

Roll. No.

Question Booklet Number

O.M.R. Serial No.

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BBA (SEM.-V) (NEP) (SUPPLE.) EXAMINATION, 2024-25
BUSINESS ADMINISTRATION

F010502T - A : Entrepreneurship & Small Business Management

F010502T - B : Sales Management

Paper Code							
F	0	1	0	5	0	2	T

Question Booklet
Series

A

Time : 1 : 30 Hours

Max. Marks : 75

Instructions to the Examinee :

1. Do not open the booklet unless you are asked to do so.
2. The booklet contains 100 questions. Examinee is required to answer 75 questions in the OMR Answer-Sheet provided and not in the question booklet. Booklet is in two Sections : Section-A (1-50) & Section-B (51-100). Candidate should select 37 and 38 questions respectively from both Sections. All questions carry equal marks.
3. Examine the Booklet and the OMR Answer-Sheet very carefully before you proceed. Faulty question booklet due to missing or duplicate pages/questions or having any other discrepancy should be got immediately replaced.
4. Four alternative answers are mentioned for each question as - A, B, C & D in the booklet. The candidate has to choose the correct / answer and mark the same in the OMR Answer-Sheet as per the direction :

(Remaining instructions on last page)

परीक्षार्थियों के लिए निर्देश :

1. प्रश्न-पुस्तिका को तब तक न खोलें जब तक आपसे कहा न जाए।
2. प्रश्न-पुस्तिका में 100 प्रश्न हैं। परीक्षार्थी को 75 प्रश्नों को केवल दी गई OMR आन्सर-शीट पर ही हल करना है, प्रश्न-पुस्तिका पर नहीं। प्रश्न-पुस्तिका दो खण्डों : खण्ड-अ (1-50) तथा खण्ड-ब (51-100) में है। परीक्षार्थी को प्रत्येक खण्ड से क्रमशः 37 और 38 प्रश्न करने हैं। सभी प्रश्नों के अंक समान हैं।
3. प्रश्नों के उत्तर अंकित करने से पूर्व प्रश्न-पुस्तिका तथा OMR आन्सर-शीट को सावधानीपूर्वक देख लें। दोषपूर्ण प्रश्न-पुस्तिका जिसमें कुछ भाग छपने से छूट गए हों या प्रश्न एक से अधिक बार छप गए हों या उसमें किसी अन्य प्रकार की कमी हो, उसे तुरन्त बदल लें।
4. प्रश्न-पुस्तिका में प्रत्येक प्रश्न के चार सम्भावित उत्तर- A, B, C एवं D हैं। परीक्षार्थी को उन चारों विकल्पों में से सही उत्तर छानना है। उत्तर को OMR उत्तर-पत्रक में सम्बन्धित प्रश्न संख्या में निम्न प्रकार भरना है :

(शेष निर्देश अन्तिम पृष्ठ पर)

SECTION-A : ENTREPRENEURSHIP & SMALL BUSINESS MANAGEMENT

1. Which of the following best defines entrepreneurship?
 - (A) Risk-avoiding activity
 - (B) Process of innovation and risk-taking
 - (C) Routine business management
 - (D) Only government-supported business
2. Who is known as the “Father of Entrepreneurship”?
 - (A) Joseph Schumpeter
 - (B) Peter Drucker
 - (C) Richard Cantillon
 - (D) Adam Smith
3. The main role of entrepreneurship in the Indian economy is :
 - (A) Promoting imports
 - (B) Generating employment and innovation
 - (C) Increasing dependency on government
 - (D) Maintaining traditional business
4. According to Schumpeter, entrepreneurs are :
 - (A) Imitators
 - (B) Innovators
 - (C) Followers
 - (D) Managers
5. Which theory of entrepreneurship focuses on the psychological characteristics of individuals?
 - (A) Economic theory
 - (B) Sociological theory
 - (C) Psychological theory
 - (D) Cultural theory
6. Entrepreneurship contributes to economic development by :
 - (A) Reducing GDP
 - (B) Creating monopolies
 - (C) Generating jobs and income
 - (D) Increasing social inequalities
7. Which of the following is not a trait of an entrepreneur?
 - (A) Innovation
 - (B) Risk-taking
 - (C) Dependence
 - (D) Proactiveness
8. Entrepreneurs vs. Managers : Which is correct?
 - (A) Managers innovate, entrepreneurs administer
 - (B) Entrepreneurs innovate, managers administer
 - (C) Both innovate equally
 - (D) Both only manage risks

