

Roll No.-----

**Paper Code**

**4 4 3**

(To be filled in the  
OMR Sheet)

प्रश्नपुस्तिका क्रमांक  
Question Booklet No.

O.M.R. Serial No.

--	--	--	--	--	--	--	--

प्रश्नपुस्तिका सीरीज  
Question Booklet Series

**B**

**BBA (First Semester) Examination, February/March-2022**

**BBA-101(N)**

**Business Organization**

(For Ex & B.P. Students)

**Time : 1:30 Hours**

**Maximum Marks-100**

जब तक कहा न जाय, इस प्रश्नपुस्तिका को न खोलें

- निर्देश : —
1. परीक्षार्थी अपने अनुक्रमांक, विषय एवं प्रश्नपुस्तिका की सीरीज का विवरण यथास्थान सही— सही भरें, अन्यथा मूल्यांकन में किसी भी प्रकार की विसंगति की दशा में उसकी जिम्मेदारी स्वयं परीक्षार्थी की होगी।
  2. इस प्रश्नपुस्तिका में 100 प्रश्न हैं, जिनमें से केवल 75 प्रश्नों के उत्तर परीक्षार्थियों द्वारा दिये जाने हैं। प्रत्येक प्रश्न के चार वैकल्पिक उत्तर प्रश्न के नीचे दिये गये हैं। इन चारों में से केवल एक ही उत्तर सही है। जिस उत्तर को आप सही या सबसे उचित समझते हैं, अपने उत्तर पत्रक (O.M.R. ANSWER SHEET) में उसके अक्षर वाले वृत्त को काले या नीले बाल प्वाइंट पेन से पूरा भर दें। यदि किसी परीक्षार्थी द्वारा निर्धारित प्रश्नों से अधिक प्रश्नों के उत्तर दिये जाते हैं तो उसके द्वारा हल किये गये प्रथमतः यथा निर्दिष्ट प्रश्नोत्तरों का ही मूल्यांकन किया जायेगा।
  3. प्रत्येक प्रश्न के अंक समान हैं। आप के जितने उत्तर सही होंगे, उन्हीं के अनुसार अंक प्रदान किये जायेंगे।
  4. सभी उत्तर केवल ओ०एम०आर० उत्तर पत्रक (O.M.R. ANSWER SHEET) पर ही दिये जाने हैं। उत्तर पत्रक में निर्धारित स्थान के अलावा अन्यत्र कहीं पर दिया गया उत्तर मान्य नहीं होगा।
  5. ओ०एम०आर० उत्तर पत्रक (O.M.R. ANSWER SHEET) पर कुछ भी लिखने से पूर्व उसमें दिये गये सभी अनुदेशों को सावधानीपूर्वक पढ़ लिया जाय।
  6. परीक्षा समाप्ति के उपरान्त परीक्षार्थी कक्ष निरीक्षक को अपनी प्रश्नपुस्तिका बुकलेट एवं ओ०एम०आर० शीट पृथक—पृथक उपलब्ध कराने के बाद ही परीक्षा कक्ष से प्रस्थान करें।
  7. निगेटिव मार्किंग नहीं है।

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 कक्ष निरीक्षक को दिखाकर उसी सीरीज की दूसरी प्रश्नपुस्तिका प्राप्त कर लें।

## **Rough Work / रफ कार्य**

1. Aman wants to start a business which requires good managerial skills. Which type of business organisation do you think Aman should form?
  - (A) Sole proprietorship
  - (B) Company
  - (C) Joint Hindu Family business
  - (D) Cooperative society
2. Which of these types of partners does not participate in the management of the firm?
  - (A) Sleeping partner
  - (B) Partner by estoppel
  - (C) Partner by holding out
  - (D) All of these
3. Partners who do not share profit or losses:
  - (A) Nominal partner
  - (B) Partner by estoppel
  - (C) Partner by holding out
  - (D) All of these
4. A\_\_\_\_\_ partner contributes to the capital but does not participate in the management:
  - (A) Active
  - (B) dormant
  - (C) Partner by estoppel
  - (D) Partner by holding out
5. \_\_\_\_\_type of partner have unlimited liability.
  - (A) Active
  - (B) Sleeping
  - (C) Nominal
  - (D) All

