

GALA MODEL QUESTION

QUESTION PAPER 1

[Board's Sample Question Paper For Annual Exam]

[Total Marks]

Time : 3 Hours]

Instructions : (1) In this question paper, there are total **five** (A, B, C, D, E) and **65** questions.
(2) Figures to the right indicate full marks of the question.
(3) Write answer to question as per instruction.
(4) New section to be written from new page.

SECTION A

Answer the following questions by selecting the correct option from the options : [Questions 1 to 20 - 1 mark each]

1. How many levels of management are there?
(a) One (b) Two (c) Three (d) Four
2. How many are the functional areas of management?
(a) Three (b) Four (c) Five (d) Seven
3. One is given Degree for doctor's profession.
(a) LL.B. (b) M.B.A. (c) M.Com. (d) M.B.B.S.
4. Who was the promoter of neo-classical thought?
(a) Herzberg (b) Henry Fayol (c) Frederick Taylor (d) Elton Mayo
5. What is the first step of planning process?
(a) Defining objectives (b) Clarifying planning premises
(c) Preparing alternative (d) Formation of subsidiary plan
6. Which of the following is the element of planning?
(a) Continuous process (b) Controlling (c) Directing (d) Rules
7. Which is the second step after recruitment?
(a) To get promotion (b) Selection (c) Training (d) Transfer
8. In which year Abraham Maslow presented the principle of hierarchy of needs?
(a) 1917 (b) 1932 (c) 1943 (d) 1953
9. Which function of management is known as the father of controlling?
(a) Organization (b) Staffing (c) Directing (d) Planning
10. One of the experts compared planning and control with what?
(a) Teacher and Student (b) Mother and Father (c) Uncle and Aunty (d) Twins
11. How many types of capital structure are there?
(a) Two (b) Three (c) Four (d) Five
12. With whom does the foreign investment institution needs to get registered?
(a) Company registrar (b) Court (c) Stock exchange (d) SEBI
13. Who issues treasury bills on behalf of Indian Government?
(a) State Bank of India (b) Reserve Bank of India
(c) Central Bank of India (d) Financial Institutions
14. In which year Depository Act came into existence?
(a) 1991 (b) 1992 (c) 1995 (d) 1996

5. Which out of the following mentioned matter is not included in Marketing Mix?
(a) Price (b) Product (c) Distribution (d) Packing
6. Producer → Consumer, what type of distribution system is this?
(a) Zero level distribution (b) Single level distribution
(c) Double level distribution (d) Three level distribution
7. In which court, can the public interest litigation be filed?
(a) Criminal Court (b) Civil Court (c) District Court (d) Supreme Court
8. When was the Consumer Protection Act passed?
(a) 1956 (b) 1932 (c) 1986 (d) 2015
9. At present, which act is prevalent for foreign exchange in India?
(a) FERA (b) FECA (c) FESA (d) FEMA
10. How is India's currency symbolized?
(a) Rupees (b) Rs (c) ₹ (d) Я

SECTION B

Answer the following questions in one sentence each:

10

[Questions 21 to 30 – 1 mark each]

1. Give the full form of IIM.
2. What is other name of middle level of management?
3. State any two types of budget.
4. At which level of management function does controlling take place?
5. Mention any two components of fixed capital.
6. By whom are stock exchanges regulated in India?
7. Which is the first function of marketing process?
8. Who is at the centre in marketing management?
9. What proof should compulsorily be produced by the consumer to prove his purchase?
10. Into how many parts can business environment be divided?

QUESTION PAPER 2

[Total Marks : 100]

Time : 3 Hours]

Instructions : As per Question Paper 1.

