

**Q. 9. Having transformed 2500 Kirana stores across eight cities into virtual super markets, the start up Quick Bizz further decided in advance, to collaborate with 15,000-20,000 store owners in top 30 cities of the country by the end of this year. The company has set its eye on digitising over 1,00,000 kirana stores over next 18-24 months.**

**(i) Identify and explain the step in the process of one of the functions of management discussed above.**

**(ii) Also explain the last step to be performed by Quick Bizz as part of the process.**

**Q. 20. Vardan Patel started the business of preparation and supplying sweets through home delivery at a production cum show-room 'Express Sweets' at Ahmedabad. He made a plan forecasting the sales of different types of sweets in various localities of Ahmedabad for each month of the year to earn a profit of 20% on Capital employed. He sets a sales target of ` 20,00,000 in the current year with a 10% increase every year. He then set the criteria for selecting suppliers from whom he would make purchases of raw material. The planning paid off and the business was able to achieve its targets.**

**(i) Identify any two types of plans by quoting the lines from the above.**

**(ii) Also give the meaning of the types of plans identified in part (a) above.**

**Q. 1. After completing her studies in product design, Sarah wishes to start her own business to design products to cater to the mobility and communication requirements of persons with special needs. She told her friend that she wanted to focus on supplying high quality and affordable products on “no profit – no loss basis”. The Unique Selling Proposition (U.S.P.) of the products will be sensitivity to challenges and needs of the differently abled. She has to follow a series of steps to attain her predetermined objectives. In the above lines, Sarah has discussed about one of the functions of management. Identify the function and state its steps in chronological order other than the one discussed in the above para. [Outside Delhi Set-I, II, III (Comptt.) 2017]**