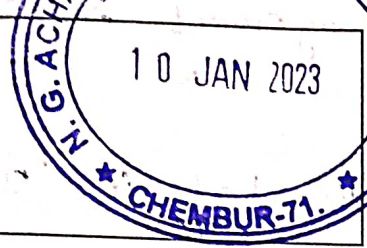


(To be filled in by the Candidate)

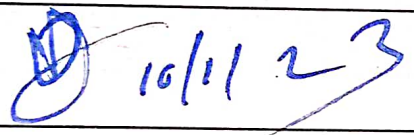
College Seal & Date (to be affixed within the square) →	
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Roll No.

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(In words)

One thousand six hundred
and two



Junior Supervisor's Signature with name & date
*Supervisor must check to correctness of information filled in before signing.

(To be filled in by the Candidate)

Examination : March / Oct. / 20 22

Term I / IInd Term : _____

Class : SYJC - Com Div I

Subject : O.C.M

Paper : _____

Section : I / II _____

Day : 10th January 2023

Date : Tuesday

Answering in English
(Language)

*Answer-Books and Suppliments 1 + = _____

Que. No.	Marks Awarded	Marks After Moderation	Marks After Revaluation
1	69		
2	50		
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
Total.			
	Examiner	Moderator	Revaluator
Sign.			
Name			



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Space for Marks	Question No.	
	Q1A)	
	1)	The function of management start with <u>planning</u>
	2)	Start up India was launched in <u>2016</u>
	3)	Cold warehouses provide facilities for <u>perishable commodities</u>
7	4)	For online transactions <u>network/Internet</u> is <u>required</u>
	5)	Business should earn <u>accumulated profit</u>
	B)	Match the pairs
	Ans:->	1) Mumbai Grahak Panchayat - <u>D) Non-government organisation</u>
4	2) Digital Marketing	- <u>F) Use of digital media</u>
	3) Henry Fayol	- <u>B) Father of modern Management</u>
	4) Start up India	- <u>E) 2016</u>
	5) E-Business	- <u>C) Electronic Business</u>



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	c)	
	1)	
	Ans:→	<u>Warehousing</u> helps in avoiding breakage, damages of product. ✓
	2)	
	Ans:→	Esprit de corps means ' <u>Union</u> ' is strength ✓
	3)	
	Ans:→	Staffing is concerned with <u>employees</u> ✓
	4)	
4	Ans:→	Services are <u>intangible</u> in nature ✓
	5)	
	Ans:→	State Commission is established by the <u>State</u> government ✓
	6)	
	1)	
	Ans:→	<u>Waiting</u> ✓
	2)	
5	Ans:→	<u>Inactive</u> ✓
	3)	
	Ans:→	<u>Blanket policy</u> ✓
	4)	
	Ans:→	<u>Aadhar Card</u> ✓
	5)	
	Ans:→	<u>NGO</u> ✓



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Space for Marks	Question No.	
	Q2)	
	2)	
	Ans:→	The term 'market' derived from greek word 'marcatus'. marketing is the process of Buying and selling of goods and services. In marketing there are two participater's a) Seller b) Buyer
	4) 3)	
	Ans:→	Entrepreneur is a person who start a business and he also know as innovator, creator, risk taker, etc. According to Webster dictionary "Entrepreneur is the person who start a business and willing to take risk loss in order to make money."
	5)	
	Ans:→	Outsourcing means, when the business organisation appoint the outsider for performing the business activities in an organisation, it's called as outsourcing. Outsider is the third party which is appointed by the company.
	6)	
	Ans:→	Insurance is the system which take out from financial loss. insurance is a contract between insurer and insured in that contract insured pay some amount to insure and if insured are in loss so insurer pay compensation to insured.

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Q3)

1)

Ans:→ A) E-bay.com website is related to C2C.

B) www.FlipKart.com website is related to B2C.

C) First step is that Abhay should complete registration on flipkart website then he place the order which thing he want.

3)

Ans:→ A) Child insurance policy can satisfy requirement of his children.

B) Beneficiaries of policy is Jagan's children's when they 2 children reach Adulthood.

C) In above case "Principle of Insurable interest" is involved.



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Question
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Q4)

1)

District Commission

Points

State Commission

Ans:->

1) District Commission is the institution and registered/established by district government is known as District Commission.

Meaning

1) State Commission is the institution and registered/established by state government is known as State Commission.

2) A person who retired and judge in district level so he appointed by district commission.

Jurisdiction
Qualification

2) A person who retired and judge in state level so he appointed by state commission.

3) District Commission can appeal against the state commission.

Appeal.

3) State Commission can appeal against the national commission.

4) District are paid the or sale the goods & services on turn over of 1 crore.

Turn over

4) State Commission are paid or sale the goods & service on turnover of more than 1 crore.

5) District Commission control by district government.

Controlled

5) State Commission control by state government.

6) These Commission located in the district of country.

located

6) These Commission located in state of country.