SECTION A

Answer the following questions by selecting the correct option from the given options : [Questions 1 to 20 - 1 mark each] 20

1. What is the other name of bottom level management?
(a) Functional level (b) Workers' level (c) Policy making level (d) Officers' level
2. If planning is the brain of business, then what is organization?
(a) Heart (b) Limbs (c) Physical Structure (d) Blood
3. Which of the following is not included in Human Resource Management?
(a) Repairing and maintenance (b) Training and development
(c) Promotion and transfer (d) Recruitment and selection
4. Who is the promoter of scientific management?
(a) Peter F. Drucker (b) Henry Fayol (c) Frederick Taylor (d) Luther Gulick
5. What is pre-condition for successful planning?
(a) Long-term (b) Short-term (c) Organization (d) Flexibility
6. Which is the last step of planning process?
(a) Evaluation of plan (b) Selection of best plan
(c) Verification of planning (d) Determination of alternatives
7. Which test decides the ability of the candidate?
(a) IQ test (b) Aptitude test (c) Psychological test (d) Trade test
8. At which level of management, direction is required?
(a) Bottom (b) Middle (c) Top (d) Every levels
9. Controlling takes place at level.
(a) every (b) top (c) middle (d) bottom
10. Controlling is not a process.
(a) continuous (b) internal (c) rigid (d) dynamic
11. From which capital is dividend paid?
(a) Paid up capital (b) Authorised capital (c) Called up capital (d) Working capital
12. Decisions of investment means ...
(a) Capital cost (b) Capital budgeting
(c) Capital structure (d) Ploughing back of profit
13. How many types of orders are there in purchase-sales of securities?
(a) Two (b) Three (c) Four (d) Five
14. What is the limit of treasury bills?
(a) 182 days (b) 365 days (c) 14 days (d) 90 days
15. In marketing management, is at the centre.
(a) product (b) production (c) customer (d) profit

16. What is to be done by promotion?
- (a) Increasing the price (b) Increasing the sales
(c) Increasing the production (d) Making necessary changes in the product
17. How many members exist in the District Level Forum?
- (a) Total 3 (b) At least 3 (c) At least 4 (d) Total 2
18. Every year, at international level, which day is celebrated as 'World Consumer Rights Day'?
- (a) 15th January (b) 15th March (c) 15th August (d) 15th December
19. In which year did Essential Commodities Act came into existence?
- (a) 1951 (b) 1955 (c) 1969 (d) 1986
20. In which year did liberalization, privatization and globalization started in India?
- (a) 1951 (b) 1991 (c) 2001 (d) 2011

SECTION B

Answer the following questions in one sentence each:

[Questions 21 to 30 – 1 mark each]

21. What is science?
22. Which level of management does the function of machinery layout and repairing?
23. State the types of budget.
24. What are the standards or parameters?
25. For which type of security issue the expense is comparatively less?
26. When was Bombay Stock Exchange established?
27. What is branding?
28. Give meaning of 'publicity'.
29. Give the full form of CERC.
30. When can there be an increase in per capita income?

QUESTION PAPER 3

Time : 3 Hours]

[Total Marks : 100

Instructions : As per Question Paper 1.

SECTION A

Answer the following questions by selecting the correct option from the given options : [Questions 1 to 20 - 1 mark each]

1. What type of an activity is management?
(a) Universal (b) Inefficient (c) Defining objectives (d) Transparent
2. Who are included in top level of management?
(a) Experts (b) Workers (c) Board of Directors (d) Departmental Heads
3. What does management association frame for its own profession?
(a) Inconsistency (b) Improper (c) Code of conduct (d) Decisions
4. Who was the founder of the principles of management by objective?
(a) Peter F. Drucker (b) Frederick Taylor (c) Henry Fayol (d) Max Weber
5. Which of the following plans determines the objectives of business?
(a) Strategic plan (b) Standing plan (c) Single use plan (d) Tactical plan
6. Planning function means
(a) Routine function (b) Fixed function (c) Function of choice (d) Difficult function
7. Selection procedure for non-managerial staff is
(a) difficult (b) short and simple (c) expensive (d) long and special
8. How many are main elements of directing?
(a) Seven (b) Six (c) Five (d) Four
9. is the first stage of the controlling process.
(a) Measuring performance
(b) Comparing actual performance against set standards
(c) Corrective action
(d) Setting standards
10. Without what the industrial unit is compared to chariot without charioteer?
(a) Planning (b) Arrangement (c) Co-ordination (d) Controlling
11. By which other name is the objective of wealth maximisation known?
(a) Social welfare (b) Capital investment (c) Net present value (d) Trading on equity
12. With what is financial management related?
(a) Finance function (b) Finance market (c) Capital market (d) Stock exchange
13. Securities market having maturity period of one year or less than one year means
(a) Capital market (b) Primary market (c) Money market (d) Secondary market
14. How much days transaction is call money?
(a) One (b) Two (c) Three (d) Five

