

CUET UG 2023  
**Previous Year Question**

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1. Consider the following facts about management:

- A. Efficiency and effectiveness both terms have similar meaning
- B. Effectiveness and efficiency both terms do not have similar meaning
- C. Management has four dimensions
- D. Management has three dimensions
- E. Principles of management are not as exact as the Principles of Science

Choose the correct answer:

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

2. Identify the correct features of Business Environment.

- 1. Certainty, relativity and independent
  - 2. Static, complexity and interrelatedness
  - 3. Complexity, relativity and inter-relatedness
  - 4. Relativity, static and complexity
- 

3. Choose the correct sequence of first five steps of setting up a business:

- A. Appraisal by funding agencies
- B. Scanning for entrepreneurial opportunities
- C. Assessment of feasibility and preparation of business plan
- D. Resource mobilisation
- E. Development of product/service idea

Options:

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

4. Which among the following factors affect capital budgeting decisions?

- A. Floatation cost
- B. Cash flow of project
- C. Control considerations
- D. The rate of return
- E. Investment criteria involved

Options:

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

5. Consumer protection is important due to widespread \_\_\_\_\_ of consumers about their rights and reliefs.

- 1. Unorganised
  - 2. Ignorance
  - 3. Enlightened
  - 4. Protected
- 

6. Arrange the following in a proper sequence (distribution channel):

- A. Agent
- B. Retailer
- C. Customer
- D. Manufacturer
- E. Wholesaler

Options:

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

7. Identify the step/element which is not a part of motivation process.

- 1. Unsatisfied need
  - 2. Tension
  - 3. Relaxation
  - 4. Drives
-

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8. Match List I with List II.

| List I                | List II                            |
|-----------------------|------------------------------------|
| A. Production concept | I. Satisfaction of customer needs  |
| B. Product concept    | II. Quantity of product            |
| C. Selling concept    | III. Aggressive selling techniques |
| D. Marketing concept  | IV. Quality of product             |

9. If there was no planning, employees would be working in different directions and the organisation would not be able to achieve desired goals.

Which importance of planning is highlighted?

1. Planning provides direction
2. Planning reduces risk of uncertainty
3. Planning facilitates decision making
4. Planning provides innovative ideas



Which characteristic of management profession is highlighted?

1. Ethical code of conduct
2. Professional association
3. Well defined body of knowledge
4. Restricted entry

13. Identify the correct sequence of first five steps of planning process:

- A. Developing premises
- B. Identifying alternative courses
- C. Evaluating alternatives
- D. Setting objectives
- E. Selecting an alternative

Options:

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

10. As per Consumer Protection Act 2019, District Commission has jurisdiction where value of goods or services paid as consideration:

1. Exceeds ₹1 crore
2. Does not exceed ₹1 crore
3. Exceeds ₹2 crore
4. Does not exceed ₹2 crore

11. Capital structure refers to the mix between owners and borrowed funds. Which formula is correct?

1. Debt / Equity
2. Equity / Debt
3. Debt – Equity
4. Debt + Equity

14. Match List I with List II.

| List I              | List II                                |
|---------------------|--|
| A. Unity of command | I. Pay and compensation should be fair |
| B. Remuneration     | II. Distribution of offices            |
| C. Equity           | III. Only one boss                     |
| D. Decentralisation | IV. Fairness to employees              |

15. Match List I with List II.

| List I                   | List II                     |
|--------------------------|-----------------------------|
| A. Political environment | I. Consumption habits       |
| B. Economic environment  | II. Scientific improvements |

12. To become a Chartered Accountant, a candidate must clear a specified examination conducted by ICAI.

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- C. Social environment      III. Stability of government
- D. Technological environment      IV. Changes in income

Options:

1. A, B, C only
2. B, C, D only
3. A, B, E and D only
4. A, C, D and E only

16. Arrange the following steps of organising process:

- A. Establishing authority and reporting relationship
- B. Identification of work
- C. Departmentalisation
- D. Division of work
- E. Assignment of duties

Options:

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

17. "The formal lines of authority from highest to lowest ranks are known as \_\_\_\_\_."