6. The continuity of a company is stable because of:
  - (A) Separate legal entity
  - (B) Perpetual succession
  - (C) Common seal
  - (D) Artificial person
7. Minimum number of members required to form a cooperative society is:
  - (A) 5
  - (B) 4
  - (C) 10
  - (D) 1
8. Which of these are not an element of promotion?
  - (A) Sales Promotion
  - (B) Personal Selling
  - (C) Advertising
  - (D) Public Networking
9. Which of the following is not an objective of advertising?
  - (A) Building relationship
  - (B) Introducing a new product
  - (C) Developing a brand image
  - (D) Providing information
10. Which of the following is not a sales promotion tool?
  - (A) Joint promotion
  - (B) Finance deals
  - (C) Salesman trying to make a Sale
  - (D) Free gifts

11. Which of the following is a correct feature of personal selling?
- (A) One to one contact
  - (B) Indirect communication
  - (C) Planning
  - (D) Quick Sales
12. The combination of firms in successive stages of the same industry may be referred to as:
- (A) Horizontal Integration
  - (B) Vertical Integration
  - (C) Forward Integration
  - (D) Backward Integration
13. Cooperative societies follows the principle of:
- (A) One man one vote
  - (B) One man-many vote
  - (C) Both (A) and (B)
  - (D) All of the above
14. Which of the following forms of combination involve certain degree of control over supply of goods in the market?
- (A) Trade Association
  - (B) Chamber of Commerce
  - (C) Pool
  - (D) All of the above
15. Complete consolidation as a class of business combinations may include:
- (A) Mergers and acquisitions
  - (B) Pools and Cartels
  - (C) Trusts and holding companies
  - (D) Trade associations and chamber of commerce

16. Minimum no. of member in private company can be:
- (A) 2
  - (B) 10
  - (C) 7
  - (D) None of these
17. “Space available in vertical and horizontal directions is most effectively utilized” is known as principle of:
- (A) Cubic space utilization
  - (B) Flexibility
  - (C) Flow
  - (D) Minimum distance
18. If all the processing equipment and machines are arranged according to the sequence of operations of a product the layout is known as:
- (A) Product layout
  - (B) Process layout
  - (C) Fixed position layout
  - (D) Combination layout
19. The following type of layout is preferred for low volume production of non-standard products:
- (A) Product layout
  - (B) Process layout
  - (C) Fixed position layout
  - (D) Combination layout
20. In ship manufacturing, the type of layout preferred is:
- (A) Product layout
  - (B) Process layout
  - (C) Fixed position layout
  - (D) Combination layout

21. This chart is a graphic representation of all the production activities occurring on the shop floor:
- (A) Operation process chart
  - (B) Flow process chart
  - (C) Templates
  - (D) All of the above
22. The restructuring of a corporation should be undertaken if:
- (A) The restructuring can prevent an unwanted takeover.
  - (B) The restructuring is expected to create value for shareholders.
  - (C) The restructuring is expected to increase the firm's revenue.
  - (D) The interests of bondholders are not negatively affected.
23. The "information effect" refers to the notion that:
- (A) A corporation's actions may convey information about its future prospects.
  - (B) Management is reluctant to provide financial information that is not required by law.
  - (C) Agents incur costs in trying to obtain information.
  - (D) The financial manager should attempt to manage sensitive information about the firm.
24. In the long run, a successful acquisition is one that:
- (A) Enables the acquirer to make an all-equity purchase, thereby avoiding additional financial leverage.
  - (B) Enables the acquirer to diversify its asset base.
  - (C) Increases the market price of the acquirer's stock over what it would have been without the acquisition.
  - (D) Increases financial leverage.

