

CUET 2025 Business Studies 15 May Question Paper With Solutions

Time Allowed :1 Hour	Maximum Marks :250	Total Questions :50
-----------------------------	---------------------------	----------------------------

General Instructions

Read the following instructions very carefully and strictly follow them:

1. The test is of 1 hour duration.
2. The question paper consists of 50 questions. The maximum marks are 250.
3. 5 marks are awarded for every correct answer, and 1 mark is deducted for every wrong answer.

1. Arrange the following steps of selection process in a logical sequence.

- (A) Reference and Background checks
- (B) Selection Decision
- (C) Employment Interview
- (D) Preliminary Screening
- (E) Selection Tests

Choose the correct answer from the options given below.

- (a) A, B, C, D, E
- (b) D, E, C, A, B
- (c) D, E, A, C, B
- (d) D, E, C, B, A

Correct Answer: (b) D, E, C, A, B

Solution:

The selection process follows a systematic sequence to identify the most suitable candidate for the role:

1. **Preliminary Screening (D):** This is the first step where applicants are filtered based on basic criteria such as qualifications, skills, and experience. This step ensures only qualified candidates move forward in the process.
2. **Selection Tests (E):** In this step, candidates are tested on relevant skills and competencies. It could include written tests, psychometric tests, or technical evaluations depending on the job role.
3. **Employment Interview (C):** Once the candidates pass the selection tests, they are interviewed to assess their personality, interpersonal skills, and cultural fit within the organization.
4. **Reference and Background Checks (A):** This step involves verifying the candidate's provided information, such as past employment and educational background, through reference checks. It ensures that the information shared is credible and reliable.
5. **Selection Decision (B):** The final step involves choosing the best candidate based on the interview results, tests, and reference checks. The selected candidate is then offered the job.

Quick Tip

STICD: Screen, Test, Interview, Check, Decide. Use this acronym to remember the logical sequence of the selection process for better clarity and organization.

2. Arrange the following steps of organising process in a logical sequence.

- (A) Establishing authority and reporting relationship
- (B) Identification of work
- (C) Departmentalisation
- (D) Division of work
- (E) Assignment of duties

Choose the correct answer from the options given below:

- (a) C, D, E, A, B
- (b) C, E, A, B, D
- (c) B, D, C, E, A
- (d) A, B, C, D, E

Correct Answer: (c) B, D, C, E, A

Solution:

The organizing process ensures the efficient arrangement of resources and activities to achieve the organization's goals. The correct sequence is:

1. **Identification of Work (B):** The first step in organizing is identifying the tasks and responsibilities that need to be carried out to meet organizational objectives.
2. **Division of Work (D):** Once the work is identified, it needs to be divided into smaller tasks. This allows for better focus and specialization, making work more manageable and efficient.
3. **Departmentalization (C):** After dividing the work, tasks are grouped based on similarity or function. Departmentalization ensures related activities are performed together for better coordination and resource management.
4. **Assignment of Duties (E):** In this step, duties and responsibilities are assigned to individuals or teams who have the necessary skills and expertise to complete the tasks effectively.
5. **Establishing Authority and Reporting Relationships (A):** Finally, clear reporting relationships and a hierarchy of authority are defined to ensure accountability, decision-making, and efficient communication.

Quick Tip

IDDAE: Identify → Divide → Departmentalize → Assign → Establish authority. This mnemonic helps remember the logical flow in organizing. Clear roles and responsibility lead to organizational efficiency.

3. Arrange the steps of Planning Process in a proper order:

- (A) Implementation of plan and follow-up action
- (B) Developing Premises
- (C) Identification and evaluation of alternative courses of action
- (D) Setting up of objectives
- (E) Selecting an alternative

Choose the correct answer from the options given below:

- (a) (B), (D), (E), (A), (C)
- (b) (B), (C), (E), (D), (A)
- (c) (D), (B), (C), (E), (A)
- (d) (A), (B), (C), (D), (E)

Correct Answer: (c) (D), (B), (C), (E), (A)

Solution:

Planning involves setting clear objectives and deciding the best course of action to achieve them. The correct order of steps is:

1. **Setting up of objectives (D):** The first step in the planning process is to clearly define the goals and objectives to be achieved. These goals serve as the foundation for the rest of the planning process.
2. **Developing Premises (B):** In this step, assumptions about future conditions (such as market trends, competitor actions, or economic factors) are made. These assumptions serve as the basis for decision-making.
3. **Identification and Evaluation of Alternative Courses of Action (C):** After defining the objectives and premises, possible courses of action are identified. Each alternative is evaluated for its feasibility and impact on the goals.
4. **Selecting an Alternative (E):** Once the alternatives are evaluated, the best course of action is selected that aligns with the objectives and provides the maximum benefit.
5. **Implementation of Plan and Follow-up Action (A):** The final step involves putting the plan into action and monitoring its progress. If necessary, adjustments are made to stay on track.

Quick Tip

OPASI: Objectives → Premises → Alternatives → Select → Implement. Use this easy-to-remember acronym for an effective and structured approach to planning. Planning ensures goal achievement with careful thought and execution.

4. Match List – I with List – II.

List – I		List – II	
(A)	Intelligence test	(I)	Indicator of a person's capacity to develop
(B)	Aptitude test	(II)	Clues to a person's emotions, values, etc.
(C)	Personality test	(III)	Measure existing skills of the individual
(D)	Trade test	(IV)	Indicator of a person's learning ability and ability to make judgements

- (a) (A) – (I), (B) – (II), (C) – (III), (D) – (IV)
(b) (A) – (IV), (B) – (I), (C) – (II), (D) – (III)
(c) (A) – (II), (B) – (III), (C) – (I), (D) – (IV)
(d) (A) – (I), (B) – (III), (C) – (IV), (D) – (II)

Correct Answer: (b) (A) – (IV), (B) – (I), (C) – (II), (D) – (III)

Solution: Let's analyze the various tests and their corresponding definitions: **(A) - (IV):**

Intelligence tests assess the mental capacity for learning, reasoning, and judgment, which is the fundamental goal of intelligence tests.

(B) - (I): Aptitude tests focus on assessing a candidate's ability to learn and perform specific skills, making them suitable for understanding a person's potential.

(C) - (II): Personality tests aim to evaluate an individual's emotional responses, values, and personality traits, providing insight into their behavior and preferences.

(D) - (III): Trade tests assess a person's practical, hands-on skills required for specific jobs, such as carpentry, electrical work, etc.

Quick Tip

Remember: Intelligence = Learning/Judgment. Aptitude = Potential for skill development. Personality = Traits, emotions, and values. Trade = Existing skills for specific tasks.

5. Match List - I with List - II

List-I(Factors)		List-II (Factors affecting)	
(A)	Credit availed	(I)	Working capital
(B)	Diversification	(II)	Fixed capital
(C)	Control consideration	(III)	Capital structure
(D)	Legal constraint	(IV)	Dividend Decision

- (a) (A)-(I), (B)-(II), (C)-(III), (D)-(IV)
 (b) (A)-(I), (B)-(III), (C)-(IV), (D)-(II)
 (c) (A)-(I), (B)-(III), (C)-(II), (D)-(IV)
 (d) (A)-(I), (B)-(IV), (C)-(II), (D)-(III)

Correct Answer: (a) (A)-(I), (B)-(II), (C)-(III), (D)-(IV)

Solution: The matching is based on the types of decisions involved in financial management:

(A) - (I): Credit availed affects working capital, which is the short-term financing used to manage the daily operations of a business.

(B) - (II): Diversification, which involves expanding into new markets or products, typically requires fixed capital investment, as these activities involve long-term commitments.

(C) - (III): Control considerations, such as the company's ownership structure, impact capital structure (the balance of debt and equity), which affects the financial risk and return.

(D) - (IV): Legal constraints influence dividend decisions, as legal regulations dictate how profits can be distributed to shareholders or reinvested in the company.

Quick Tip

Credit = Working Capital (short-term). Diversification = Fixed Capital (long-term).
 Control = Capital Structure (mix of debt and equity). Legal = Dividend decisions (governed by law).