9. Women entrepreneurs in India face challenges mainly due to :
 - (A) Overfunding
 - (B) Cultural barriers and lack of finance
 - (C) Excessive training opportunities
 - (D) Abundance of resources
10. Rural entrepreneurship refers to :
 - (A) Business ventures in metro cities
 - (B) Business activities in rural areas focusing on local resources
 - (C) Foreign investment in rural industries
 - (D) Only agricultural activities
11. Which type of entrepreneur copies existing business models and makes small modifications?
 - (A) Imitative entrepreneur
 - (B) Innovative entrepreneur
 - (C) Social entrepreneur
 - (D) Rural entrepreneur
12. In India, entrepreneurship is important because :
 - (A) It decreases exports
 - (B) It reduces self-employment
 - (C) It supports small businesses and economic growth
 - (D) It promotes monopolies
13. Who introduced the “Innovation Theory of Entrepreneurship”?
 - (A) Schumpeter
 - (B) Max Weber
 - (C) McClelland
 - (D) Knight
14. Which of the following is a problem faced by entrepreneurs?
 - (A) Lack of capital
 - (B) Bureaucratic hurdles
 - (C) Market competition
 - (D) All of the above
15. Entrepreneurs are often called :
 - (A) Job creators
 - (B) Job seekers
 - (C) Employees
 - (D) Bureaucrats
16. Which theory explains entrepreneurship as a function of religious belief and values?
 - (A) Economic theory
 - (B) Sociological theory
 - (C) Cultural theory
 - (D) Psychological theory
17. An entrepreneur who starts a business in rural handicrafts belongs to which category?
 - (A) Corporate entrepreneur
 - (B) Rural entrepreneur
 - (C) Women entrepreneur
 - (D) Serial entrepreneur

18. Entrepreneurs and managers differ in terms of :
- (A) Entrepreneurs bear risk, managers control resources
 - (B) Managers take risk, entrepreneurs follow instructions
 - (C) Both bear equal risk
 - (D) None of the above
19. Which of the following is an example of a social entrepreneur?
- (A) Person running a grocery store for profit
 - (B) Person creating affordable healthcare solutions
 - (C) Person copying an existing food chain
 - (D) Person starting a corporate bank
20. Entrepreneurship helps in :
- (A) Wealth creation
 - (B) Import substitution
 - (C) Industrial development
 - (D) All of the above
21. Who explained entrepreneurship as achievement motivation?
- (A) David McClelland
 - (B) Schumpeter
 - (C) Adam Smith
 - (D) Cantillon
22. Which of the following is not a type of entrepreneur?
- (A) Innovative
 - (B) Imitative
 - (C) Serial
 - (D) Passive investor
23. Women entrepreneurship in India is promoted by :
- (A) Self Help Groups (SHGs)
 - (B) Lack of education
 - (C) Gender discrimination
 - (D) Financial illiteracy
24. Which entrepreneur type constantly looks for new opportunities and ideas?
- (A) Innovative
 - (B) Drone entrepreneur
 - (C) Imitative
 - (D) Routine manager
25. Entrepreneurship in India plays a key role in :
- (A) Regional development
 - (B) Reduction of unemployment
 - (C) Use of local resources
 - (D) All of the above
26. Entrepreneurship Development primarily focuses on :
- (A) Increasing imports
 - (B) Developing entrepreneurial skills and competencies
 - (C) Reducing industrialization
 - (D) Promoting monopoly

