



VISIONARY COMMERCE ACADEMY

THANE (W)

Subject : Organisation of commerce and management (O.C.M.)

Most Imp Questions for 2024 exam (26 Marks)

Chapter 1

- 1) Explain in detail any five Henry Fayol's principles of management given by Henry Fayol. (Sept 2021, March 2022, July 2022)
- 2) Describe different techniques of scientific management. (March 2023)
- 3) Elaborate principles of scientific management.
- 4) Explain nature of principles of management.(March 2023)

Chapter 2

- 1) Importance of function of management (controlling July 2023)

Chapter 7

- 1) Explain any four needs and importance of consumer protection. (March 2023, July 2023)
- 2) State any four rights of the consumer. (Sept 2021, March 2022, July 2022)
- 3) Explain any four responsibilities of the consumer .

Chapter 8

- 1) Define Marketing and explain in detail the concepts of marketing. (July 2022)
- 2) Explain different types of market in detail.(July 2023)
- 3) Explain in detail 7Ps of Marketing. (March 2022, July 2022)
- 4) Explain the functions of marketing in detail. (Sept 2021, March 2022, July 2022, March 2023, July 2023)
- 5) Explain importance of marketing to the society and consumers and firm (Sept 2021, March 2023, July 2023)

Chapter 6

- 1) Explain the responsibilities of business towards employees. (2)
- 2) State responsibilities of business towards government (1)
- 3) Give any four types of social responsibilities towards consumers. (1)

Chapter 4

- 1) What is warehouse? Explain its different functions. (2)
- 2) Explain types of warehouses. (2)

Chapter 5

- 3) What is outsourcing? Explain advantages and disadvantages of outsourcing. (1)

Q2) Terms and concept (8 Marks)

- | | | |
|------------------------------------|----------------------------|----------------------------|
| 1) E- Business — 2 times . | 7) Staffing | 13) central bank |
| 2) Banking — 2 times . | 8) Mental Revolution | 14) Janhit Yachika |
| 3) Lok adalat — 3 times . | 9) Place concept of market | 15) Planning |
| 4) organising — 2 times . | 10) Insurance | 16) Management |
| 5) outsourcing — 2 times . | 11) Espirt de crops | 17) Concept of trusteeship |
| 6) Social responsibility — 2 times | 12) Directing | 18) Communication |

