

CUET UG 2025
Previous Year Question

1. Which of the following states that a specific and definite action is to be taken or not to be taken?

1. Rule
 2. Policy
 3. Strategy
 4. Procedure
-

2. The sum total of all individuals, institutions and other forces outside the control of a business firm but affecting its performance is called:

1. Business Management
 2. Business Environment
 3. Business Decision Making
 4. Entrepreneurship Development
-

3. The importance of consumer protection from the business point of view includes:

- (A) Social responsibility
- (B) Government intervention
- (C) Business uses its own resources
- (D) Long-term interest of business

Options:

1. (A) and (D) only
 2. (A), (B) and (C) only
 3. (A), (C) and (D) only
 4. (B), (C) and (D) only
-

4. If the workload of a manager is more than his capacity, which of the following can be used to offload work?

1. Delegation of authority
 2. Span of management
 3. Direct communication
 4. Close supervision
-

5. _____ is a continuous process because new jobs may be created and some existing employees may leave the organisation.

1. Planning
 2. Organising
 3. Staffing
 4. Controlling
-

6. Which of the following is related to the economic dimension of business environment?

1. Modes of transportation and communication facilities
 2. Life expectancy and expectations of workforce
 3. Licensing policy and government regulations
 4. Technological developments and innovations
-

7. Controlling improves future _____ by providing information derived from past experience.

1. Controlling
 2. Coordinating
 3. Communication
 4. Planning
-

8. Manju was shopping in a grocery store and searching for the FPO mark on a product. Which product would she have in her hand?

1. Pickle jar
 2. Shirt
 3. Bulb
 4. Gold necklace
-

9. Which function brings the management cycle back to planning?

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-
1. Organising
 2. Directing
 3. Controlling
 4. Staffing
-

10. Compensation refers to all forms of pay or rewards going to employees. Which of the following is an indirect payment?

1. Bonus
 2. Daily incentive
 3. Commission
 4. Employer-paid insurance
-

11. _____ in management is concerned with doing the right task, completing activities and achieving goals.

1. Effectiveness
 2. Efficiency
 3. Sustainability
 4. Quality
-

12. AMPM is a reputed wristwatch company. Due to changing trends the company decided to manufacture smartwatches. This reflects that:

1. Management is all pervasive
 2. Management is continuous
 3. Management is dynamic
 4. Management is an intangible force
-

13. Standardisation refers to the process of setting standards for business activities. This concept was emphasised by:

1. Koontz
 2. Maslow
 3. F.W. Taylor
 4. Henry Fayol
-

14. _____ is a philosophy that implies selective dispersal of authority because it propagates the belief that people are competent and capable.

1. Span of management
 2. Decentralisation
 3. Centralisation
 4. Democratic leadership
-

15. Providing real work environment for trainees is known as:

1. Vestibule training
 2. Programmed instruction
 3. Internship training
 4. Case study
-

16. Which of the following is NOT an aspect of staffing?

1. Training
 2. Authority
 3. Recruitment
 4. Selection
-

17. Which of the following cannot be considered as an element of directing?

1. Coordination
 2. Motivation
 3. Communication
 4. Supervision
-

18. Parsa developed a negative attitude towards work due to unsatisfactory performance appraisal. What may help him change his attitude?

1. Transfer
-

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2. Leave
 3. Motivation
 4. Coordination
-

19. _____ ensures judging the accuracy of standards.

1. Directing
 2. Organising
 3. Planning
 4. Controlling
-

20. Which of the following cannot file a complaint under the Consumer Protection Act 2019?

1. An ignorant consumer
 2. A person obtaining goods without consideration
 3. Legal representative of deceased consumer
 4. Central government
-

21. Which of the following cannot be a characteristic of an entrepreneur?

1. Desire to succeed
 2. Risk averse
 3. Innovative
 4. Leader
-

22. Which factor is NOT responsible for emergence of entrepreneurship?

1. Education
 2. Family background
 3. Government support
 4. Future certainty
-

23. _____ involves setting objectives, developing appropriate courses of action and providing a rational approach to achieve objectives.

