STUDIES**Question:**

Which of the following is not the characteristics of Entrepreneurship?

- A Contribution to GDP
- B

Systematic Activity

- C Innovation
- D Risk-taking

Answer Given By Candidate: **A**

Question ID:5541438

Section Name:BUSINESS STUDIES

Question:

Identify the type of organisation which emerges due to social interaction among employees at job.

- A Formal Organisation
- B Divisional Organisation
- C Informal Organisation
- D Financial Organisation

Answer Given By Candidate: **C**

Question ID:5541439

Section Name:BUSINESS STUDIES

Question:

Even after New Economic Policy 1991, foreign companies found it extremely difficult to cut through the bureaucratic red tape to get permits for doing business in India. Identify the dimension of business environment which posed a hurdle for foreign companies.

- A Technological environment
- B Social environment
- C Political environment
- D Legal environment

Answer Given By Candidate: **C**

Question ID:5541440

Section Name:BUSINESS STUDIES

Question:

One of the economic reforms that was introduced in 1991 led to freedom in deciding the scale of business activities as well as freedom in fixing the prices of goods and services.

Identify the economic reforms.

- A Privatization
- B Liberalization
- C Globalization

D Disinvestment

Answer Given By Candidate:**Not Attempted**

Passage:

Read the case given below and answer the questions.

Matilda is the CEO of Inflorescent Ltd. This year she wants to expand her business and get a growth in profit by 30%. To achieve this target, she has divided the entire work of the organisation into 4 divisions. Each division will be headed by a manager. Each manager will identify 3 workers each who are hardworking and send them for training to increase their efficiency. The Managers also have to decide the best way to do the work. Mr. Aream, who is the manager of the production department has set a chart that all the workers will follow while producing the product. The chart will help in minimising the unnecessary movement. Matilda has also given instructions to all the department managers that they must avoid dual-subordination. To ensure that all the managers are able to achieve their individual targets, Matilda has duly assigned authority to each manager.

Question ID:5541441

Section Name:BUSINESS STUDIES

Question:

Matilda has divided the organisation into four different departments to increase the efficiency of her organisation. Identify the principle of Management followed by her.

- A Scalar Chain
- B Division of work
- C Unity of command
- D Equity

Answer Given By Candidate:**B**

Question ID:5541442

Section Name:BUSINESS STUDIES

Question:

The manager of the production department, Mr. Aream has created the chart to minimise unnecessary movement. Identify the technique of scientific management followed by him.

- A Fatigue Study
- B Time Study
- C Motion Study

D Method Study

Answer Given By Candidate: **C**

Question ID:5541443

Section Name:BUSINESS STUDIES

Question:

By assigning each manager authority, Matilda has followed one of the principles of the management. Identify the principles followed by Matilda.

- A Scalar Chain
- B Unity of command
- C Co-operation not individualism
- D Authority and Responsibility

Answer Given By Candidate: **D**

Question ID:5541444

Section Name:BUSINESS STUDIES

Question:

Identify the principle of management Matilda needs to follow to avoid dual-subordination.

- A Unity of command
- B Authority and Responsibility
- C Unity of Direction
- D Scalar Chain

Answer Given By Candidate: **A**

Question ID:5541445

Section Name:BUSINESS STUDIES

Question:

Identify the principle of management from the above case study when each manager has to identify and send 3 workers for training.

- A Co-operation not individualism
- B Harmony not discord
- C Science not rule of thumb
- D Development of each and every person to his greatest efficiency and prosperity

Answer Given By Candidate: **D**

Passage:

Read the following passage and answer the question based on it.

Sneha is the HR manager of “Delta Communications Ltd”. As a part of her quarterly exercise, she conducted workload and workforce analysis for each department. On the basis of this, she placed an advertisement in a leading newspaper for two junior accountants and after discussion with Finance manager, drafted a letter of vertically shifting Mr. sharma from lower level to higher level of Internal auditor. However, it took her around one month’s time to shortlist candidates for position of junior accountant. As a part of selection process, a written test was conducted for all the candidates in order to judge their level of knowledge and proficiency.

Question ID:5541446

Section Name:BUSINESS STUDIES

Question:

Identify internal source of recruitment used by Sneha.

- A Transfer
- B Promotion
- C Recommendation
- D Employment exchange

Answer Given By Candidate:B

Question ID:5541447

Section Name:BUSINESS STUDIES

Question:

Which step in the process of Staffing did Sneha perform by workload and workforce analysis?

- A Selection
- B Recruitment
- C Estimating manpower requirement
- D Performance appraisal

Answer Given By Candidate:C

Question ID:5541448

Section Name:BUSINESS STUDIES

Question:

Identify external source of recruitment used by Sneha.

- A Advertising

- B Web Publishing
- C Casual callers
- D Direct recruitment

Answer Given By Candidate: **A**

Question ID: **5541449**

Section Name: BUSINESS STUDIES

Question:

Identify the limitations of external source of recruitment highlighted in the above case.

- A Dissatisfaction among existing staff
- B Lengthy process
- C Costly process
- D Danger of inbreeding

Answer Given By Candidate: **B**

Question ID: **5541450**

Section Name: BUSINESS STUDIES

Question:

Identify the test conducted by the organisation at the time of selection.

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

Answer Given By Candidate: **Not Attempted**
