



**Date: 4/11/24**  
**GRADE: XIB**

**MONTHLY TEST -02 (2024-25)**  
**BUSINESS ADMINISTRATION (833)**

**Max marks: 20**  
**Time: 50 Minutes**

General Instructions:

- 1) Questions 1 to 4 carries 1 mark each.
- 2) Questions 5 to 8 carries 2 marks each.
- 3) Questions 9 and 10 carries 4 marks each.
- 4) All questions are compulsory.

Sl.No	Questions	Marks
<b>SECTION A</b>		
1	_____function is responsible for converting inputs to outputs. a) Marketing b) Selling c) Production d) Finance	1
2	Information Technology enables _____ exchange. a) People b) Market c) Information d) Automatic	1
3	Which type of consumer good is impulsively purchased? a) Shopping goods b) Convenience goods c) Speciality goods d) Unsought goods	1
4	Which type of consumer consistently purchases from the same brand? a) Discount consumer b) Loyal consumer c) Wandering consumer d) Need-based consumer	1
<b>SECTION B</b>		
5	Explain Job Analysis?	2
6	How can IT help in marketing for a business?	2
7	How can you identify consumer needs? Explain	2
8	Differentiate between products and services.	2
<b>SECTION C</b>		
9	Explain the financial management functions which the business is entrusted with.	4
10	Explain the different types of products.	4
<b>THE END</b>		