1. Planning
 2. Organising
 3. Coordination
 4. Controlling
-

24. Providing synchronisation of efforts of different organisational units is known as:

1. Planning
 2. Organising
 3. Controlling
 4. Coordinating
-

25. _____ provides useful insights to managerial behaviour and influences managerial practices.

1. Organisational objectives
 2. Principles of management
 3. Leadership traits
 4. Dimensions of business environment
-

26. Which of the following are limitations of internal sources of recruitment?

- (A) Scope for fresh talent is reduced
- (B) Employees are motivated to improve performance
- (C) Employees may not take challenging tasks
- (D) Competitive environment may be boosted

Options:

1. (A) and (D) only
 2. (A) and (C) only
 3. (A), (B) and (D) only
 4. (B), (C) and (D) only
-

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27. Which of the following are features of a profession?

- (A) Well-defined body of knowledge
- (B) Existence of theoretical knowledge
- (C) Entry restricted through examination
- (D) Dominance of service motive

Options:

1. (A) and (D) only
 2. (A), (B) and (C) only
 3. (A), (B) and (D) only
 4. (A), (B), (C) and (D)
-

28. Planning involves defining:

- (A) Setting objectives
- (B) Deciding on plans and strategies
- (C) Allocating resources
- (D) Motivating people

Options:

1. (A) and (B) only
 2. (A), (B) and (C) only
 3. (B), (C) and (D) only
 4. (A) and (C) only
-

29. Controlling is important for:

- (A) Judging accuracy of standards
- (B) Ensuring creativity in organisation
- (C) Facilitating coordination in action
- (D) Efficient use of resources

Options:

1. (A) and (D) only
 2. (A), (B) and (C) only
 3. (A), (C) and (D) only
 4. (B), (C) and (D) only
-

30. Match List-I with List-II:

List-I
(Principles
)

List-II (Statement)

- | | |
|------------------------|--|
| (A) Equity | (I) To ensure obedience to organisational rules |
| (B) Unity of direction | (II) Kindness and justice in behaviour towards workers |
| (C) Order | (III) A group of activities with common objectives must have one head and one plan |
| (D) Discipline | (IV) Every employee must be in his appointed place |

(C) Order

(III) A group of activities with common objectives must have one head and one plan

(D) Discipline

(IV) Every employee must be in his appointed place

Options:

1. A-I, B-II, C-IV, D-III
 2. A-II, B-III, C-IV, D-I
 3. A-II, B-I, C-III, D-IV
 4. A-III, B-IV, C-I, D-II
-

31. Match List-I with List-II:

List-I

List-II

- | | |
|--------------|--|
| (A) Strategy | (I) Prescribed way of doing a task |
| (B) Method | (II) Detailed statements about a project |
-

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(C) Programm e (III) Exact manner in which an activity is to be done

(D) Procedure (IV) Comprehensive plan for accomplishing objectives

Options:

1. A-IV, B-III, C-II, D-I
2. A-II, B-IV, C-III, D-I
3. A-I, B-III, C-II, D-IV
4. A-IV, B-II, C-I, D-III

32. Match List-I with List-II:

List-I (Business Environment)

List-II (Dimension)

(A) Economic

(I) KYC compliance mandatory in mutual fund investment

(B) Social

(II) Construction companies prefer long-term interest rates

(C) Legal

(III) Government maintains stability and peace

(D) Political

(IV) Rise in demand for goods during festivals

Options:

1. A-II, B-IV, C-I, D-III
2. A-III, B-IV, C-I, D-II
3. A-IV, B-II, C-I, D-III
4. A-II, B-III, C-IV, D-I

33. Match List-I with List-II:

List-I (Importance of Organising)