25. A tender offer is:
- (A) A goodwill gesture by a “white knight.”
  - (B) A would be acquirer’s friendly takeover attempt.
  - (C) A would be acquirer’s offer to buy stock directly from shareholders.
  - (D) Viewed as sexual harassment when it occurs in the workplace.
26. Who controls the capital market in India?
- (A) SEBI
  - (B) RBI
  - (C) IRDA
  - (D) NABARD
27. Which of the following is not a credit rating agency?
- (A) CRISIL
  - (B) ICRA
  - (C) NIKKEI
  - (D) CARE
28. Which of the following TERM does not belong to the stock exchange?
- (A) NAV
  - (B) NSE
  - (C) IPO
  - (D) KPO
29. The type of market in which securities with less than one-year maturity are traded, is classified as:
- (A) Money market
  - (B) Capital market
  - (C) Transaction market
  - (D) Global market



30. The type of exchange members who only buy and sell for their personal account are classified as:
- (A) Non-investment traders
  - (B) Professional traders
  - (C) Commercial traders
  - (D) Investment traders
31. Which trading individuals has SEBI decided to grant a unified license to operate in commodity derivative and equity markets?
- (A) Clearing Members
  - (B) Brokers
  - (C) NBFCs
  - (D) Only (A) & (B)
32. Which financial body has asked intermediaries and companies to make regulatory payments in digital mode?
- (A) SEBI
  - (B) RBI
  - (C) NSE
  - (D) BSE
33. \_\_\_\_\_ is a link between savers & borrowers, helps to establish a link between savers & investors:
- (A) Marketing
  - (B) Financial market
  - (C) Money market
  - (D) None of these

34. Which of the following is the function of financial market?
- (A) Mobilization of savings
  - (B) Price fixation
  - (C) Provide liquidity to financial assets
  - (D) All of the above
35. When securities are allotted to institutional investors & some selected individuals is referred to as \_\_\_\_\_.
- (A) Initial public offer
  - (B) Offer through prospectus
  - (C) Private placement
  - (D) Offer for sale
36. \_\_\_\_\_ is also called zero coupon bond.
- (A) Trade bills
  - (B) Call money
  - (C) Treasury bills
  - (D) Commercial papers
37. Which of the following are the instruments of money market?
- (A) Call money
  - (B) Certificate of deposits
  - (C) Trade bills
  - (D) All of the above
38. ADRs are issued in:
- (A) Canada
  - (B) China
  - (C) India
  - (D) USA
39. Under the factoring arrangement, the factor:
- (A) Produces and distributes the goods or services
  - (B) Makes the payment on behalf of the client
  - (C) Collects the client's debt or account receivables
  - (D) Transfer the goods from one place to another

40. The conflict of interest between stockholders and management is known as:
- (A) Agency problem
  - (B) Interest conflict
  - (C) Management conflict
  - (D) Agency cost
41. The process of determining the present value of a payment or a stream of payments that is to be received in the future is known as:
- (A) Discounting
  - (B) Compounding
  - (C) Factorization
  - (D) None of the given options
42. Which of the following form of business organization is least regulated?
- (A) Sole proprietorship
  - (B) General Partnership
  - (C) Limited Partnership
  - (D) Corporation
43. Business Finance addresses which of the following?
- (A) Capital budgeting
  - (B) Capital structure
  - (C) Working capital management
  - (D) All of the given options
44. Financial policy is evaluated by which of the following?
- (A) Profit Margin
  - (B) Total Assets Turnover
  - (C) Debt-equity ratio
  - (D) None of the given options
45. Finance is vital for which of the following business activity (activities)?
- (A) Marketing Research
  - (B) Product pricing
  - (C) Design of marketing and distribution channels
  - (D) All of the given options

46. Under the lease agreement, the lessee gets the right to:
- (A) Share profits earned by the lessor
  - (B) Participate in the management of the organization
  - (C) Use the asset for a specified period
  - (D) Sell the assets
47. \_\_\_\_\_ was the first company in India to issue convertible zero interest debentures in January 1990.
- (A) Mahindra and Mahindra
  - (B) Adani Enterprise
  - (C) Tata Motors
  - (D) Reliance Limited
48. Expand ICICI
- (A) International Credit and Investment Corporation of India
  - (B) Indian Credit and Investment Corporation of India
  - (C) Industrial Credit and Investment Corporation of India
  - (D) None of these
49. Investors who want steady income may not prefer \_\_\_\_\_
- (A) Debentures
  - (B) Equity Shares
  - (C) Bonds
  - (D) None of these
50. State Industrial Development Corporations were established by \_\_\_\_\_
- (A) Ministry of Finance
  - (B) Central Government
  - (C) Different States
  - (D) None of these