27. The main objective of Entrepreneurship Development Programmes (EDPs) is :
- (A) To generate employment by creating entrepreneurs
 - (B) To provide subsidies to industries
 - (C) To reduce government regulation
 - (D) To train only managers
28. Which is the first step in an Entrepreneurship Development Programme (EDP)?
- (A) Feasibility study
 - (B) Project appraisal
 - (C) Selection of potential entrepreneurs
 - (D) Sanction of loan
29. Which of the following is a problem faced by EDPs in India?
- (A) Lack of training facilities
 - (B) Poor infrastructure support
 - (C) Lack of awareness among entrepreneurs
 - (D) All of the above
30. Which financial institution was set up in 1964 to promote entrepreneurship in India?
- (A) NABARD
 - (B) SIDBI
 - (C) IDBI
 - (D) IFCI
31. Which organization is primarily responsible for promoting small industries in India?
- (A) NSIC
 - (B) FICCI
 - (C) CII
 - (D) SEBI
32. Which is not an objective of EDPs?
- (A) Motivating individuals for entrepreneurship
 - (B) Providing practical training in business management
 - (C) Offering capital subsidies only
 - (D) Reducing unemployment
33. Which government body provides support through “Entrepreneurship Skill Development Programmes (ESDPs)”?
- (A) Ministry of Skill Development
 - (B) Ministry of Finance
 - (C) Ministry of MSME
 - (D) SEBI
34. Which is a key financial institution supporting entrepreneurs in rural areas?
- (A) NABARD
 - (B) SEBI
 - (C) IRDA
 - (D) TRAI

35. Which of the following institutions supports entrepreneurship through venture capital funding in India?
- (A) IFCI Venture Capital Funds Ltd.
(B) RBI
(C) LIC
(D) TRAI
36. A major significance of entrepreneurship development is :
- (A) Employment generation
(B) Regional development
(C) Poverty reduction
(D) All of the above
37. Which training is most important in EDPs?
- (A) Personality development training
(B) Business and project management training
(C) Cultural training
(D) Agricultural training
38. Which of the following is not an institutional support agency for entrepreneurs?
- (A) NABARD
(B) IDBI
(C) SIDBI
(D) UNESCO
39. The biggest challenge of EDPs in India is :
- (A) Lack of financial support from banks
(B) Excessive interest of entrepreneurs
(C) Abundant infrastructure
(D) Overtraining of rural youth
40. Which organization provides direct finance to small-scale industries?
- (A) SIDBI
(B) TRAI
(C) WTO
(D) FICCI
41. Entrepreneurship Development is significant because it :
- (A) Creates wealth for a few individuals
(B) Contributes to balanced regional development
(C) Promotes import dependency
(D) Discourages innovation
42. Problems of EDPs include :
- (A) Inadequate trainers
(B) Lack of follow-up support
(C) Improper selection of candidates
(D) All of the above

43. Which of the following schemes provides collateral-free loans to entrepreneurs in India?
- (A) Mudra Yojana
 - (B) Ujjwala Yojana
 - (C) PM-KISAN
 - (D) Ayushman Bharat
44. Which financial institution primarily helps women entrepreneurs through special schemes?
- (A) SIDBI
 - (B) NABARD
 - (C) Mahila Bank
 - (D) RBI
45. EDPs are most effective when they include :
- (A) Motivation training
 - (B) Management skills training
 - (C) Technical skills training
 - (D) All of the above
46. Which of the following is an institutional source of entrepreneurial finance?
- (A) Commercial banks
 - (B) Angel investors
 - (C) Family savings
 - (D) Personal borrowing
47. The “Concept and Significance of Entrepreneurship Development” mainly emphasizes :
- (A) Business monopoly
 - (B) Socio-economic development
 - (C) Dependence on government jobs
 - (D) None of the above
48. Which government agency promotes entrepreneurship among rural youth through “TRYSEM”?
- (A) Ministry of Rural Development
 - (B) Ministry of MSME
 - (C) Ministry of Finance
 - (D) Ministry of Skill Development
49. Which is the apex development financial institution in India established in 1948?
- (A) IFCI
 - (B) IDBI
 - (C) NABARD
 - (D) SIDBI
50. Institutional support to entrepreneurs is necessary because :
- (A) Entrepreneurs lack resources and knowledge
 - (B) Government wants to create unemployment
 - (C) Banks prefer not to finance industries
 - (D) None of the above