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Space for Marks	Question No.		
	Q.12)		
	Ans. →	Planning	Organising
		1) Planning is deciding in advance what to do, when to do, who is to do, where we are and where we want to go.	1) Organising is the process where organization collect all the resources which is required.
		2) Planning is first process in that process organization decide the plan for achieve objective/goal.	2) Organising perform that organise all the resources which is important for achieve goal
		3) Planning is the internal and external factors of the organization.	3) Organising is only the internal factors of the organization
		4) Planning is the first function and planning are made by the Top level of the organisation.	4) Organising is the function which is perform by employees & manager manager's
		5) Planning is the first level of the organisation and it's depend on the owner's & manager's of organisation.	5) Organising is the depend on the planning. as per planning all resources are collected by organisation
		6) The resources of planning is owner & manager of the organisation.	6) The resources of organising is manpower, machine etc.



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Q.4) 3)

Ans:→

Water transport

Point's

Air transport

1) Water transport is the transport which is run on the water-way

Meaning

1) Air transport is the transport which is flying and run on air-way

2) Water transport have slow speed as compared to the air transport because there are chances of accident of ship.

Speed.

2) Air transport have high speed as compared to the water transport because in sky few chances of accident

3) Water transport have capacity for carrying bulky & heavy goods as compared to road transport

Carrying

Capacity

3) Air transport have capacity for carrying bulky, large quantity goods.

4) Water transport service cost is low as compared to the air transport. we can say it's cheapest price.

Service

Cost

4) Air transport service cost is high as compared to water transport it's expensive price.

5) There are many types of ship's, cargo, boat's in water transport for the purpose of transferring the goods

means

of
transport

5) There are many plan's, which are transfer the goods from one place to another place.



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Space for Marks	Question No.	
	Q5)	
	1)	
	Ans:→	Henry Fayol is the father of Modern management he suggest 14 principle of management.
		• The principle's are as follows
		• <u>i) Principle of Division of work</u> :→ These principle suggest that in an organisation the work should be divided among the employees as per their skills, education, capabilities etc. it's helps to increase the efficiency of organisation and achieve goal which is determined by organisation.
		• <u>ii) Principle of Unity of Command</u> :→ These principle state that in an organisation there only one superior which are order & give command to subordinate if in organisation have so many superior so employees get confused which order we have to follow so that's why one superior, it's help's to avoid conflict among employees & management.
		• <u>iii) Principle of Unity of Direction</u> :→ Unity of Direction it means there only one head plan one plan in organisation. if employees receive the order from one superior so the work is done on given the time and it's avoid conflict.
		• <u>iv) Principle of Order</u> :→ These principle suggest that everything in it's place. in simple word's manpower appoint at the right time at the right job. everything is placed orderly.
		• <u>v) Principle of Centralization</u> :→ These principle state that, in organization which is small so all power in one hand but organization is large so it's Decentralization therefore proper balance of centralization & Decentralization are followed.



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Q5)2)

Ans:→ Social responsibilities toward consumers are as follows.

1) Fair Advertisement → Business organisation run the honest advertisement, and in advertisement include all the correct information about their product because consumer believe only honest advertisement and after consumer buy their product

2) Product Pricing → Business organisation determine the price of product so the price is affordable for consumer's so, many consumer's will buy the product and business organisation should publish the (msp) of the product in packet.

3) Health protection → Every business organisation should be care for consumer health it means some org. company buy the bad raw material for manufacture the goods, if consumer consume that goods so it harmful for health of consumer so company should avoid it

4) Better. Reals Relation → If business organisation establish the good relation with the consumer's so that consumer's will become a permanent customer's of that company, a seller behaviour are to be polite not a rude rude.

5) Fair Training → A seller are trained for the marketing with the consumer's. so in training, don't learn about cheat with customer's the training of the seller should be fair and right way

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Q 6)

1)

Ans:->

1) Principle of management are help to organisation for achieve the goal which is determined by the organisation, and principle are universally applicable for all types of organisation

2) Principle of management are flexible and it's helps to tackling the problem's of organisation as well solving that problem's, principle are applicable to all organisation irrespective their ~~set~~ size and nature.

3) Flexibility in nature so the size is does not matter for the principle's all kinds of organisation are accept the principle of management and it's help to achieve the goal of organisation

4) Achieve the goal, increase the efficiency of the organisation with the help of principle of management.

5) Therefore Principles of management are the flexible in nature.

3



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Q.6)

4)

- Ans:→
- 1) Entrepreneur is the person who starts business with willingness to take risk loss in order to make money. Entrepreneur is also known as creator, innovator, risk taker etc.
 - 2) Entrepreneur always try to produce & introduce new product in the market. Entrepreneur try to make a combination of old product.
 - 3) A person always try to invent the new product in the market for the purpose of customer's satisfaction. Entrepreneur like to learn about the new technology for the production of goods.
 - 4) Entrepreneur are try to do innovative. A
Therefore An successful entrepreneurs are must be innovator because if innovation not have in market so customer not satisfy.
 - 5) Therefore the entrepreneurs must be an innovator. for the satisfaction of consumer's and expand their their business in whole market.



