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Roll No:
Std: 12th [A]

Date: 15/03/2021

Total Time: 3.15

Subject: O.C.M

Mark: 80

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Q.1] [A]

(1) Insurable interest must exist in every insurance contract.

(2) The transaction under B2B are between one business farm and other business firm.

(3) Business should provide periodic information to Owners

(4) 15th March Day is celebrated as Consumer day. (National)

(5) Branding gives special identity to the product.

(B)

(1) Principle of management which says unity is strength.
→ Principle of Esprit de Crops.

(2) A person who is innovator who introduces new combination of means of production.
→ Entrapeneur

(3) The term derived from the term e-mail and e-commerce
→ e-business.

(4) Employment generation is the responsibility of the organization towards this group.
→ Employees.

(5) The process of identifying the needs and wants of consumers in the market.
→ Market ~~Reserch~~ Research.

Q. 1]

(C)

(1) Motion Study

(2) Aadhar card

(3) Prevent congestion in cities

(4) Commissioner

(5) Promotion

(D)

(1) Management principle are applied differently under different conditions.

(2) Controlling is the function of comparing the actual performance with pre-determied perfomance.

(3) Under whole life policy, the insured get ~~money~~ after deat money from insurance company.

(4) Digital cash is form of ~~Ctr~~ Cyprto currency (Bitcoin)

(5) All sorts of ~~fr~~ Scam/fake practices related to stock exchange should be avoided.

25 min

Q. 2) (a)

(1) **Principle of Esprit D - Corps.**

principle of Esprit D. Corps means 'term work'
The the organsiation work is divided with difference department and proper work manage a term work with every department and that is the Esprit D - Corps.
The principle of management which says Unity is Strength.

In these principle is fouce on term work and Unity of Worker or employees or Workers for growth of organsiation and proper work.

(2) **Management :**

The management is the world made with two word first one 'man'a it means human, worker or employee that work in the organsation and second one is 'agement' meas 'to do proper Utilition or Systematic' that is management.

for managing the the work we use management for proper working of the organsation. for that We have principle of management and function of management to do work proper for growth of organsation.

3 **C 2 C**

C 2 C Stand for Consumer to Consumer
In these th types of business the transaction is happen in Consumer to Consumer for Satisfying there Utility. and these types of business product are second hand goods and Second item are sold.

In these types of business the goods are cheper and low rate because they are use for some time being.
Example : olx Ltd.

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Q.2) (b) **Price :**

In the business price is most important factor of marketing. price is a handling market focusen just demand and Supply. for ~~deciding~~ desiciding the price it too be not too high then Consumer will goes next substicite product that way price justfiys the value of that Commodities. price is not too low it affect the business marginess. In the price has inclouding cost plus profit as the related to business margines.

Q.3] (2)

(i) Mr. Raghav have too take the bill of laptop in that bill Warranty period 3 years.

(ii) Then Mr. Raghav go to that Shop ~~that~~ and ask to that Shopkeeper to give the bill of the laptop then he will ask to company for warranty.

(iii) When Mr Raghav is buying the laptop he negligence the bill and in that bill 3 years warranty. that way after replacing the product company ask for bill then it will be replace these problem becaute negligence the bill.

(3)

(i) money market. Mr. Rakesh borrows money.

(ii) share market Mr. Rakesh invest his funds.

(iii) foreign currency is required for internation market. doller, denar, yen these types for exchange in different conutrys.

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Q.4] (1) Organising and staffing.

Organising	Staffing.
Meanning.	
(i) Organising is the process of obeerving, arraging, preparing the work fouces is called as Organising.	Staffing is the function tha recurting, selecting, placing the worker for in the organistion is called Staffing.
Objective	
Organising main objective to follow the plan. (What has been planned)	Staffing main Objective is to recurtuting the employee in organsition
Area of function	
Organising area of function is top levels management and middle levels management.	Staffing is the area Function is middel level management.
Importance	
In organising the work it importance to be following proper planning. It been prepared for organising work.	In staffing to creating work forces of working people in the organsiation for the working.
Main Use	
In the organising function is main use in financing information department for foll plan.	In the Staffing function is main use recurting the employees, worker for for Working.
Who Will do	
Top level management. ~~medile~~	Meddle level management

