**Essentials of Management**

**April 2023 Examination**

**Q1. Pino’s Pizza is a Pizza restaurant set up in Vashi, Navi Mumbai and they are now planning to spread their wings to Mumbai and Thane too but are confused about the same. Can you help them by explaining the decision-making process (10 Marks)**

**Ans 1.**

**Introduction**

A business can be referred to as offering products and solutions to the people needing them in return for an exact amount of cash. A business owner can be specified as someone who deals daily to maintain his business by offering his items to consumers. His sole function is to gain profits, as the firm can only endure with the help of funds. He has to maintain business alive.

After a business succeeds in one location or a specific area, it can be broadened to various areas to increase sales quantity and profits. Developing can help the business to increase its client base. A more extensive consumer base can help the business raise

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**Q2. Real Estate is going through a very difficult phase in India. There is a huge unsold inventory and to add to it there is cash crunch and RERA restrictions. Can you please guide Rakul Developers about what is contingency approach and how will it help them? (10 Marks)**

**Ans 2.**

**Introduction**

The terms realty, land, and real estate are typically utilized interchangeably. However, these are variations. A lot of people deal with land and generate income from it. These individuals have a property business and make millions from their business.

Land can be defined as the planet's surface area down to the Centre of the world and up to the airspace over minerals, including trees and water. The physical attributes of land include its individuality, immobility, and

**Q3. Zlender, is a newly set up organization dealing in manufacturing of handmade gifting articles and they have hired you as their consultant**

**a. Can you guide them about the various types of Plans (5 Marks)**

**Ans 3a.**

**Introduction**

The manufacturing business includes acquiring primary material and transforming it into the final products to ensure they can be sold to the people needing them. The manufacturing business is an optional service. It is intricate and needs to focus on detail to ensure that no mistakes can lead us to sustain losses. Its t involves detailing every business task to ensure that the product

**b. Can you also guide them about the process involved in planning? (5 Marks)**

**Ans 3b.**

**Introduction:**

Preparation is the management function, that includes choosing beforehand when it is to be done, what work is to be done and that is most likely to do it. It is an intellectual procedure which lays down a firm's goals and creates different strategies by which the company can attain those goals.