



Self Evaluation Test

Time: 3 hours

Maximum Marks: 80

1. Raheja Ltd. is diversifying its product lines. What organisational objective it is trying to achieve? (1)
2. Name the level of management: (1)
 - (i) overseeing the efforts of the workforce
 - (ii) formulating organisational goals
3. Name the level of managers who analyse the business environment and its implications for the survival of the firm. (1)
4. Explain how management 'increases efficiency'. (1)
5. 'Is management concerned only with doing the right task, completing activities and achieving goals without taking into consideration the cost benefit?' Give reason in support of your answer. (1)
6. An Indian information technology company presently employing 10,000 people, desire to expend its business in manufacturing trading etc. It wants to become a global company. To achieve its objectives it has started shifting from a centralised to a decentralised management system. (1)

Identify the management function being performed by the company to become a decentralised company.
7. Hero Ltd.'s target is to produce 10000 shirts per month at a cost of ₹ 150 per shirt. The Production Manager could achieve this target at a cost of ₹ 160 per shirt. Do you think the Production Manager is 'effective'? Give reason in support of your answer. (1)
8. Harshil Enterprise Limited manufactures tea. The production department produces more of tea than required and sales department is not able to sell the total production. What quality of management do you think the company is lacking? (1)
9. "Management is the systematised body of knowledge that explains certain general truths." Explain. (3)
10. Justify how coordination is (a) a continuous process (b) an all-pervasive function. (3)
11. "Management is skillful and personal application of existing knowledge to achieve desired results." Do you agree? Give reasons. (3)
12. "Management has been defined as a process of getting things done with the aim of achieving goals effectively and efficiently." Explain briefly the three important terms used in this definition of management. (3)
13. 'Survival, Profit and Growth are three important economic objectives which management helps the organisation to achieve.' Explain this statement. (3)
14. Is 'management a full-fledged profession'? Give any four reasons in support of your answer. (4)
15. 'Art is concerned with personal application of knowledge.' In the light of this statement, compare all the features of art with management and prove that it is an art. (4)
16. 'Science is a systematised body of knowledge that explains certain general truths or the operation of general laws'. Based on the statement identify and state the characteristics of management that establish it as a science. (4)
17. Rajat is working as 'Regional Manager' in Tifco Ltd. Name the level at which he is working. State any three functions he will perform as 'Regional Manager' in this company. (4)
18. Management as an art and a science are not mutually exclusive but complementary. How? (4)
19. Rishitosh Mukerjee has recently joined AMV Ltd., a company manufacturing referigerators. He found that his department was under-staffed and other departments were not cooperating with his department for smooth functioning of the organization. Therefore, he ensured that his department has the required number of employees and its cooperation with other departments is improved. (4)
 - (a) Identify the level at which Rishitosh Mukerjee was working.
 - (b) Also, state three more functions required to be performed by Rishitosh Mukerjee at this level.

20. Explain the term "Coordination" and its importance in management. (5)
21. Narayana Computers Ltd. is a leading company in computer technology and IT services. The Chief Executive Officer of the company attributes the success of the company to its managerial team spirit, which has helped to handle rapid changes in technologies and to transform threats into opportunities. Like any other business enterprise profits are important for survival and growth of Narayana Computers Ltd. The management of the company believes that a satisfied employee creates a satisfied customer, who in turn creates profits that lead to satisfied shareholders. (5)
- The company has a strong sense of social responsibility. It has set up many educational institutions in the field of management, engineering and computer education in which half of the students are girls. On the basis of given information about Narayana Computers Ltd. answer the following questions:
- (a) Identify and explain the objectives of the company discussed in the above para. Also quote the lines for the identified objectives. (5)
- (b) Identify any two values which the company is trying to communicate to the society. (5)
22. Megha Ltd. was manufacturing water-heaters. In the first year of its operations, the revenue earned by the company was just sufficient to meet its costs. To increase the revenue, the company analysed the reasons of less revenues. After analysis the company decided (5)
- (i) to reduce the labour cost by shifting the manufacturing unit to a backward area where labour was available at a very low rate.
- (ii) to start manufacturing solar water-heaters and reduce the production of electric water-heaters slowly. This will not only help in covering the risks, but also help in meeting other objectives too.
- (a) Identify and explain the objectives of management discussed above. (5)
- (b) State any two values which the company wanted to communicate to the society. (5)
23. Successful organisations do not achieve their goals by chance but by following a deliberate process. Identify it and explain its importance by giving any *five* points. (6)
24. "Management seeks to achieve certain objectives which must be derived from the basic purpose of the business." In the light of this statement, explain the objectives of management. (6)
25. Kamal, Khan and Devid are partners in a firm engaged in the distribution of dairy products in Madhya Pradesh. Kamal is a holder of Senior Secondary School Certificate from Central Board of Secondary Education with Business Studies as one of his elective subjects. Khan had done his post-graduation in Hindi literature and Devid in Dairy Farming. One day there was a serious discussion between Khan and Devid regarding the nature of 'Management as a Science'. Khan argued that Management is not a science whereas Devid was of the opinion that Management is a science. Kamal intervened and corrected both Khan and Devid about the nature of Management as a Science with the help of his knowledge of Business Studies. Explain, how Kamal would have been able to satisfy both Khan and Devid. (6)