Q.4] (2) Duty paid Warehouses and Bonded Warehouses. Q.4] (3)

Duty paid Warehouses	Bonded Warehouses.
Meanning	
Duty paid Warehouses are that Warehouse that goodes of imports are duty paid.	Bonded Warehouses are that Warehouses that gooes imports and duty is not paid.
Objective	
Duty paid warehouses objective is to Storage the goods and paid duty.	Bonded Warehouse objective is to Storage the goods but in case duty is not paid.
Time and Place Utility.	
Duty paid Warehouse are follow the time and place Utility to Supply the goods.	In Bonded Warehouses are follows time and place Utility.
Own By.	
Duty paid warehouse are own by pravite and gover-nment also.	Bonded warehouse are own by pravite and governm-ent also.
Near By	
Duty paid ware house are near by ports, airports. sea, railway stations.	Bouded Warehouses are near by airports. ports, sea, railways station's.
Product (Goods)	
In duty paid ware house product are imports item for foreign.	Bonded warehous ~~ware~~ product are imports item but that product duty is not paid.

Q.4] (3) Traditional Business and E-business.

Traditional Business	E-Business.
Meanning.	
Traditional Business mean's buying goods it traditional Way its called Traditional Business.	E-business means Electronic Business throw internet. buying and selling.
Time for Open	
Traditional Business is open for in day time only maxim-ine in 12 hours in a day.	E-business is open for 24 x 7 x 365 days.
Cost	
for traditional Business for open the cost is huge and take time to open.	for E business for Open business cost less then traditional Business.
Physical Product	
In the traditional Business we can see the product touch.	In the E business we cann't the product we only see the product.
Delivery of Goods	
In the Delivery of goods in Traditional Business get instant.	In the Delivery of goods in e-business take time for 3 to 4 day's.
Payment Method.	
In the traditional Business the payment method are Cash payment, Debit card, Credit card.	In the ~~traditional~~ e-business payment method cash payment, Chqaues, Debit card, Net Banking, Online payments.

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Q.5) (1)

→ Principle are formed by ~~partices~~ partices and Experiment :

In the significance of management principle there are form or made by lot of Study and Experiment and taken Study ~~that~~ Experminant then It has made ~~prepaidd~~ principle.

Universal Applicable :

The principle of ~~a~~ Singificance can be applicable to Universal to every organsiation not depend on it's particular size. it all where is apply. that way it's Universal applicable.

General Gudiline :

for the principle of Singifiance general gudline is to be follows that helpl to organisation and managing the actives that organisation help to achives.

Behaviour in nature :

In the principle of Singificance of management study the human behaviour of nature because in organsation human are working and study it behaviour become Important.

All the principle are Important :

In the Singificance of principle we cannot say these principle is important these principle is less important all the principle are equal Important.

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Q.5] (8)

→ Automated teller machine (ATM) :

In the E business the ~~atm~~ ATM Work Important role now day's ATM are pouplarly knows to people and they can easly use it. ATM can be open for 24 hours. It located in urban and rural area both in public place. With help ATM we can check, bank balance, withdrawn money.

Net Banking :

In the E business Net Banking also use in these we have do may founction just as send money to direct bank to bank transtion and money also goes in just in time.

RTGS :

RTGS Stand for Real time gross Stelement. It help to send fund to bank to bank it has System when we have to Send fund it take time of 1 hr to 2 hrs and fund transfer in Same time in working hrs.

NFTS :

NFTS Stand for National Electromic fund transfer in the NFTS fund will goes to transfer directly to the next account holder bank by Net Steiement process.

Mobile banking :

It is now so much populary mobile banking now we have not need to goes bank for checking bank balance we can check from home. with help of mobile banking we can send money also and recive money also.

Q.6] (1)

→ Planning is the first function of management as follows.

(i) Planning is basic function of management.

(ii) Planning is intullectal process of ~~locial~~ logcial thinking. it be prepard for future course of action.

(iii) Planning is What to do, how to do, When to do, Who is to do, and it brigess the gap between where we are and were we want to go.