51. The most popular form of business organisation is:
- (A) Sole proprietorship
  - (B) Company
  - (C) Partnership
  - (D) Joint Hindu Family business
52. The form of business organisation which is specifically found in India is:
- (A) Sole proprietorship
  - (B) NGO
  - (C) Cooperative society
  - (D) Joint Hindu family business
53. Cooperative Societies are compulsorily registered under which of the following Act:
- (A) The Companies Act, 2013
  - (B) The Cooperative Societies Act, 1922
  - (C) The Indian Contract Act, 1872
  - (D) The Cooperative societies Act, 1912
54. How many types of Cooperative Societies are there:
- (A) 5
  - (B) 4
  - (C) 6
  - (D) 8

55. Satish lost his job during the Covid-19 pandemic now he wants to start a business of his own in his hometown. Satish had limited finance available with him and he does not want many legal formalities to start a business. Suggest Satish which forms of business organisation he should go for:
- (A) Partnership
  - (B) Sole proprietorship
  - (C) Joint Hindu family business
  - (D) Cooperative society
56. Which of the following form of Business organisations has a limited liability to his members?
- (A) Partnership
  - (B) Company
  - (C) Sole proprietorship
  - (D) Joint Hindu family business
57. Minimum number of members required to form a public company is:
- (A) 12
  - (B) 1
  - (C) 7
  - (D) No limit
58. As per the companies Act, 2013, a public company is defined as:
- (A) A company which is not a private company
  - (B) A company which has restrictions on the transferability of his shares
  - (C) A company which is prohibited from issuing shares to public
  - (D) A company which has limited the number of its member upto 200

59. Bishan is performing a business activity in which he enjoys all the profits and bears all the risk alone, which type of organisation do you think Bishan is running:
- (A) Partnership
  - (B) Company
  - (C) Sole proprietorship
  - (D) Joint stock company
60. A is running a retail shop of grocery items under the sole proprietorship from of business, A's son wants him to expand the shop and deal in other types of goods as well but A does not agree with his son's plan. Do you think that A's son can execute his plan without A's consent?
- (A) Yes
  - (B) No
  - (C) yes but after completing a few legal formalities
  - (D) None of these
61. Which of the following is a demerit of a partnership firm:
- (A) Unfair distribution of profits
  - (B) Unlimited liability
  - (C) Limited managerial ability
  - (D) Dominance of one partner
62. Harish was a sole proprietor and was running a retail shop of gift items. Unfortunately, due to an accident Harish died, due to which his business also came to an end. Which feature of the sole proprietorship is applied here:
- (A) No Separate entity
  - (B) Lack of business continuity
  - (C) Sole risk bearer and profit recipient
  - (D) None of these

63. Which type of organisation is not bound to show its accounts to anyone:
- (A) Company
  - (B) Partnership
  - (C) Sole proprietorship
  - (D) Cooperative society
64. Sense of accomplishment is present in which of business organisation:
- (A) Partnership
  - (B) Company
  - (C) Joint Hindu Family business
  - (D) Sole Proprietorship
65. Pooja engaged in a business of clothes. She has to manage all the task related to the business alone and because of her weak marketing skills and knowledge her business is not making profits up to her expectations. Pooja's business is a form of business organisations:
- (A) Joint Hindu Family Business
  - (B) Sole Proprietorship
  - (C) Partnership
  - (D) Cooperative society
66. The Indian Partnership Act, 1932 defines Partnership as:
- (A) The relation between persons who have agreed to share the profits of the business carried on by all or any one of them acting for all.
  - (B) The relation between persons who have agreed to carry on business activities together.
  - (C) The relation between persons who have agreed to share the profits of the business carried on by all of them together.
  - (D) None of these