SECTION-B : SALES MANAGEMENT

51. A sales organization can be best defined as :
- (A) A group of competitors in the same industry
 - (B) The list of customers in a given territory
 - (C) The company's advertising strategy
 - (D) The structured arrangement of the sales department to achieve objectives
52. Which of the following is not a primary purpose of a sales organization?
- (A) Coordinating sales activities
 - (B) Designing company logos
 - (C) Establishing accountability in sales
 - (D) Defining authority and responsibility
53. One of the key purposes of a sales organization is to :
- (A) Manage supplier contracts
 - (B) Reduce production costs
 - (C) Monitor advertising campaigns
 - (D) Provide clarity in roles and responsibilities
54. A well-structured sales organization helps management by :
- (A) Reducing duplication of efforts and increasing efficiency
 - (B) Designing packaging for products
 - (C) Handling employee payroll
 - (D) Supervising plant maintenance
55. Which of the following reflects the importance of a sales organization in decision making?
- (A) It creates a clear chain of command that improves control and communication
 - (B) It develops entertainment programs for employees
 - (C) It manages financial accounting systems
 - (D) It handles industrial relations directly
56. In which type of sales organization structure are salespeople assigned specific geographic areas to cover?
- (A) Product-based structure
 - (B) Customer-based structure
 - (C) Territorial structure
 - (D) Functional structure
57. A sales organization structure where sales executives specialize in selling different product lines is called :
- (A) Territorial structure
 - (B) Product-based structure
 - (C) Functional structure
 - (D) Customer-based structure
58. When a company organizes its sales force based on different customer categories such as wholesalers, retailers, and institutions, it is known as :
- (A) Product-based structure
 - (B) Customer-based structure
 - (C) Functional structure
 - (D) Territorial structure

59. In a functional sales organization structure, the main advantage is that :
- (A) Salespeople handle all functions independently
 - (B) Specialists perform specific roles like prospecting, closing, or servicing customers
 - (C) Sales force is divided based on geography
 - (D) Customers are classified into categories
60. A company that uses a hybrid sales organization structure typically combines :
- (A) Advertising and sales activities
 - (B) Internal and external audits
 - (C) Manufacturing and sales functions
 - (D) Multiple structures such as product, customer, and territory
61. The sales department's external relation with customers mainly focuses on :
- (A) Understanding needs and providing satisfaction
 - (B) Maintaining factory equipment
 - (C) Supervising employee payroll
 - (D) Auditing suppliers
62. Why is the relationship between the sales department and distributors important?
- (A) It manages advertising campaigns
 - (B) It monitors internal audits
 - (C) It ensures proper product availability and smooth distribution
 - (D) It supervises HR functions
63. The sales department coordinates with advertising agencies externally to :
- (A) Conduct competitor's financial audits
 - (B) Train internal staff
 - (C) Manage warehouse construction
 - (D) Ensure consistent brand message and promotional support
64. Maintaining good external relations with suppliers helps the sales department to :
- (A) Audit employee performance
 - (B) Ensure timely delivery of goods and maintain product quality
 - (C) Develop pricing strategies
 - (D) Design new office layouts
65. External relations between the sales department and financial institutions are important to :
- (A) Handle employee grievances
 - (B) Organize corporate events
 - (C) Secure credit facilities and manage cash flow
 - (D) Supervise packaging design
66. Sales force management primarily deals with :
- (A) Auditing supplier contracts
 - (B) Maintaining office infrastructure
 - (C) Designing company logos
 - (D) Recruiting, training, supervising, and motivating the sales team

67. One of the key objectives of sales force management is to :
- (A) Supervise internal audits
 - (B) Improve sales productivity and efficiency
 - (C) Manage payroll
 - (D) Conduct market research only
68. Training in sales force management is important because it :
- (A) Reduces production costs
 - (B) Designs advertising campaigns
 - (C) Supervises warehouse operations
 - (D) Improves selling skills and product knowledge
69. Motivation in sales force management helps to :
- (A) Audit financial accounts
 - (B) Maintain office equipment
 - (C) Build morale and encourage performance
 - (D) Handle supplier negotiations
70. Sales force evaluation and performance appraisal are necessary to :
- (A) Develop IT systems
 - (B) Reward achievements and identify improvement areas
 - (C) Organize company events
 - (D) Handle legal compliance
71. The primary objective of recruiting a sales force is to :
- (A) Supervise internal audits
 - (B) Reduce company advertising costs
 - (C) Conduct competitor analysis
 - (D) Select candidates who can effectively achieve sales targets
72. In the sales force selection process, which method is commonly used to evaluate a candidate's selling aptitude?
- (A) Auditing skills
 - (B) Aptitude tests
 - (C) Office administration skills
 - (D) Product manufacturing knowledge
73. Sales training is important because it helps salespeople :
- (A) Maintain office records
 - (B) Supervise suppliers
 - (C) Audit financial statements
 - (D) Develop personal and selling skills
74. A well-designed sales compensation plan :
- (A) Focuses only on salary administration
 - (B) Eliminates the need for sales training
 - (C) Motivates the sales force and aligns their performance with company objectives
 - (D) Supervises warehouse operations
75. Which type of sales compensation pays a fixed salary plus a variable commission based on sales performance?
- (A) Straight salary
 - (B) Combination plan
 - (C) Straight commission
 - (D) Profit-sharing plan