(iv) Planning prepaid for future course of action because in ~~fure~~ future is uncertain with lot of Risk so planning help to Firstly manage the things and plan it.

For the above all point planning is the first function of management.

(2)

→ Principle of ~~id~~ indemnity does not apply to life insurance Contract, as follows.

(i) Principle of Indemnity is the feature of Insurance

(ii) Principle of Indemnity means the damage of the goods will be happen the claim we be recived till the damage or policy value which every is lower.

(iii) In the life ~~Na~~ insurance contract life of the person is insurance and it not be meausred In the money of person's life.

(iv) In the Indemnity the loss is measured in the term of money but in life insurance we cannot meausred life of person in term of money.

For the above point it proved that principle of Indemnity does not apply to life insurance contract.

Q.7] (1)

→ (1) Voyagy policy :

In the ~~thes~~ Voyagy policy it insurance is taken for that part that cargo is goes on that way is well be applied ~~it~~ till the ship complete his journey.

(2) Valued policy :

In these policy the value of total goods are calculated it's value in the money the the policy is given to that damage of that goods that happen in Journey.

(3) Mixed policy :

In the mixed policy we taken two policy benfits in single policy. Voyagey policy also and valued policy also.

(4) Port risk Policy :

In these policy for Port Saftly in the types of Insurance it much less in cost as premium because when ship saftly policy is taken by port risk policy.

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Q.7] (B)

→ (i) Improving starderds of living :

In the important of marketing of society that helps to society to increase the living starterdes to increasing quality product that helps to consumer and society also.

(ii) Decrease distrubtion cost :

In the marketing in society a distrbution channel in involus that so reducing the cost of distrbution channel it offect the cost and when cost is decreasing then people can by more.

(iii) Consumer Awarness :

In the Important of marketing in the ~~cons~~ socity consumer awarness is important then consumer think about product brand and in market substatites produtes.

(iv) Product devlopment :

In the Important of marketing product development is important factor because when marketing promution your ~~bara~~ branding then people can buy your product that way product development is importent in Important of markeling of socity.

(v) Managing Consumer Expeactions :

In the Importance of marketing of socity the consumer do some expecation towards the business and managing that expection is important and fulfulles it.

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Q.8] (1)

→ Commercial Bank :

Commercial Bank is financial institution that accepting deposites and lending loans and advances.

commercial Bank is has ~~three~~ types.

Privates commercial Bank :

In these commercial Bank group of people ~~come to~~ go Bank for commercial purpose then it's know as private commercial Bank.

Example : Axis Bank.

Government commercial Bank :

In these of commercial Bank are owned by the Government of India. huge of amount of fund hold these types of bank.

Example : SBIN (State Bank of India).

~~forgin~~ Foreign Bank :

In these types of commercial Bank are located in foreign but it's branch in India also.

Example : City Bank.

Function of Commercial Bank.

Primery function | Seconed function

Time deposites | demand deposites

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Q.8] function of Commercial Bank

Primary function | Secondery function

Time deposites | demand deposites

① Recurring deposite | ① Saving account

② fixed deposites. | ② Current account

① Time deposite :

(i) In these types of Commercial Bank main fouces on two types of deposites.

(ii) When Bank recives funds then it well be managing the Whole Cycle of Banking.

There are two two types of deposites,

(i) Recurring deposite (ii) fixed deposites.

(i) Recurring deposite :

In these types of deposite the customere is deposit fund recurring for a fixed period in monath basic, or daliy basic also

(ii) Fixed deposites :

In these types of deposites the Custo-meres deposites it funds till the fixed periode the lume sume amount that is called Fixed deposites.

Q.8]

demand deposite :

When demand of customers it's depend on custor's then it's called as demand deposites demand deposite is divided in-to two types.

(i) Current account

(ii) Saving account.

(i) Current account :

Current account is that account is no restrication on withdrawal. It account is mostly open by treader or business man for daily transation of the business. These account provide Overdrafit facility.

(ii) Saving account :

In Saving account means for a person want to save some amount for future it called Saving account. It account generaly open by Salaryed person for saving money. In these account holder's recives Interest rate also. In these accounts on withdrawal restrication on same period of time. No Overdrafite facility in these account.