

DAY — **09**

SEAT NUMBER

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2025 VII 04

1100

J-396

(E)

**ORGANISATION OF COMMERCE
AND MANAGEMENT (51)**

Time : 3 Hrs.

(7 Pages)

Max. Marks : 80

- Note :**
- (i) All questions are compulsory.
 - (ii) Figures to the right indicate full marks for the questions.
 - (iii) Figures to the left indicate question numbers.
 - (iv) Answer to every question must be started on a new page.

Q. 1. (A) Select the correct options and rewrite the sentences : (5) [20]

- (1) _____ warehouses provide facilities for perishable commodities.
 - (a) Bonded
 - (b) Cold Storage
 - (c) Government

- (2) The process of contracting a business function to someone else is called as _____.
 - (a) outsourcing
 - (b) trading
 - (c) E-business

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- (3) The term 'Ethics' is derived from the _____ word 'Ethos', which means character.
- (a) Latin
 - (b) French
 - (c) Greek
- (4) The main objective of the consumer organization is to protect the interest of the _____ .
- (a) consumer
 - (b) trader
 - (c) producer
- (5) The function of management starts with _____ function.
- (a) organising
 - (b) planning
 - (c) coordinating

(B) Give one word/phrase/term : **(5)**

- (1) The process that leads the employees towards the accomplishment of organizational goals.
- (2) An art of exchanging ideas, facts, information, etc. from one person or entity to another.

- (3) The transaction which is done with the help of the internet.
- (4) The right of a consumer which is about safety and protection to his life and health.
- (5) Giving of distinct name to one's product.

(C) State whether the following statements are true or false : (5)

- (1) Business ethics is a code of conduct.
- (2) Co-operation is not necessary for smooth flow of organizational activities.
- (3) Air transport is the cheapest mode of transport.
- (4) Consumer Protection Act is not required in India.
- (5) The term 'market' is derived from the Latin word 'Mercatus.'

(D) Find the odd one : (5)

- (1) Principle of authority and responsibility, Motion study, Principle of division of work, Principle of discipline.
- (2) Primary credit co-operative society, State co-operative bank, District co-operative bank, Exchange bank.

- (3) Debit card, Credit card, Aadhar card, ATM card
- (4) Job security, Health and safety measures, Good working condition, Reasonable profit.
- (5) Stock Exchange, Foreign Exchange, Bullion Market, Manufactured goods market.

Q. 2. Explain the following terms / concepts (Any FOUR) : [8]

- (1) Time Study
- (2) Staffing
- (3) Warehousing
- (4) Directing
- (5) Lok Adalat
- (6) Transport

Q. 3. Study the following case / situation and express your opinion (Any TWO) : [6]

- (1) Mr. Anil is a businessman. He has his own factories in Pune and Nashik. He lives in Pune with his wife and two daughters aged 5 and 8 years old.
 - (a) Can Mr. Anil take a life insurance policy for his wife and two daughters?

- (b) Can Mr. Anil take a marine insurance policy for his factories?
- (c) Which type of insurance should Mr. Anil take for protecting his factories from loss due to fire?
- (2) Sagar purchased watch from Titan shop and his friend Anjali purchased watch from online shopping site.
- (a) Who has purchased from traditional way?
- (b) Who has purchased from e-business?
- (c) Which business involved high risk?
- (3) Balwant Co.Ltd. is providing facilities for their female staff like daycare centre for kids and work-from-home facility. Even management takes their suggestions while taking the decisions though they are members of trade union.
- (a) By doing this they are following social responsibilities towards which interest groups?
- (b) Write any one facility provided by the company to their employees.
- (c) What kind of responsibilities employer follows in above case?

Q. 4. Distinguish between the following (Any THREE) : [12]

- (1) Planning and Organizing.
- (2) Life Insurance and Fire Insurance.
- (3) E-business and E-commerce.
- (4) District Commission and State Commission

Q. 5. Answer in brief (Any TWO) : [8]

- (1) Explain any four needs of consumer protection.
- (2) Explain the types of market on the basis of area covered and volume of transaction.
- (3) Explain any four functions of a warehouse.

Q. 6. Justify the following statements (Any TWO) : [8]

- (1) Principles of management are flexible in nature.
- (2) Controlling is the last function of management.
- (3) Business ethics can be considered as a tool for social development.
- (4) Consumers have many responsibilities.

Q. 7. Attempt the following (Any TWO) : [10]

- (1) Explain any five principles of management of Henry Fayol.
- (2) Explain characteristics of an Entrepreneur.
- (3) Explain importance of Marketing to the society.

Q. 8. Answer the following questions in detail (Any ONE) : [8]

- (1) What is Marketing ? Explain 7 Ps of Marketing Mix.
- (2) What is Bank? Explain different types of Banks.