67. The partner of a partnership firm have unlimited liability, this means that:
- (A) partner's personal assets be used of repaying firms debt
  - (B) Partner's personal assets can be used for repaying firms debt/liability
  - (C) Partner's will enjoy unlimited profits
  - (D) Profit is distributed according to the amount of their capital contribution
68. A, B and C together made a donation of Rs. 60,000 to an organization called Smart Healthcare Club. Can this contribution be called as partnership:
- (A) Yes
  - (B) No
  - (C) Yes, if the amount contributed by A, B and C is equal
  - (D) None of these
69. Which of the following is not an advantage of a partnership firm:
- (A) Secrecy
  - (B) Ease of Formation and Closure
  - (C) Limited liability of members
  - (D) More Funds
70. Ram, Shyam and Kavi were in a partnership firm. Kavi wants his son to enter into the firm, Shyam agrees to this but Ram does not agree to Kavi's intentions. Can Kavi bring his son to the partnership firm even if Ram does not agree:
- (A) Yes
  - (B) No
  - (C) Yes, but after completing certain legal formalities
  - (D) None of these
71. Possibility of conflicts is a limitation of which type of business organisation:
- (A) Sole proprietorship
  - (B) Partnership
  - (C) Company
  - (D) Joint Hindu Family

72. How many types of partners are there?
- (A) 5
  - (B) 7
  - (C) 6
  - (D) 2
73. Partner who does not take part in the day to day activities of the business is a \_\_\_\_\_ partner:
- (A) Active
  - (B) Dormant
  - (C) Secret
  - (D) None of these
74. Partner who does not contribute to the capital neither takes part in the management of the firm but still he/she is liable to pay the firm's debt because they are considered to be a partner of the firm in the eyes of a third party:
- (A) Dormant
  - (B) Nominal
  - (C) Active
  - (D) Partner by estoppel
75. On the basis of duration partnership are classified into:
- (A) Partnership at will and particular partnership
  - (B) General partnership and limited partnership
  - (C) Long partnership and short partnership
  - (D) None of these

76. In a limited partnership, the liability of at least one partner is \_\_\_\_\_ while of other partners is \_\_\_\_\_.
- (A) Limited; unlimited
  - (B) Limited; general
  - (C) General; unlimited
  - (D) Unlimited; limited
77. Documents that is made during the formation of a partnership is:
- (A) Partnership Agreement
  - (B) Partnership deed
  - (C) Partnership registration
  - (D) Partnership document
78. Which of the following is not mentioned in the partnership deed:
- (A) Name of the firm
  - (B) Duration of business
  - (C) Method of solving disputes
  - (D) Amount of profit and losses
79. It is \_\_\_\_\_ for a partnership firm to get registered.
- (A) Mandatory
  - (B) Optional
  - (C) Necessary
  - (D) None of these
80. Which of the following is a consequence of not registering the partnership firm?
- (A) A partner cannot file a suit against the partner of the firm
  - (B) A partner cannot file a suit against third parties
  - (C) Firm cannot file a suit against any of its partners
  - (D) All of these

81. A Partnership firm can be registered under:
- (A) The Partnership Act, 1932
  - (B) The Indian Contract Act, 1872
  - (C) The Partnership Act, 1994
  - (D) The Partnership Act, 1922
82. \_\_\_\_\_ is an example of a cooperative society in India.
- (A) Amul
  - (B) Infosys
  - (C) Wipro
  - (D) All of these
83. Which of the organisation has a feature of separate legal entity from its members?
- (A) Company
  - (B) Cooperative society
  - (C) Sole proprietorship
  - (D) Both (A) and (B)
84. The main motive of a cooperative society is:
- (A) To earn profits
  - (B) To provide service to its members
  - (C) To inculcate a habit of savings among members
  - (D) To cooperate and work as a team with members
85. Why does the cooperative societies has a merit of government support:
- (A) Because these societies exemplifies the idea of democracy
  - (B) Because these societies are formed for the welfare of the members
  - (C) Because these societies help in the development of the country
  - (D) Because government wants to increase the number of such societies