76. Distribution network management primarily focuses on :
- (A) Designing effective channels to ensure products reach customers
 - (B) Supervising employee payroll
 - (C) Conducting financial audits
 - (D) Managing office infrastructure
77. One of the main objectives of a distribution network is to :
- (A) Organize corporate events
 - (B) Develop advertising campaigns
 - (C) Supervise HR functions
 - (D) Minimize costs while ensuring timely product delivery
78. Which type of distribution channel involves selling products directly from the manufacturer to the end consumer without intermediaries?
- (A) Indirect channel
 - (B) Direct channel
 - (C) Wholesale channel
 - (D) Retail channel
79. The use of intermediaries like wholesalers and retailers in delivering products to consumers represents :
- (A) Direct channel
 - (B) Exclusive channel
 - (C) Indirect channel
 - (D) Hybrid channel
80. Efficient distribution network management helps a company to :
- (A) Improve customer satisfaction and enhance market coverage
 - (B) Conduct employee performance appraisals
 - (C) Reduce legal compliance issues
 - (D) Manage office inventory
81. Which marketing channel allows the manufacturer to sell products directly to the consumer without intermediaries?
- (A) Direct channel
 - (B) Indirect channel
 - (C) Dual distribution
 - (D) Exclusive channel
82. A channel where products pass through one or more intermediaries such as wholesalers and retailers before reaching the consumer is called :
- (A) Direct channel
 - (B) Exclusive channel
 - (C) Hybrid channel
 - (D) Indirect channel
83. When a company uses multiple channels simultaneously, such as selling directly to consumers and through retailers, it is known as :
- (A) Exclusive channel
 - (B) Dual distribution
 - (C) Direct channel
 - (D) Indirect channel

84. A marketing channel in which a manufacturer gives a single distributor exclusive rights to sell in a specific territory is :
- Direct channel
 - Indirect channel
 - Exclusive channel
 - Hybrid channel
85. A hybrid marketing channel is characterized by :
- Selling only through direct channels
 - Combining direct, indirect, and other channels
 - Selling only through exclusive distributors
 - Selling only through indirect channels
86. Which factor affects channel choice by determining whether a product is perishable or requires special handling?
- Competitor strategy
 - Customer demographics
 - Market coverage
 - Product characteristics
87. When a product requires personal selling or technical explanation, the company may choose a specific channel because of :
- Advertising budget
 - Customer buying habits
 - Product features
 - Product complexity
88. The size and distribution of the target market influence channel selection because :
- Smaller markets may require direct channels, larger markets may need intermediaries
 - It affects employee morale
 - It determines legal compliance
 - It affects accounting methods
89. The cost of distribution and available resources are considered in channel choice because :
- They determine product quality
 - They dictate advertising content
 - Lower-cost channels improve profit margins
 - They influence office layout
90. Which factor considers the company's competitors' channel strategies when deciding its own channel?
- Customer buying habits
 - Competitor strategy
 - Product features
 - Market coverage
91. A middleman who buys goods from manufacturers and sells them to retailers or consumers is called :
- Broker
 - Wholesaler
 - Agent
 - Retailer