List-II

(A) Development of personnel

(I) Survive and grow despite changes

(B) Adaptation to change

(II) Stimulating creativity among managers

(C) Expansion and growth

(III) Clear description of jobs

(D) Effective administration

(IV) Allows enterprise to add more job positions

Options:

1. A-II, B-I, C-IV, D-III
2. A-I, B-III, C-II, D-IV
3. A-III, B-IV, C-I, D-II
4. A-II, B-IV, C-I, D-III

34. Match List-I with List-II:

List-I

List-II

(A) Supervision

(I) Exchange of ideas and facts

(B) Motivation

(II) Encouraging subordinates with zeal

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(C) Leadership (III) Direct guidance and control

(D) Communication (IV) Influencing the behaviour of subordinates

Options:

1. A-III, B-II, C-IV, D-I
 2. A-IV, B-I, C-II, D-III
 3. A-I, B-II, C-III, D-IV
 4. A-III, B-IV, C-II, D-I
-

35. Arrange the following steps of planning process in the correct sequence:

- (A) Making assumptions about the future
- (B) Selecting the best alternative
- (C) Weighing pros and cons of alternatives
- (D) Monitoring the plan

Options:

1. A, B, C, D
 2. A, C, B, D
 3. C, A, B, D
 4. B, C, D, A
-

36. Arrange the following stages of staffing process in the correct order:

- (A) Searching for employees
- (B) Issuing offer letter
- (C) Presentation about company
- (D) Determining manpower requirement

Options:

1. D, A, C, B
 2. A, B, C, D
 3. C, B, D, A
 4. B, C, A, D
-

37. Arrange the following stages of motivation in correct order:

- (A) Unsatisfied need
- (B) Search behaviour
- (C) Drives
- (D) Reduction of tension

Options:

1. A, C, B, D
 2. C, A, B, D
 3. A, B, C, D
 4. C, B, D, A
-

38. Arrange the following steps in controlling process in correct order:

- (A) Correcting deviations
- (B) Setting standards
- (C) Measuring performance
- (D) Analysing deviations

Options:

1. B, C, D, A
 2. C, B, D, A
 3. B, A, C, D
 4. C, D, B, A
-

39. Arrange the following steps in organising process in correct order:

- (A) Grouping similar activities
- (B) Dividing work
- (C) Establishing authority relationships
- (D) Allocating work to employees

Options:

1. B, A, C, D
 2. A, B, C, D
 3. C, B, A, D
 4. A, C, D, B
-

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40. Which statement is true regarding the nature of management?

1. It has features of both science and art
 2. It is not an art
 3. It is an exact science
 4. It is a fully recognised profession
-

1. Functional foremanship
 2. Discipline
 3. Unity of command
 4. Scalar chain
-

41. Planning involves:

1. Setting objectives only
 2. Deciding actions and strategies
 3. Allocation of resources
 4. All of the above
-

1. Equity
 2. Discipline
 3. Authority
 4. Unity of command
-

42. Which of the following ensures coordination among different departments?

1. Planning
 2. Organising
 3. Coordination
 4. Controlling
-

46. Which management principle states that employees should receive fair treatment?

47. Which function ensures right person at right job?

1. Planning
 2. Staffing
 3. Directing
 4. Controlling
-

43. Which of the following is an economic environment factor?

1. Government regulations
 2. Interest rates
 3. Cultural values
 4. Demographic changes
-

48. Which leadership style involves participation of employees in decision-making?

1. Autocratic
 2. Democratic
 3. Laissez-faire
 4. Bureaucratic
-

44. Which function of management ensures implementation of plans?

1. Planning
 2. Directing
 3. Organising
 4. Staffing
-

49. Which of the following is NOT a marketing mix element?

1. Product
 2. Price
 3. Place
 4. Promotion
-

45. Which of the following is a technique of scientific management?

50. What does labelling provide to customers?

1. Packaging design
 2. Product information
 3. Product protection
-

4. Enhances product quality

