



## INDIAN SCHOOL AL WADI AL KABIR

<b>Class: XII</b>	<b>Department: Commerce</b>
<b>Worksheet: 2</b>	<b>Topic: PLANNING (MCQs)</b>

### **MULTIPLE CHOICE QUESTIONS:**

**Q.1** Radha Rani is the C.E.O. of 'Radhika Sales Pvt. Ltd.' Besides other managerial activities, she is an expert in planning. While planning for her company, she noticed that at first several options are gathered, then their evaluation is done and finally the most suitable option is selected. Once she was confronted with such a problem as had only one option available for its solution. To select this very option was her compulsion. Now, for the first time she realized that the necessity of planning is there only when several options are available. Identify the feature of planning in the event stated above.

- (a) Planning is continuous.
- (b) Planning is futuristic.
- (c) Planning involves decision making.
- (d) Planning is pervasive.

**Q.2** Saurabh decided to start a chocolates manufacturing business. He set the target of earning 10% profit on sales in the first year. As a good businessman, he was concerned about the future of the business, which was uncertain. He gathered information that the demand for chocolates is increasing day by day. He used this information as the base for future planning and shared it with his team. On the basis of the gathered information, he scheduled a meeting in the following week to find innovative ways to achieve the objectives. Identify one out of the two steps, which have been followed by Saurabh that are related to the process of one of the functions of management.

- (a) Follow up action
- (b) Selecting an alternative
- (c) Developing Premises
- (d) Evaluating alternative courses

**Q.3** In a business organization, the manager is busy in making plans for the coming year. The company has launched so many new products in the market. The main question before the company is how to advertise the new products. In the answer to this question, the planners collected several suggestions; namely, the job of advertisement should be done by the company itself; for advertisement the help of outsourcing of services should be taken; some of the work of advertisement should be done by the company itself and for some of it the outsourcing should be depended on. Still, other answers to this question are being looked for. Which particular stage of the 'Planning Process' in the above event is being completed by the managers?

- (a) Setting objectives
- (b) Developing premises
- (c) Identifying alternative courses of action
- (d) Evaluating alternative courses

**Q.4** Suhani a home science graduate from a reputed college has recently done a cookery course. She wished to start her own venture with a goal to provide 'health food' at reasonable price. She discussed her idea with her teacher (mentor) who encouraged her. After analyzing various options for starting her business venture, they shortlisted the option to sell readymade and 'ready to make' vegetable shakes and sattu milk shakes. Then they both weighed the pros and cons of both the shortlisted options. Name the function of management being discussed above.

- a) Planning
- b) Organizing
- c) Directing
- d) Controlling

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**Q. Read extract given below and answer the question on the basis of the same.**

The CEO of ABC limited, auto mobile enterprise dreams of his company becoming the best player in future for which he sets the objectives, forecast the future and develops various courses of action. He has also made a statement indicating sales volume for the next financial year to achieve the desired sales as highlighted in the statement. He decided to advertise in all the leading newspapers in every state of India for the next six months, so he also wants to train his employees for achieving his sales target.

As a part of the training programme for newly appointed sales executive, CEO fixes responsibility of sales managers as mentors to take the executives for visit to their existing customers and help them learn on the job.

**Q.5** Which function of management is highlighted in the first line of the given extract?

1. Planning 2. Controlling 3. Staffing 4. None of these

**Q.6** Changes and events cannot be eliminated but they can be anticipated and managerial response to them can be developed. Which importance of planning is highlighted in the above statement?

- a) Planning provides direction.
- b) Planning reduces overlapping and wasteful activities.
- c) Planning reduces the risk of uncertainty.
- d) Planning facilitates decision making.

**Q.7** Sales Forecasting is the basis on which a business firm prepares its annual plan for production and sales. Which feature of planning is highlighted in the above case?

- a) Planning focuses on achieving objectives.
- b) Planning is continuous.
- c) Planning is the primary function of management.
- d) Planning is futuristic.

**Q. Read the extract given below and answer the questions on the basis of the same. (Q.8-Q.11)** Mona inherited a 30-acres ancestral land from her grandparents. She decided to venture into agriculture, for this purpose she set out specific goals, objectives. Everything was a challenge because she was not aware about farming. She learned every activity and, in the process, thought of assisting other farmers as well. She eventually launched her own company Agro limited. She wanted to be sure that the activities effectively met the best interest of the company and the farmers. Hence, she prepared an annual plan for production, sales and marketing, through sales forecasting she realized that farmers were growing only one or two crops. On account of this the land remained idle for the rest of the year. she identified and evaluated different alternatives through which the farms could be utilized throughout the year. She used her foresight and systematic thinking, based on analysis of all fixed analysis of all

the facts and examined and evaluated all the alternatives. She presented a plan to the Farmers Union, where after harvesting the primary crops, seasonal vegetables and foods could be grown.