86. How does the Cooperative societies raise its capital:
- (A) By issuing shares to its members
  - (B) By issuing shares to the public
  - (C) By getting donations
  - (D) None of these
87. Which of the following is a limitation of a Cooperative society:
- (A) Unlimited resource
  - (B) Government Control
  - (C) Complexity in formation
  - (D) Delay in decision making
88. \_\_\_\_\_ is formed to protect the welfare of farmers:
- (A) Producers cooperative society
  - (B) Consumers cooperative society
  - (C) Farmers cooperative society
  - (D) Marketing cooperative society
89. Gokuldham society is made by a group of people in which these members are able to construct/buy houses at reasonable cost. This is an example of:
- (A) Cooperative credit society
  - (B) Marketing cooperative society
  - (C) Cooperative housing society
  - (D) Producers' cooperative society
90. The chief managing body of a company is:
- (A) Board of Directors
  - (B) Shareholders
  - (C) Debenture holders
  - (D) All of these

91. A private company is one which:
- (A) Limits the number of members
  - (B) Restricts the transferability of shares
  - (C) Prohibits the public to subscribe to its securities
  - (D) All of these
92. Common seal of a company acts as its:
- (A) Official signature of the company
  - (B) Signature of the Board of Directors
  - (C) Signature of the promoters
  - (D) Signature of the CEO
93. A company being an artificial person can:
- (A) Enter into contracts
  - (B) Can sue the third party or its members
  - (C) Can be sued by its members or any other third party
  - (D) All of these
94. Which of these is a merit of a company?
- (A) Quick decision making
  - (B) Lack of secrecy
  - (C) Professional management
  - (D) Ease of formation
95. Priyansh formed a private company named XYZ Pvt. Ltd. After the death of Priyansh the company continued its operations because of its \_\_\_ feature:
- (A) Common seal
  - (B) Limited liability
  - (C) Artificial person
  - (D) Perpetual succession

96. \_\_\_\_\_ are the real owners of a company:
- (A) Shareholders
  - (B) Board of directors
  - (C) Promoters
  - (D) Employees
97. The process for forming a joint Stock Company is:
- (A) Complex
  - (B) Easy
  - (C) Easier then Sole proprietorship
  - (D) Easier than partnership
98. Reliance Industries is a \_\_\_\_\_ company.
- (A) Private
  - (B) Public
  - (C) Subsidiary
  - (D) NGO
99. A company named Tech Pvt. Ltd. wants to issue its shares to the general public. Can the company do so?
- (A) Yes
  - (B) Yes, after taking permission form the government
  - (C) Yes but there will be few restrictions
  - (D) No
100. The limit of maximum number of members in a public company is:
- (A) 100
  - (B) 200
  - (C) 500
  - (D) There is no limit of maximum number of members in a public company

\*\*\*\*\*

**DO NOT OPEN THE QUESTION BOOKLET UNTIL ASKED TO DO SO**

1. Examinee should enter his / her roll number, subject and Question Booklet Series correctly in the O.M.R. sheet, the examinee will be responsible for the error he / she has made.
2. **This Question Booklet contains 100 questions, out of which only 75 Question are to be Answered by the examinee. Every question has 4 options and only one of them is correct. The answer which seems correct to you, darken that option number in your Answer Booklet (O.M.R ANSWER SHEET) completely with black or blue ball point pen. If any examinee will mark more than one answer of a particular question, then the first most option will be considered valid.**
3. Every question has same marks. Every question you attempt correctly, marks will be given according to that.
4. Every answer should be marked only on Answer Booklet (O.M.R ANSWER SHEET). Answer marked anywhere else other than the determined place will not be considered valid.
5. Please read all the instructions carefully before attempting anything on Answer Booklet (O.M.R ANSWER SHEET).
6. After completion of examination please hand over the Answer Booklet (O.M.R ANSWER SHEET) to the Examiner before leaving the examination room.
7. There is no negative marking.

**Note:** On opening the question booklet, first check that all the pages of the question booklet are printed properly in case there is an issue please ask the examiner to change the booklet of same series and get another one.