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	Q7)	
	1)	
	Ans:->	<p><u>Meaning</u> :-> Planning is the process and it's first function of management planning is deciding in advance how to achieve the goal of organisation.</p>
		<p><u>Definition</u> :-> According to "Koontz and O'Donell" "Planning is deciding in advance what to do, when to do, how to do, who is to do, where we are & where we want to go to make thing possible which would or not occurs."</p>
		<p>* <u>Importance of Planning</u></p>
		<p>1) <u>Innovation</u> :-> Planning is helps to creat innovation in the organisation and increase the efficiency of organisation, planning is the first stage of function of management.</p>
		<p>2) <u>Corporate Image</u> :-> Planning is helps to build the best corporate image in the market and it also increase the efficiency & increase productivity if Goodwill of organisation are set. it's easy to achieve the goal of organisation.</p>
		<p>3) <u>Good Relation</u> :-> If in organisation have healthy working environment among the employees so the co-ordinate of employee are develop and Good relation is very essential thing among the employee & organisation</p>

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1) Optimum use of Resources :-> Planning and helps to organisation to use maximum of resources and increase efficiency of the organisation. planning helps to achieve the goal which is determined by organisation.

2) Reduction in wastage :-> Planning avoid the wastage of resources and increase productivity of the organization and achieve the objective which is decided.

2)

Ans :-> 1) Less time consuming :-> Nowaday's technology is growing rapidly and E-business have less time consuming platform as compared to ~~to~~ traditional business.

2) Fast transaction :-> E-business have fast transaction as compared to tradition business a consumer's pay the payment on online mode and buy the product. :-

3) Door to Door service :-> E-business provide the door to door service to the consumer's if consumer buy the product from online platform so the product delivery from door service to consumer's

4) Speed :-> E-business also know as speed business. Speed is the strength of E-business & consumer's buy the product from one click, and place the order also.

5) Product Information :-> Consumer's get all the information from the website of product



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Q8)

2)

Ans:-> Meaning :-> Controlling is the process where ~~actual~~ actual result and desire result close together. Controlling is the last function of management.

Definition :-> According to 'Philip Kotler' "Planning is the process of getting actual result and desire result close together?"

*Importance of Controlling

- 1) Corporate Image
- 2) Optimum use of Resources
- 3) Reduction in wastage
- 4) Reduction in Absenteeism of employees.
- 5) Innovation.
- 6) Better Relation.
- 7) Reduction in Employees exports.
- 8) Higher efficiency
- 9) Team work.

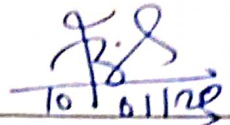
1) Corporate Image :-> Controlling are helps to build a good corporate image in the market and it also help, to increase the efficiency of organisation. and build best Reputation / Goodwill of the organisation.

2) Optimum use of Resources :-> In an organisation maximum use of resources are required So these requirement are fulfill by the controlling.



**CHEMBUR TROMBAY EDUCATION SOCIETY'S
N. G. ACHARYA & D. K. MARATHE COLLEGE OF
ARTS, SCIENCE & COMMERCE**

Candidate's Seat No. (in Figures) **1602**
(In Words) { One thousand six hundred & two }
Examination : March / Oct. 20
1st Term / IInd Term / ATKT / EXT.
Class SYJC Subject OCM Paper
Section I / II Supplement No. 1

Junior Supervisor's full Signature with Date

10/01/20



Space for Marks	Question No.	
	Q58)2)	Controlling are help's to use maximum of resources and increase in productivity of organisation
	3)	<u>Reduction in wastage</u> :-> Controlling are help's to avoid the wastage of resources if in an organization are waste the resources so this will affect the capital of organisation. Controllings help's to avoid wastage of resources
	4)	<u>Reduction in Absentee of Employees</u> :-> In an organisation employee is the valuable assets of the organisation so if employee are absent it will affect the organisation therefore Controlling helps to reduction of absent and increase efficiency of organisation
	5)	<u>Innovation</u> :-> Every organisation are want to be a Pnnovatos so the controlling helps to organisation to do Pnnovation for achieve



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the goal of organisation and increase the efficiency of business organisation.

6) Better Relation \Rightarrow In an organisation healthy and working environment is necessary for achieve the goal which is determined by the organisation. Controlling helps to build the better relation among all employees.

7) Reduction in Employees exports \Rightarrow Every organisation are reduce the exports of employees it will help's increase efficiency. Controlling help's the organisation to reduce the exports of employees.

8) Higher Efficiency \Rightarrow Organisation increase their efficiency with the employees to give monetary & ~~no~~ non-monetary support to employees. If employees have support of organisation they work with dedication and achieve the goal of organisation.

9) Team work \Rightarrow Controlling is very essential thing's and it's required the team work of all the employees in organisation for achieving the goal. Controlling are help's to establish the team work in an organisation.

X ~ X ~ X ~ X