92. Which type of middleman does not take title to goods but facilitates the sale by bringing buyers and sellers together?
- (A) Retailer
 - (B) Wholesaler
 - (C) Broker
 - (D) Distributor
93. A middleman who represents either the buyer or the seller and negotiates sales on their behalf is called :
- (A) Agent
 - (B) Retailer
 - (C) Wholesaler
 - (D) Broker
94. Which middleman purchases goods in small quantities and sells directly to the final consumer?
- (A) Retailer
 - (B) Wholesaler
 - (C) Broker
 - (D) Agent
95. A middleman who performs specialized functions like storage, financing, and transportation without taking ownership of goods is :
- (A) Agent
 - (B) Service middleman
 - (C) Retailer
 - (D) Wholesaler
96. Physical distribution system primarily deals with :
- (A) Designing advertisements
 - (B) Efficient movement of goods from manufacturer to consumer
 - (C) Managing employee payroll
 - (D) Conducting market research
97. One of the main objectives of a physical distribution system is to :
- (A) Monitor competitor pricing
 - (B) Reduce office administration
 - (C) Handle internal audits
 - (D) Ensure timely delivery of products to customers
98. Which of the following activities is a part of physical distribution?
- (A) Advertising
 - (B) Employee training
 - (C) Financial accounting
 - (D) Transportation
99. Warehousing in physical distribution helps to :
- (A) Manage sales incentives
 - (B) Conduct promotional campaigns
 - (C) Audit supplier contracts
 - (D) Store products safely until they are needed
100. Inventory management in physical distribution is important because it:
- (A) Determines advertising budgets
 - (B) Supervises HR functions
 - (C) Ensures product availability and reduces stock-outs
 - (D) Handles legal complianc

Rough Work

Example :

Question :

Q.1 (A) ● (C) (D)

Q.2 (A) (B) ● (D)

Q.3 (A) ● (C) (D)

5. Each question carries equal marks. Marks will be awarded according to the number of correct answers you have.
6. All answers are to be given on OMR Answer Sheet only. Answers given anywhere other than the place specified in the answer sheet will not be considered valid.
7. Before writing anything on the OMR Answer Sheet, all the instructions given in it should be read carefully.
8. After the completion of the examination, candidates should leave the examination hall only after providing their OMR Answer Sheet to the invigilator. Candidate can carry their Question Booklet.
9. There will be no negative marking.
10. Rough work, if any, should be done on the blank pages provided for the purpose in the booklet.
11. To bring and use of log-book, calculator, pager & cellular phone in examination hall is prohibited.
12. In case of any difference found in English and Hindi version of the question, the English version of the question will be held authentic.

Impt. On opening the question booklet, first check that all the pages of the question booklet are printed properly. If there is any discrepancy in the question Booklet, then after showing it to the invigilator, get another question Booklet of the same series.

उदाहरण :

प्रश्न :

प्रश्न 1 (A) ● (C) (D)

प्रश्न 2 (A) (B) ● (D)

प्रश्न 3 (A) ● (C) (D)

5. प्रत्येक प्रश्न के अंक समान हैं। आपके जितने उत्तर सही होंगे, उन्हीं के अनुसार अंक प्रदान किये जायेंगे।
6. सभी उत्तर केवल ओ०एम०आर० उत्तर-पत्रक (OMR Answer Sheet) पर ही दिये जाने हैं। उत्तर-पत्रक में निर्धारित स्थान के अलावा अन्यत्र कहीं पर दिया गया उत्तर मान्य नहीं होगा।
7. ओ०एम०आर० उत्तर-पत्रक (OMR Answer Sheet) पर कुछ भी लिखने से पूर्व उसमें दिये गये सभी अनुदेशों को सावधानीपूर्वक पढ़ लिया जाये।
8. परीक्षा समाप्ति के उपरान्त परीक्षार्थी कक्ष निरीक्षक को अपनी OMR Answer Sheet उपलब्ध कराने के बाद ही परीक्षा कक्ष से प्रस्थान करें। परीक्षार्थी अपने साथ प्रश्न-पुस्तिका ले जा सकते हैं।
9. निगेटिव मार्किंग नहीं है।
10. कोई भी रफ कार्य, प्रश्न-पुस्तिका में, रफ-कार्य के लिए दिए खाली पेज पर ही किया जाना चाहिए।
11. परीक्षा-कक्ष में लॉग-बुक, कैल्कुलेटर, पेजर तथा सेल्युलर फोन ले जाना तथा उसका उपयोग करना वर्जित है।
12. प्रश्न के हिन्दी एवं अंग्रेजी रूपान्तरण में भिन्नता होने की दशा में प्रश्न का अंग्रेजी रूपान्तरण ही मान्य होगा।

महत्वपूर्ण: प्रश्नपुस्तिका खोलने पर प्रथमतः जाँच कर देख लें कि प्रश्नपुस्तिका के सभी पृष्ठ भलीभाँति छपे हुए हैं। यदि प्रश्नपुस्तिका में कोई कमी हो, तो कक्षनिरीक्षक को दिखाकर उसी सिरिज की दूसरी प्रश्नपुस्तिका प्राप्त कर लें।