

o cm

**TIME:3HRS**

**MAX MARKS: 80**

**NOTE:**

- i. All questions are compulsory.
- ii. Figures to the right indicate full marks for the questions.
- iii. Figures to the left indicate question numbers.
- iv. Answer to every major question should begin on a new page.

**Q.1.(A) Select the correct option and rewrite the sentences: (5)**

- (1) \_\_\_\_\_ open their shops on market days.  
(a) Street traders (b) Market traders (c) Peddlers.
- (2) \_\_\_\_\_ Act as a signature of the company.  
(a) Common seal (b) Common Sign (c) Common image.
- (3) The shares of Government Company are purchased in the name of \_\_\_\_\_.  
(a) Chief Minister (b) Defense Minister (c) President of India.
- (4) \_\_\_\_\_ means linking national economy to the world economy.  
(a) Globalization (b) Privatization (c) Liberalization.
- (5) Management uses \_\_\_\_\_ method of observation.  
(a) Unscientific (b) Artificial (c) Scientific.

**(B) Match the words from the following Group 'A' and Group 'B' correctly (5)**

Group 'A'	Group 'B'
(a) Peddlers	(1.) 49% paid up capital by Government.
(b) Liberalization	(2.) Intangible
(c) BHEL	(3.) Carry goods on heads
(d) Sole trading concern	(4.) One man show
(e) Management	(5.) Borderless economy
	(6.) Minimum two partners
	(7.) 51% paid up capital by Government
	(8.) Carry goods on carts
	(9.) Tangible
	(10.) Abolishing license policy

**(C) Find and write the odd one among the following: (5)**

1. Supervisor, Foremen, Finance manager, Office superintendent.
2. Pepsi, Coca-Cola, Dabur, Proctor & Gamble.
3. Sole Proprietorship, Joint Hindu family, Non-Government organizations (NGO), Partnership firm.
4. General stores, Hawkers, Cheap Jacks, Peddlers.
5. Lower level, Middle level, Higher level, Top level.

**(D) State True or False: (5)**

1. Letter of credit is required for obtaining export license.
2. Management is objective oriented.
3. Indian Co-operative Society's act was passed in the year 1912.
4. There is large scope for the initiative and skill in Departmental Organization.
5. There is no benefit of privatization to Indian economy.

**Q.2. Explain the following terms/concepts (Any four): (8)**

1. Top level management
2. Speciality shop
3. Managing Committee
4. Partnership firm
5. Globalization
6. Private Company

**Q3. Study the following case /situation and express your opinion (Any four): (12)**

1. Government of India is seriously thinking to allow oil marketing under public sector, by fixing their own price for petroleum products.
  - (i) Name the economic reform related to this decision.
  - (ii) Name other two factors recommended in new economic policy.



2. Anurag is selling goods to Japan. Kavita is buying goods from USA whereas Ganesh is buying raw material from South Africa and after processing it sells finished goods to Malaysia.

- (i) Who is exporter ?
- (ii) Who is importer ?
- (iii) What is entrepot trade ?

3. While working in a company, Pranav used to give order to his subordinates about what is to be done and which work is to be done? In this organization, various employees like Pratap are doing their work assigned by Pravin submit his report of work completion to Pranav after completing the work done by the employees like Pratap.

- (i) Identify different levels of management in above mentioned company?
- (ii) Find the level of Pranav in the management of company?
- (iii) Explain the functions and role of Pratap in his company

4. A central Government passes a statute in the parliament and forms a business organization which is having autonomy in administration and this organization is answerable to legislature.

- (i) Which type of organization is this?
- (ii) Give any one feature of this organization?
- (iii) Give any one example of this type of organization.

5. Mr. Raghunath is running business from last thirty years. This business is ancestral business of Mr. Raghunath, Kiran and Naman, two sons of Mr. Raghunath are helping him along with their wives.

- (i) Find out type of business.
- (ii) Who is Raghunath ?
- (iii) What Kiran and Naman are called?

**Q4. Distinguish between the following (Any Three):**

**(12)**

- (1) Itinerant Retailer and Fixed Shop Retailer
- (2) Private sector organization and Public sector organization
- (3) Sole trading concern and Co-operative society
- (4) Middle level management and Lower level management
- (5) Statutory Corporations and Government Company

**Q5. Answer the following in brief (Any five)**

**(20)**

1. State relation between the management and art.
2. What is Privatization? State the reasons of need for Privatization.
3. State the merits of Multinational Corporations.
4. Explain the features of Joint Stock Company.
5. Explain different types of partners.
6. Explain any two types of Large Scale Fixed Shop Retailers.
7. State the demerits of Departmental organization.

**Q6. Answer the following questions in detail (Any One)**

**(8)**

1. What is Management? State the characteristics of management in detail.
2. Define import trade. Explain its procedure in detail.

**ALL THE BEST**