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| CLASS: | <b>INDIAN SCHOOL MUSCAT<br/>PERIODIC TEST-2<br/>BUSINESS STUDIES</b>   | SUBJECT:          |
|        | <b>SET - A</b>   |                   |
| Q. NO. | VALUE POINTS   | SPLIT UP OF MARKS |
| 1.     | Responsivity can be delegated but authority cannot be delegated.   | 1                 |
| 2.     | Territorial like north south and product type like cosmetics , footwear  | 1                 |
| 3.     | Internal type is promotion to higher post<br>External is Direct recruitment with explanation.  | 3                 |
| 4.     | Estimating manpower requirement<br>Determining work load analysis<br>Training the employees<br>Fixing the compensation to employees etc<br>Liaison with management and employees | 4                 |
| 5.     | A) Organizing<br>B) Identification and division of work<br>Departmentalization<br>Assignment of duties<br>Reporting and establishing relationships                               | 5                 |
| 6.     | Motivation is an inner state of urge or inducement to act in a desired manner.<br>Unsatisfied need – search for need - satisfying the need .<br>Explanation.                     | 6                 |
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