

CHOITHRAM SCHOOL MANIKBAGH INDORE
CLASS XI Session: 2018-19

SUBJECT- BUSINESSADMINISTRATION
Scheduled Date: 22/11/2018

ASSIGNMENT No.III
Submission Date.03/12/2018

| Q.no | Questions | Mark |
|--------------------------|---|-------------|
| Very Short Answer | | |
| 1. | Bread, ice-cream and pen are examples of which type of product? | 1 |
| 2. | Distinguish between marketing and selling on the basis of objective. | 1 |
| 3 | Name any two techniques of sales promotion. | 1 |
| Very Short Answer | | |
| 4 | Explain any two factors which affecting the price of a product. | 2 |
| 5 | What do you understand by interim dividend? | 2 |
| 6 | What is the role of an HR manager? | 2 |
| 7 | Differentiate between recruitment and selection. | 2 |
| Short Answer | | |
| 8 | Write short note on IT as an functional area of management. | 3 |
| 9 | Explain the importance of production management. | 3 |
| 10 | Explain by giving example of business cycle. | 3 |
| Long answer | | |
| 11 | What is financial management? Explain any three decisions involved in financial management. | 5 |
| 12 | What is pricing? Explain various pricing techniques with example. | 5 |