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15. Which of the following is the function of a marketing manager?
 (a) Making the goods consumable (b) Storages of goods
 (c) Market segmentation (d) Sales
16. What will show all the information in detail about the product?
 (a) Logo (b) Label (c) Packaging (d) Trademark
17. Members of which commission are appointed by the Central Government?
 (a) District level (b) State level (c) National level (d) International level
18. Who has introduced the principles of Trusteeship?
 (a) Jawaharlal Nehru (b) Shubhash Chandra Bose (c) Indira Gandhi (d) Gandhiji
19. In which year did Trade Mark Act came into existence?
 (a) 1951 (b) 1955 (c) 1999 (d) 1986
20. In which out of the below mentioned economy 'Free Trade' is seen?
 (a) Socialism (b) Capitalism (c) Mixed economy (d) Communism

SECTION B

Answer the following questions in one sentence each:

10

[Questions 21 to 30 - 1 mark each]

21. Give the full form of MBA.
22. Give functional areas of management.
23. When is the principle of 'Look and Leap' adopted?
24. With which functions of management is planning closely related?
25. In which form dividend can be paid to the shareholders?
26. Which is the first depository of India?
27. What is sales promotion?
28. What is called marketing mix?
29. Give the full form of CGSI.
30. Give the full form of GST.

QUESTION PAPER 4

Time : 3 Hours]

[Total Marks : 100

Instructions : As per Question Paper 1.

SECTION A

Answer the following questions by selecting the correct option from the given options : [Questions 1 to 20 - 1 mark each] 20

1. What is called the art of getting work done from others ?
(a) Planning (b) Management (c) Directing (d) Co-ordinating
2. Which of the following is not included in any of the level of management ?
(a) Supervisor (b) Jobber (c) Worker (d) Accounts officer
3. Which of the following is the function of Marketing management ?
(a) Distribution of income (b) Production (c) Product-mix (d) Use of finance
4. What are the principles of management ?
(a) Result of experience (b) Management decide it
(c) Decided by experiments (d) Managers decide it
5. Planning is related to
(a) past (b) present (c) production (d) future
6. How the unit will function with which philosophy during its life time. The matter deciding that is called
(a) policy (b) programme (c) method (d) business objective
7. The main function of Human Resource Management is
(a) Increase in sales (b) Quality control (c) Man power planning (d) Production
8. What is called the process of achieving an expected goal by giving incentives ?
(a) Motivation (b) Supervision (c) Training (d) Guidance
9. is the process of maintaining balance between efforts and results and between resources and objectives.
(a) Directing (b) Staffing (c) Co-ordinating (d) Controlling
10. Which is not the function of controlling ?
(a) Progress of activities (b) Comparison with set standards
(c) Determining objectives (d) Getting information about deviations
11. On which concept is the approach to the wealth maximisation based ?
(a) Profitability (b) Social responsibility (c) Present value of wealth (d) Cash flow
12. Capital structure is a combination of owned capital and
(a) debt (b) debtors (c) assets (d) securities
13. Market for sale of new issues securities means
(a) stock exchange (b) primary market (c) secondary market (d) speculation market
14. When was Bombay Stock Exchange established ?
(a) 1875 (b) 1894 (c) 1990 (d) 1996

15. Which is the most popular, important and acceptable tool of promotion?
 (a) Market Segmentation (b) Sales (c) Advertisement (d) Price
16. In which concept of marketing management, emphasis is put on availability and price of the product?
 (a) Concept of production (b) Concept of product
 (c) Concept of selling (d) Marketing concept
17. Out of the following, which has not been included in the Consumer Protection Act, 1986 as consumers' right?
 (a) Protection (b) Basic Needs (c) Awareness (d) Choice
18. To stop environment being polluted, which mark plan has been published by Government of India?
 (a) AGG mark (b) Hall mark (c) Eco mark (d) ISI mark
19. The economic system in which producers have right to take all the decisions with reference to economic activity, means
 (a) Socialism (b) Mixed economy (c) Capitalism (d) Communism
20. What is called the process of transferring ownership and management of public enterprises to private units?
 (a) Liberalization (b) Modernization (c) Privatization (d) Merger