6. Match List - I with List – II

List-I		List-II	
A.	Right to be heard	I.	Enlightenment of one's rights and reliefs
B.	Right to seek redressal	II.	Reliefs provided by the Consumer Protection Act
C.	Right to be informed	III.	File a complaint in case of dissatisfaction
D.	Right to consumer education	IV.	Directions for use, ingredients etc

(a) A-III, B-I, C-IV, D-II

(b) A-IV, B-I, C-III, D-II

(c) A-III, B-II, C-IV, D-I

(d) A-IV, B-II, C-III, D-I

Correct Answer: (c) A-III, B-II, C-IV, D-I

Solution: The correct matches are:

(A) - (III): Right to be heard allows consumers to voice their complaints or dissatisfaction and have them addressed.

(B) - (II): Right to seek redressal enables consumers to seek remedies or compensation when they are wronged, through legal means or consumer protection channels.

(C) - (IV): Right to be informed ensures that consumers are provided with all relevant information about the products or services they purchase, such as ingredients, usage instructions, and potential risks.

(D) - (I): Right to consumer education ensures that consumers are aware of their rights, responsibilities, and the resources available to seek redressal.

Quick Tip

Heard = Complaints and Grievances. Redressal = Relief or legal action. Informed = Knowledge about product details. Education = Rights and Consumer Protection.

7. Labelling is an element of which 'p' of marketing mix?

(a) Product

(b) Price

(c) Place

(d) Promotion

Correct Answer: (a) Product

Solution: Labeling is a part of the **Product** element of the marketing mix. It involves providing essential information about the product, such as its ingredients, usage instructions, brand name, and other relevant details. Labels also play a key role in product differentiation and brand positioning, helping consumers make informed purchasing decisions.

Quick Tip

Labeling = Product information = Product. It helps customers understand what they are purchasing and how to use the product.

8. Match List I with List II.

List - I		List - II	
(A)	Branding	(I)	Designing and producing the container or wrapper of a product
(B)	Packaging	(II)	Provides detailed information about the product
(C)	Allocation	(III)	Process of giving a name, sign or symbol to a product
(D)	Labelling	(IV)	Breaking homogenous stock into smaller, marketable Lots

- (a) (A)-(III), (B)-(I), (C)-(IV), (D)-(II)
- (b) (A)-(I), (B)-(III), (C)-(II), (D)-(IV)
- (c) (A)-(III), (B)-(II), (C)-(I), (D)-(IV)
- (d) (A)-(IV), (B)-(III), (C)-(I), (D)-(II)

Correct Answer: (a) (A)-(III), (B)-(I), (C)-(IV), (D)-(II)

Solution: (A) - (III): Branding involves giving a unique name, symbol, or design to a product to distinguish it from other competitors in the market. This is essential for creating product recognition and brand loyalty.

(B) - (I): Packaging is the design and production of the product's container or wrapper, which serves multiple functions such as protection, convenience, and branding.

(C) - (IV): Allocation refers to breaking down large quantities of stock into smaller, more manageable units for sale. Although more common in inventory management, it can play a role in organizing products for sale.

(D) - (II): Labeling provides consumers with detailed information about the product, including its ingredients, instructions, and other relevant information that aids in decision-making.

Quick Tip

Brand = Name/Symbol. Package = Container/Wrapper. Label = Information. Allocation = Managing Stock.

9. "A manager applies the acquired knowledge in a personalised and skillful manner in the light of the realities of a given situation." Identify the nature of management of reflected from the above lines.

- (a) Management as an Art
- (b) Management as a Science
- (c) Management as a Profession
- (d) Management as a multidimensional

Correct Answer: (a) Management as an Art

Solution: The statement refers to the personalized application of acquired knowledge in the real-world context, which points toward **Management as an Art**. While management uses systematic scientific principles and practices, it is the application of these principles with creativity and intuition that makes it an art. Managers adapt to different situations and bring their own unique skills to the table.

Quick Tip

Personalized and skillful application = Art. Creativity and intuition are central to the art of management.

10. "Management of people" has dimensions of:

- (a) Customer's needs
- (b) Employee's needs
- (c) Manager's needs
- (d) Management's needs

Correct Answer: (b) Employee's needs

Solution: The **Management of People** involves understanding and fulfilling **Employee's needs** within the organization. This includes providing motivation, a conducive work environment, and opportunities for growth. By addressing the needs of employees, organizations can improve performance, increase job satisfaction, and retain talent.

Quick Tip

People management = Employee needs. Focus on motivating and satisfying employees to enhance productivity and retention.

