



# INDIAN SCHOOL AL WADI AL KABIR

<b>Class: XII</b>	<b>Department: Commerce</b>
<b>Subject:</b>	<b>Business Studies</b>
<b>OTQs &amp; DTQs</b>	<b>Chapter 1: Nature and Significance of Management</b>

QT NO	OBJECTIVE TYPE QUESTIONS
1	<p>It is the process of designing and maintaining an environment in which individuals, working together in groups, efficiently accomplish selected aims.”</p> <p>A. Management B. Planning C. Directing D. Controlling</p>
2	<p>‘GEO Builders’ were to complete a housing project by December 2024 and hand over the flats to the buyers. Due to excessive heat in the month of May and June 2024, the work slowed down and the project was getting delayed. The firm, in order to complete the project on time, hired more workers through a contractor and asked all the workers to work overtime. Due to the above measures taken by the management, the project was completed on time but the cost of building the flats increased by 10%. Identify the correct option. ‘GEO Builders’ were:</p> <p>(A) Efficient but not effective (B) Effective but not efficient (C) Neither effective nor efficient (D) Effective as well as efficient</p>
3	<p>Aparna and Priyanka are working in ‘Shreya Industries’, a company dealing in readymade garments for women. Each of them was assigned the responsibility of producing 10 dresses each within 5 days at a cost of ₹ 1,000 per dress. Aparna was able to produce 10 dresses at a cost of ₹ 1,100 per dress within 5 days, whereas Priyanka was able to produce only 8 dresses at a cost of ₹ 900 per dress in 5 days. Which of the following statements is correct with respect to the above?</p> <p>(A) Aparna is efficient but Priyanka is effective. (B) Aparna is effective but Priyanka is efficient. (C) Both Aparna and Priyanka are effective. (D) Both Aparna and Priyanka are efficient.</p>
4	<p>A multinational sweets and snacks company had been into catering business for the last many years. To add to its prospects and to grow in the long run, it wants to increase its sales volume, the number of products and capital investment. The organisational objective of management it seeks to achieve is:</p> <p>(A) Survival (B) Profit (C) Growth (D) Corporate Social responsibility</p>

5	<p>Project ‘Nanhi Kali’ run by Shivam and Sohan Ltd. was started in 1998 and is one of the largest programmes that enables underprivileged girls to complete 10 years of schooling. The project has impacted the lives of over 5 lakh girls from low income group families across the country. The objective achieved by Shivam and Sohan Ltd. by doing so is:</p> <p>(A) Organizational objective  (B) Social objective  (C) Personal objective  (D) Both (a) and (c)</p>
6	<p>Neeraj is the Director of ‘Tulip Public School’ having 2000 students. There are two Headmasters – one for Senior classes and another for Junior classes. 50 teachers are under the supervision of the Senior Headmaster and 60 teachers under the supervision of the Junior Headmaster. No teacher working under the supervision of the Senior Headmaster is happy and satisfied, which is affecting the result of the Senior classes. On the other hand, the teachers working under the supervision of the Junior Headmaster are performing their duties willingly and achieving their objectives. All the teachers are happy and satisfied. The Director, Neeraj can feel how nicely the Junior Headmaster was managing his classes. The characteristic of management discussed above is:</p> <p>(A) Management is a goal-oriented process  (B) Management is a dynamic function  (C) Management is an intangible force  (D) Management is a continuous process</p>
7	<p>The function of management that involves looking into future and making objectives:</p> <p>(A) Planning  (B) Organizing  (C) Directing  (D) Controlling</p>
8	<p>Management is:</p> <p>(A) an art  (B) a science  (C) both a and b  (D) neither a nor b</p>
9	<p>A multinational sweets and snacks company had been into catering business for the last many years. To add to its prospects and to grow in the long run, it wants to increase its sales volume, the number of products and capital investment. The organisational objective of management it seeks to achieve is:</p> <p>(A) Survival  (B) Profit  (C) Growth  (D) Corporate Social responsibility</p>
10	<p>With respect to levels of management choose the incorrect statement from the following:</p> <p>(A) Operational level management is responsible for maintaining safety standards in the organisation.  (B) At middle level management, managers ensure that their department has the necessary personnel.  (C) Chief Executive officer at Top Level management is responsible for all activities of first line managers.</p>