**Q.8** Hence she prepared an annual plan for production sales and marketing through sales forecasting. Which feature of planning is depicted in this statement?

1. Planning is continuous
2. planning is futuristic
3. planning involves decision-making
4. planning is a mental exercise

**Q.9** For this purpose she set out specific goals objectives and activities which feature of planning is depicted in this statement?

1. Planning focuses on achieving objectives
2. planning is a primary function of management
3. planning involves decision-making
4. planning is a mental exercise

**Q.10** Thus, she identified and evaluated different alternatives through which the farms could be utilized throughout the year. Which feature of planning is depicted here?

1. Planning is pervasive
2. planning is continuous
3. planning is futuristic
4. planning involves decision-making

**Q.11** She used her foresight and logical and systematic thinking based on analysis of all facts and examined and evaluated all the alternatives. which feature of planning is depicted here?

1. Planning focuses on achieving objectives
- 2 planning is a primary function of management
3. planning is mental exercise
- 4 planning involves decision-making

**Q.12** Identify the statement which is not correct.

- a) Planning is required a top-level management only.
- b) Planning facilitates decision-making
- c) Planning is a time-consuming process
- d) All are correct.

**Q.13** Are the anticipated environments in which plans are expected to operate.

- a) Planning premises
- b) Forecasting
- c) Objectives
- d) none of these.

**Q.14** Mr. Ram is the C.E.O. in 'Ram Lakhan General Pvt. Ltd.' He is the head of the team making plans for the company also. He gave a number of suggestions to the team out of which the two main

suggestions were: First, Mr. Ram said that they had to face a lot of problem in getting the main raw material used in the company, but in the next year it was possible that they could get it easily. Secondly, in the second coming year the rate of bank interest was most likely to increase, which would affect the company's costs. He laid emphasis on this matter that both of his remarks should be kept in view while preparing the plans. Clarify to which stage of the planning process the above event is related.

- (a) Setting objectives
- (b) Developing premises
- (c) Identifying alternative courses of action
- (d) Evaluating alternative courses

**Q.15** Mrs Madhvi Bhire is working as a manager in 'Taarik and Company'. She is involved in a problem related to a particular product. She is unable to decide whether she should produce that product in her own company or she should buy it from the market. She studied both the options deeply with the help of specialists. In order to maintain the company's impression on the minds of the customers, she decided to produce the product in the company itself. She is hopeful of the complete success of this decision. Identify the stage of the 'planning process' on which Mrs Madhvi reached the final decision.

- (a) Evaluating alternative courses
- (b) Selecting an alternative
- (c) Implementing the plan
- (d) Follow-up action

**Q.16. Match the following**

**COLUMN I**

- 1. Mental exercise
- 2. Futuristic
- 3. Continuous

**COLUMN II**

- (i) Looking ahead and regarded as forward looking.
- (ii) Intellectual activity of thinking rather than doing
- (iii) Need for a new plan based on future requirements and needs.

**Picture Based Questions**

**Q.17.** Identify the type of plan depicted in picture



- A. Rule
- B. Method

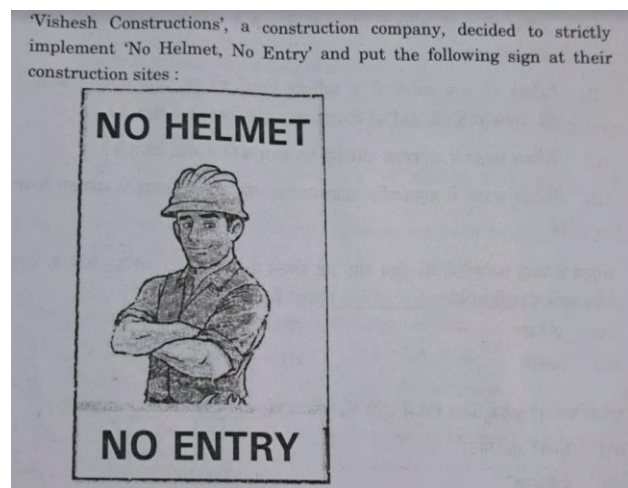
- C. Policy
- D. Procedure

Q.18. Identify one of the limitations of planning



- A. Planning leads to rigidity
- B. Planning is time consuming
- C. Planning involves huge cost
- D. Planning does not guarantee success

Q.19.



Identify the Type of Plan indicated by the above sign: (CBSE 2024)

- A. Policy
- B. Method
- C. Rule
- D. Programme