1. Order
2. Equity
3. Unity of direction
4. Scalar chain

18. Which among these is not a traditional method of controlling?

1. Statistical reports
2. Break-even analysis
3. PERT and CPM
4. Budgetary control

19. Characteristics of entrepreneurship include:

- A. Lawful and purposeful activity
- B. Low level of risk
- C. Innovation
- D. Systematic activity
- E. Organisation of production

20. Identify single-use plans from the following:

1. Project and Budget
2. Methods and Budget
3. Procedures and Project
4. Rules and Programme

21. Arrange the steps of controlling process in correct order:

- A. Setting performance standards
- B. Measuring actual performance
- C. Analysing deviations
- D. Taking corrective action
- E. Comparing actual performance with standards

Options:

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

22. Techniques of controlling include:

- A. Ratio analysis
- B. PERT and CPM
- C. On-the-job training
- D. Management audit
- E. Off-the-job training

Options:

1. A, C, D and E only
2. A, B and D only
3. B, C, D and E only
4. C, D and E only

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23. "A comprehensive plan which helps in accomplishing an organisation objective."

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

24. Arrange the steps involved in communication process:

- A. Encoding
- B. Sender
- C. Message
- D. Decoding
- E. Receiver

Options:

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

25. Identify the correct pair of elements of directing.

1. Coordination and leadership
2. Motivation and communication
3. Supervision and decentralisation
4. Delegation and communication

26. Reduction of controlling power of existing shareholders results from:

1. Issue of new equity shares
2. Issue of preference shares
3. Issue of debentures
4. Issue of bonds

27. Labelling is an element of which 'P' of marketing mix?

1. Product
2. Price

3. Place
4. Promotion

28. Identify the incorrect option about planning:

1. Planning is a mental exercise
2. Planning is futuristic
3. Planning is only for long run
4. Planning involves decision making

29. Essential elements of delegation are:

1. Authority only
2. Responsibility only
3. Authority and responsibility only
4. Authority, responsibility and accountability

30. Identify the factor which does not affect pricing of a product.

1. Cost of product and utility
2. Price and extent of competition
3. Cost of product and marketing method
4. Marketing method and pricing objective

31. Identify the last step of communication process.

1. Feedback
2. Decoding
3. Encoding
4. Message

32. Match List I with List II.

List I

List II

Consumer Protection Act

Claim exceeds ₹10 crore

District Forum

Settlement of claim up to ₹1 crore

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State Commission      Established in 1986  
National Commission      Settlement above ₹10 crore

D. Discipline  
E. Initiative

Options:

1. A and C only
2. B and D only
3. C and D only
4. C and E only

33. Which of the following is not an element of delegation?

1. Authority
2. Responsibility
3. Accountability
4. Centralisation

37. Delegation refers to:

1. Upward transfer of responsibility from subordinate to superior
2. Downward transfer of responsibility from superior to subordinate
3. Upward transfer of authority from subordinate to superior
4. Downward transfer of authority from superior to subordinate

34. Match List I with List II.

| List I                    | List II                 |
|---------------------------|-------------------------|
| Unclarified assumption    | Organisational barriers |
| Distrust                  | Personal barriers       |
| Status                    | Semantic barriers       |
| Lack of proper incentives | Psychological barriers  |

38. Cross Ltd., a company manufacturing cars, follows assembly line production.

35. Arrange the functions of management in correct sequence.

- A. Planning
- B. Directing
- C. Organising
- D. Controlling
- E. Staffing

Identify the technique of scientific management used.

1. Time study
2. Motion study
3. Method study
4. Fatigue study

Options:

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

39. A manager should replace "I" with "We" in all conversations with workers to foster team spirit.

Identify the principle of management.

1. Stability of personnel
2. Order
3. Discipline
4. Esprit de corps

36. Fayol's 14 principles of management do not include:

- A. Authority and responsibility
- B. Division of work
- C. Instability of personnel

40. "He got the prospectus printed, so as to make a direct appeal to investors."

Identify the method of flotation.

1. E-IPO
  2. Rights issue
  3. Offer for sale
  4. Offer through prospectus
- 

41. "He has invited offers from some brokers to buy shares at an absolute value."

Identify the method of flotation.

1. Offer for sale
  2. Offer through prospectus
  3. Rights issue
  4. Private placement
- 

42. "Mr Aman has a great circle of friends who are institutional investors."

Identify the method of flotation.

1. Private placement
2. Rights issue
3. Offer for sale
4. E-IPO