11. Which level of Maslow's hierarchy is primarily motivating Aarav?

- (a) Safety/Security Needs
- (b) Basic Physiological Needs
- (c) Affiliation/Belonging Needs
- (d) Esteem Needs

Correct Answer: (b) Basic Physiological Needs

Solution: Aarav's primary focus is on earning enough money to meet his basic needs, such as rent, food, and daily expenses. According to Maslow's hierarchy, these are considered **Physiological Needs**, the most fundamental level of needs. These basic survival needs must be satisfied before an individual can focus on higher-level needs like safety, social connections, and esteem. Therefore, Aarav's motivation aligns with fulfilling physiological needs.

Quick Tip

Physiological needs are the foundation of Maslow's hierarchy, which includes the essential requirements for human survival like food, water, shelter, and clothing. Until these are met, higher needs cannot be pursued.

12. Which level of Maslow's hierarchy is primarily motivating Bhavna?

- (a) Self Actualisation Needs
- (b) Affiliation/Belonging Needs
- (c) Safety/Security Needs
- (d) Esteem Needs

Correct Answer: (c) Safety/Security Needs

Solution: Bhavna is anxious about the possibility of layoffs and is working hard to secure her job. This behavior aligns with **Safety/Security Needs**, the second level in Maslow's hierarchy. After basic physiological needs are met, individuals focus on achieving stability and security in their lives. This includes job security, financial stability, and health. Bhavna's need to secure her employment is a direct reflection of her desire to feel safe and secure in her environment.

Quick Tip

Safety/Security needs focus on ensuring stability, whether in terms of financial security, job stability, health, or physical safety. These needs are fundamental after physiological needs are satisfied.

13. Which level of Maslow's hierarchy is primarily motivating Chitra?

- (a) Basic Physiological Needs
- (b) Affiliation/Belonging Needs
- (c) Esteem Needs
- (d) Self Actualisation Needs

Correct Answer: (b) Affiliation/Belonging Needs

Solution: Chitra's motivation is driven by her need to connect with her colleagues and engage in social activities, which aligns with **Affiliation/Belonging Needs** in Maslow's hierarchy. Once physiological and safety needs are met, humans naturally seek social relationships and a sense of belonging. This includes friendships, family, and work relationships. Chitra's desire to integrate socially at work highlights her drive for these connections and social acceptance.

Quick Tip

Affiliation/Belonging needs involve the desire for social interaction, companionship, and acceptance within a group. It is the need for emotional connections and feeling part of a social network.

14. Which level of Maslow's hierarchy is primarily motivating Deepak?

- (a) Self Actualisation Needs
- (b) Safety/Security Needs
- (c) Affiliation/Belonging Needs
- (d) Esteem Needs

Correct Answer: (d) Esteem Needs

Solution: Deepak's motivation centers around gaining recognition, leading complex projects, and striving for promotions, all of which align with **Esteem Needs** in Maslow's hierarchy. This level focuses on the desire for respect, recognition, and a sense of achievement. Once the basic needs for survival (physiological and safety needs) and social connections (affiliation needs) are satisfied, individuals seek to build their self-esteem through accomplishments, status, and validation from others. Deepak's drive to be recognized and his pursuit of leadership roles are clear indicators that his primary motivation is rooted in esteem.

Quick Tip

Esteem needs focus on gaining respect, recognition, and achievement. These needs include the desire for self-worth and the respect of others, both of which are key to personal satisfaction.

15. Which level of Maslow's hierarchy is primarily motivating Esha?

- (a) Esteem Needs
- (b) Self Actualisation Needs
- (c) Basic Physiological Needs
- (d) Safety/Security Needs

Correct Answer: (b) Self Actualisation Needs

Solution: Esha's motivation stems from her desire for personal growth, knowledge, and achievement. According to Maslow's hierarchy, **Self-Actualisation** represents the pinnacle of human motivation, where individuals seek to fulfill their potential, be creative, and engage in self-improvement. Unlike basic needs such as physiological or safety needs, self-actualization is focused on becoming the best version of oneself, pursuing goals that lead to personal fulfillment. Esha's drive to reach her full potential is the defining characteristic of self-actualization.

Quick Tip

Self-Actualization is the desire to become the best version of yourself through personal growth, creativity, and meaningful accomplishments. Focus on pushing boundaries.