SECTION B

Answer the following questions in one sentence each:

[Questions 21 to 30 - 1 mark each]

10

21. Give the full form of CEO.
22. Who are included in middle level of management?
23. In which fields is planning found?
24. What is deviation?
25. Why depreciation is not charged on the assets in which working capital is invested?
26. At what price treasury bills are issued?
27. What do you mean by zero level distribution system?
28. What is personal selling?
29. In which courts can public interest litigation be filed?
30. Give the full form of FEMA.

SECTION C

Time : 3 Hours]

Instructions : As per Question Paper 1.

SECTION A

Answer the following questions by selecting the correct option from the given options : [Questions 1 to 20 - 1 mark each]

1. What is the method that puts knowledge easily into practice called?
(a) Profession (b) Science (c) Art (d) Direction
2. What is the measure of business efficiency and success?
(a) Sales (b) Profit (c) Employees (d) Loss
3. How many functions of management are given by Luther Gullik?
(a) Three (b) Four (c) Five (d) Seven
4. If employee does not get appropriate compensation then what rises?
(a) Labour turnover (b) Promotion of labour (c) Absence of labour (d) Decline of labour
5. Decisions and strategies are decided by management for accomplishment of objectives are known as
(a) programme (b) policy (c) rules (d) budget
6. How many elements of planning are there?
(a) Four (b) Five (c) Six (d) Seven
7. Employees are for business.
(a) equal to capital (b) responsibility (c) strength (d) invaluable assets
8. Which function of the management process sees that the work is performed according to planning?
(a) Organization (b) Training (c) Directing (d) Controlling
9. Which of these is related to financial incentives?
(a) Promotion (b) Appreciation (c) Job security (d) Appreciation of work and reward
10. What is called barometer to measure efficiency of management?
(a) Planning (b) Organization (c) Directing (d) Controlling
11. Capital structure having proper ratio of equity and debts means ...
(a) optimum capital structure (b) simple capital structure
(c) working capital structure (d) equilibrium capital structure
12. What is called Gross working capital?
(a) Total fixed assets (b) Total current assets
(c) Total stable assets (d) Total non-current assets
13. Below mentioned instrument is instrument of money market?
(a) Debentures (b) Government bond (c) Treasury bills (d) Equity share
14. In how many parts is financial market divided?
(a) Two (b) Three (c) Four (d) Five
15. What is the main objective of branding?
(a) Making the product more durable
(b) Manufacturing the product according to law
(c) Advertising the product
(d) Differentiating company's product from the competitors

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16. What can happen because of excessive advertisement expenses?
 (a) It raises price of the product. (b) The product becomes more attractive.
 (c) It improves quality of the product. (d) The product is available everywhere.
17. Which one of the following options is not included as Redressal Forum according to the Consumer Protection Act?
 (a) Lok adalat (b) District level forum
 (c) State level commission (d) National level commission
18. The most of the consumer institutions working voluntarily are member of which institution?
 (a) CCC (b) CUTS (c) CPC (d) CERC
19. What is formed at international level for the development of trade and industry of the entire world?
 (a) FEMA (b) FERA (c) WTO (d) GATT
20. Which of the following is not the benefit of privatization?
 (a) Increase in productivity (b) Absence of political interference
 (c) Exploitation of employees (d) Use of modern technology

SECTION B

Answer the following questions in one sentence each :

10

[Questions 21 to 30 – 1 mark each]

21. What is management?
22. What are the elements included in product-mix?
23. Which plan determines the objective of business?
24. Which external factors jeopardize the very existence of a business?
25. Which type of shares must be issued by a company procuring capital fund by issuing securities?
26. What is contract note?
27. When is the system of distribution through mediator used?
28. What is stated in labelling?
29. Why is the bill necessary for the product purchased?
30. When can there be an increase in per capital income?