	(D) Top level management is responsible for all the activities of the business and for its impact on the society.
<b>11</b>	Which of the following is not a function of middle level management? (A) To interpret the policies framed by the top management (B) To ensure that their department has the necessary personnel (C) To coordinate the activities of different departments (D) To assign necessary duties and responsibilities to the personnel in their departments
<b>12</b>	Ashita works in a company where her basic task is to integrate diverse elements and co-ordinate the activities of different departments according to the overall objectives of the organisation. At which level of management is Ashita working? (A) Top level management (B) Middle level management (C) Supervisory level management (D) Both (B) and (C)
<b>13</b>	Bimal Rai is working in Funny Bunny Ltd. The company manufactures games and toys for children. The basic task of Bimal Rai is to integrate diverse elements and coordinate the activities of different departments. He also analyses the business environment and its implications for the survival of the firm. The level of management at which Bimal Rai is working is: (A) Top level (B) Middle level (C) Operational level (D) Both Middle and Operational level
<b>14</b>	There are two statements, Assertion (A) and Reason (R): Assertion (A): Coordination ensures unity of action. Reason (R): Coordination act as a binding force between departments and ensures that all action is aimed at achieving the goals of the organisation. Choose the correct alternative from the alternatives given below: (A) Both Assertion (A) and Reason (R) are correct and Reason (R) is the correct explanation of Assertion (A). (B) Both Assertion (A) and Reason (R) are correct, but Reason (R) is not the correct explanation of Assertion (A). (C) Assertion (A) is correct, but Reason (R) is wrong. (D) Assertion (A) is wrong, but Reason (R) is correct.
<b>15</b>	Sadhna, a graduate of a reputed institute of management, is a successful manager. She applies her acquired knowledge in a personalized and skillful manner in difficult situations at work. She uses her imagination and creativity in handling these situations. The aspect of the nature of management highlighted in the above case is: (A) Management as an Art (B) Management as a Science (C) Management as a Profession (D) Management both as a Science and as a Profession
<b>16</b>	_____ is the process by which a manager synchronises the activities of different departments. (A) Management (B) Planning (C) Co-ordination

	(D) Directing
17	<p>“Anyone can be called a manager irrespective of the educational qualification possessed.” Identify the characteristic of the profession in that management does not fulfill in the statement being discussed above.</p> <ol style="list-style-type: none"> <li>Ethical code of conduct</li> <li>Professional association</li> <li>Restricted entry</li> <li>Service motive</li> </ol>
<b>DESCRIPTIVE TYPE QUESTIONS</b>	
1	Management is a goal-oriented process.’ Explain with any three points.
2	Explain the importance of coordination in management with any three points.
3	<p>P. Madhav is the production manager of ‘Trendy Style Pvt. Ltd.’, a firm manufacturing office furniture. His objective is to increase production by 20% in the next one year. But the Sales Manager, R. Shetty does not approve of the increase in production, till changes are brought about in the quality of wood, locks, handles etc. to incorporate latest trends. This kind of conflict brings to light an important concept of management that can help to link the activities of various departments.</p> <p>(i) Identify and explain the concept discussed above.  (ii) State any two points of importance of the concept identified in (i) above.</p>
4	<p>Three friends, Aman, Ashish and Ashi after completing their MBA from a reputed management institute, formed a startup named 'Solutions'. The goal of the startup was to make a social and environmental impact through its services. 'Solutions' supports social business ideas to improve living conditions in slums of Mumbai. As all the three friends are specialised in social work, they adopted three different slums of Mumbai and started educating the slum dwellers in their own creative manner. Aman used 'play way method', Ashish used 'music' as a method of learning while Ashi used 'activity-based method of learning'. They used basic knowledge in their unique manner and were able to educate the slum dwellers. It implies that skillful and personal application of acquired knowledge varies from individual to individual in achieving desired results. (a) Identify and state the nature of management discussed in the above case.  (b) Quoting lines from the above para, state any two features of nature of management identified in (a) above.</p>
5	“Coordination is the essence of management.” Do you agree? Give reasons.
6	<p>Explain the following features of Coordination: (i) Coordination is a continuous process (ii) Coordination is an all-pervasive function</p> <p style="text-align: center;">(OR)</p> <p>“Coordination is the process by which a manager synchronises the activities of different departments towards the achievement of common goals”</p> <p>In the light of this statement, explain any four features of coordination</p>
7	<p>After completing his MBA degree, Aman joined a multinational company ‘Zeyovya Ltd.’. His job demands long hours and commitment to the organisation. He is responsible for integrating diverse elements and coordinating all the activities of the business and for its impact on society. His job is complex and stressful.</p> <p>(a) Identify the level of management at which Aman joined the organisation.</p>

	(b) State any two functions to be performed by Aman at this level other than those discussed in the para.
8	"Management is a multi-dimensional activity." Explain.
9	"Success of an organization largely depends upon its management." Explain any six reasons to support the statement (OR) "Successful organisations do not achieve their goals by chance, but the following a deliberate process called management." In the light of this statement, explain any four points of the importance of management.
10	Management is both an art and a science. Explain this statement.
11	Explain the functions of management. (OR) Describe the five main functions of management with suitable examples.
12	Objectives of Management can be classified into organisational, social, and Personal objectives". Explain these objectives.