

20x1=20

I. Choose the correct answer:

1. Scientific management is developed by .....  
a) Fayol                      b) Taylor                      c) Mayo                      d) Jacob
2. How many times a security can be sold in a secondary market?  
a) only one time              b) two times              c) three times              d) multiple times
3. Capital market do not provide .....  
a) short term funds              b) debenture funds              c) equity funds              d) long term funds
4. Money Market Institutions are .....  
a) Investment Houses              b) Mortgage Banks  
c) Reserve Bank of India              d) Commercial banks and Discount Houses
5. Human resource is a ..... asset.  
a) Tangible                      b) Intangible                      c) Fixed                      d) Current
6. The poor quality of selection will mean extra cost on ..... and supervision.  
a) training                      b) recruitment                      c) work quality                      d) none of these
7. The spot market is classified on the basis of .....  
a) commodity                      b) transaction                      c) regulation                      d) time
8. Selling goods / services through internet is .....  
a) Green Marketing              b) E-business              c) Social Marketing              d) Meta Marketing
9. Match the following:  
1. Caveat Emptor                      - i) Let the seller beware  
2. The Consumer Protection Act                      - ii) Let the buyer beware  
3. Caveat Venditor                      - iii) 1991  
4. The Public Liability Insurance Act                      - iv) 1986  
a) 1 (i)    2 (iv)    3 (ii)    4 (iii)  
b) 1 (i)    2 (iii)    3 (ii)    4 (iv)  
c) 1 (ii)    2 (iv)    3 (i)    4 (iii)  
d) 1 (ii)    2 (i)    3 (iv)    4 (iii)
10. .... is the king of modern marketing.  
a) Consumer                      b) Wholesaler                      c) Producer                      d) Retailer
11. The International Organisation of Consumers Unions (IOCU) was first established in .....  
a) 1960                      b) 1965                      c) 1967                      d) 1987

12. .... results from the removal of barriers between national economies to encourage the flow of goods, services, capital and labour.  
a) Privatisation              b) Liberalisation              c) Globalisation              d) Foreign trade
13. Which of the below constitutes the essential element of contract of sale?  
a) two parties                      b) transfer of property                      c) price                      d) all of the above
14. Section 6 of Negotiable Instruments Act 1881 deals with .....  
a) promissory note              b) bills of exchange              c) cheque                      d) none of the above
15. Which of the below is not classified into managerial functions?  
a) Planning                      b) Marketing                      c) Organizing                      d) Controlling
16. .... entrepreneur supply services unlike.  
a) Hoteliers                      b) Banking                      c) Airlines                      d) Livestock
17. The expansion of SEED is .....  
a) Science for Equity Shares and Development  
b) Science for Equity Empowerment and Development  
c) Scheme for Equal Empowerment and Development  
d) Study for Equity Empowerment and Development
18. .... company can issue stock.  
a) Public                      b) Private                      c) One person                      d) Small
19. A person shall hold office as a director in ..... companies as per the Companies Act, 2013.  
a) 5 companies                      b) 10 companies                      c) 20 companies                      d) 15 companies
20. Sale of Goods Act was passed in the year .....  
a) 1940                      b) 1997                      c) 1930                      d) 1960

PART – II

Answer any seven questions in which question no. 30 is compulsory:

7x2=14

21. Who is a manager?
22. What are the objectives of MBO?
23. What is Mutual Fund?
24. What is a CD market?\*
25. What do you understand about bio data?
26. Define Product.
27. Give two examples of adulteration.
28. What is meant by a cheque?

29. What is share?
30. You have been appointed as a proxy. What do you mean by proxy? Do you have voting rights?

**PART - III**

**Answer any seven questions in which question no. 40 is compulsory:** 7x3=21

31. What are the main duties of a manager?
32. Explain about factoring and venture capital institutions.
33. Explain stag and Lame Duck.
34. Write a short note on trainer and trainee.
35. What is meant by artificial scarcity?
36. What are the functions of the GST Council?
37. Discuss in detail the rights of an unpaid seller against the buyer personally.
38. List down few examples of pure entrepreneurship.
39. What is special resolution?
40. Why do you think the medical examinations of a candidate is necessary?

**PART - IV**

**Answer all the questions:** 7x5=35

41. a) Explain the main functions of management.  
(OR)  
b) Explain the characteristics of Money Market.
42. a) Distinguish between Stock Exchange and Commodity Exchange.  
(OR)  
b) What are the functions of SEBI?
43. a) What are the difference between on the job training and off the job training?  
(OR)  
b) Compare the concept of social marketing with service marketing.
44. a) What is voluntary consumer organisations? Explain its functions.  
(OR)  
b) Explain the advantages and disadvantages of liberalisation.

45. a) Classify goods under the Sale of Goods Act.  
(OR)  
b) Discuss the nature of functional entrepreneurs.
46. a) Discuss the preparation of a project report.  
(OR)  
b) State the qualification of Directors.
47. a) Briefly State different types of company meetings.  
(OR)  
b) What are the functions of Financial Markets?