

Unit I – Business

2 Marks Questions (Short)

1. Define Sole Proprietorship.
2. What is a Joint Stock Company?
3. What is One-Person Company (OPC)?
4. What is Franchising?
5. Define Partnership.

4 Marks Questions (Brief Answer)

1. Explain the characteristics of Co-operatives.
2. Compare Public Limited and Private Limited companies.
3. Explain the P4 (People–Partnership) Business model.
4. Write the merits and demerits of Partnership.

8 Marks Questions (Long Answer)

1. Discuss different forms of business organisation with examples.
2. Explain the difference between Public and Private companies in detail.
3. What is franchising? Explain types, advantages and limitations.
4. Explain the characteristics, types and advantages of Co-operative societies.

Unit II – Business Environment

2 Marks

1. What is Business Acquisition?
2. Define CSR.
3. What is Kaizen?
4. Define Quality Circle.

4 Marks

1. Explain the concept of Mergers and Takeovers.
2. Discuss Total Quality Management (TQM).
3. Explain Corporate Social Responsibility (CSR).
4. What is Six Sigma? Explain briefly.

8 Marks

1. Explain various business takeovers with suitable examples.
2. Discuss the importance of CSR and how it benefits society.
3. Write a detailed note on TQM and its principles.
4. Explain Six Sigma methodology in detail.

Unit III – Management

2 Marks

1. Define Planning.
2. What is SWOT analysis?

3. Define decentralisation.
4. What is departmentation?

4 Marks

1. Explain short-term and long-term planning.
2. What are the steps in decision making?
3. Explain delegation of authority.
4. What is SWOT? Explain strengths and weaknesses.

8 Marks

1. Discuss the functions of management in detail.
2. Explain planning, types of planning and its importance.
3. Describe decentralisation and departmentation with examples.
4. Write the process of decision-making.

Unit IV – Motivation

2 Marks

1. Define Motivation.
2. What is Maslow's Need Hierarchy?
3. What is Theory X?
4. Define Leadership.

4 Marks

1. Explain Theory X and Theory Y.
2. Write notes on Trait theory of leadership.
3. Explain McClelland's Need Achievement theory.
4. Define Situational Leadership theory.

8 Marks

1. Discuss Maslow's hierarchy of needs in detail.
2. Explain the theories of leadership with examples.
3. Explain behavioural leadership theory and its assumptions.
4. Compare Theory X and Theory Y – which is better in modern organisations?

Unit V – Staffing & Control

2 Marks

1. Define Line and Staff relationship.
2. What is control?
3. Define budgetary control.
4. What are control techniques?

4 Marks

1. Explain the meaning and importance of control.
2. Write a short note on budgetary control.
3. Explain line and staff relationship.
4. Explain the process of control.

8 Marks

1. Describe different control techniques with examples.
2. Explain the process of control and its steps.
3. Discuss the advantages and limitations of budgetary control.
4. Explain the importance of control in management.