QUESTION PAPER 6

Time : 3 Hours]

[Total Marks : 100

Instructions : As per Question Paper 1.

SECTION A

Answer the following questions by selecting the correct option from the given options : [Questions 1 to 20 - 1 mark each] 20

1. Which level of management is known as level of officer's level?
(a) Top level (b) Middle level (c) Bottom level (d) Operational level
2. How many functions of management are shown by Koontz and O'Donnell?
(a) Three (b) Four (c) Five (d) Seven
3. Various functions of management like Planning, Organization, direction, controlling, etc. become effective because of
(a) leadership (b) communication (c) supervision (d) co-ordination
4. Which Psychologist did 'Howrthorne' experiments?
(a) Henry Fayol (b) Max Weber (c) Gilbreath (d) Elton Mayo
5. "Task of planning is choosing." The writer giving this definition is
(a) Koontz (b) Dr George R. Terry (c) Bill Goetz (d) Urvik David
6. What has been established by central government in India by accepting importance of planning?
(a) Planning association (b) Planning arbitrator
(c) Planning committee (d) Planning commission
7. Which test is conducted to know the nature and self-confidence of the employee?
(a) IQ test (b) Trade test (c) Aptitude test (d) Psychological test
8. What is the process of sending information in the form of report from bottom level to top level?
(a) Communication (b) Reporting (c) Correspondence (d) Postal services
9. What type of function is controlling?
(a) Negative (b) Positive (c) Quantitative (d) Qualitative
10. What should be done when the organization obtains better results than set standards?
(a) Improve and set lower standards (b) Improve and set higher standards
(c) No change in set standards (d) To remove standards
11. Excess of current assets over current liabilities means
(a) Positive working capital (b) Negative working capital
(c) Equilibrium working capital (d) Gross working capital
12. What is considered as measurement in wealth maximization approach?
(a) Accounting profit (b) Cash flow (c) Net profit (d) Gross profit
13. Who regulates organized money market?
(a) SEBI (b) State Bank of India (c) Reserve Bank of India (d) Financial Institutions
14. From whom certificate of registration is to be obtained by a depository before starting its operation?
(a) Stock Exchange (b) Central Government (c) SEBI (d) Reserve Bank of India

15. What is Marketing Mix in marketing management?
 (a) Product, Production, Physical Distribution and Price
 (b) Product, transportation, market and customer
 (c) Product, competitors, government and others
 (d) Product, price, promotion and physical distribution
16. When a producer labels a name, logo, design, number, etc. to distinguish own product from the products of other producers; what is it called?
 (a) Packaging (b) Branding (c) Labelling (d) Standardization
17. With which consumer protection organizational set up, Ahmedabad is connected?
 (a) Consumer Education and Research Centre (b) Consumer Guidance Society of India
 (c) Consumer Unity and Trust Society (d) Consumer Co-ordination Council
18. Complaint upto ₹ 20 Lakhs claim amount is attended and redressal is made by
 (a) State level commission (b) District level forum
 (c) National level commission (d) International forum
19. Which of the following option is benefit of privatization?
 (a) Misuse of power by the top bureaucrats
 (b) Unequal distribution of income and wealth
 (c) Exploitation of consumers
 (d) Production of quality goods and services
20. When public sector unit offer some portion of their capital to general public for purchase, what is it called?
 (a) Capitalization (b) Disinvestment (c) Amalgamation (d) Merger

SECTION B

Answer the following questions in one sentence each:

[Questions 21 to 30 - 1 mark each]

21. Which level of management follows the order and instruction given by chief executive officer?
22. Which is the functional institutions within India and Internationally giving education about management?
23. Give full form of O.R.
24. Why is it necessary to measure performance?
25. What does capital structure consist of?
26. Give the full form of NSDL.
27. Give meaning of market research.
28. What is indirect sale?
29. Which two rights are favoured by the United Nations Organization in its directive for the consumer?
30. At present, which act is prevelant for foreign exchange in India?

SECTION C