

CUET 2025 Business Studies 15 May Question Paper

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

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

- (a) Product
(b) Price
(c) Place
(d) Promotion
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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)

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

10. "Management of people" has dimensions of:

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

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

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
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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
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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
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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
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