

BUSINESS STUDIES (NEW PATTERN)
FIRST FORMATIVE EXAMINATION
MODEL QUESTION PAPERS

MARKS: 20

STD XII (2017-18 onwards)

DURATION: 1Hour

INSTRUCTIONS:

- 1) All questions are compulsory
- 2) This question paper consists of 8 questions divided into four parts A, B, C and D.
- 3) Part A contains 2 questions of 1 mark each, which is a multiple choice type question.
- 4) Part B contains 2 questions of 2 marks each.
- 5) Part C contains 2 questions of 3 marks each.
- 6) Part D contains 2 questions of 4 marks each.
- 7) There is no overall choice however; internal choice is provided in question no. 6

PART A

- Q1. The management of Goa Foods Ltd. offers employment to differently abled persons. Identify the objective the company is trying to achieve.
- Q2. Advertisement of cigarettes is prohibited. Which dimension of business environment is being highlighted in this statement?

PART B

- Q3. Describe briefly the following types of plans:
(i) Strategy (ii) Programme
- Q4. Planning provides direction and reduces the risk of uncertainty. Explain.

PART C

- Q5. Explain how the principles of management help in the smooth functioning of an organisation. (any three points)
- Q6. Explain with the help of a diagram the principle of a scalar chain.

OR

- Q6. Explain with the help of a diagram the technique of Functional foremanship.

PART D

- Q7. Why is Co-ordination considered as the essence of management?
Explain (any four points)
- Q8. Modern managers have to understand the business environment in order to meet with success in their businesses. Elaborate the statement by highlighting any four points.

BUSINESS STUDIES (NEW PATTERN)
SECOND FORMATIVE EXAMINATION
MODEL QUESTION PAPERS

MARKS: 20

STD XII

DURATION: 1Hour

INSTRUCTIONS:

- 1) All questions are compulsory
- 2) This question paper consists of 8 questions divided into four parts A, B, C and D.
- 3) Part A contains 2 questions of 1 mark each, which is a multiple choice type question.
- 4) Part B contains 2 questions of 2 marks each.
- 5) Part C contains 2 questions of 3 marks each.
- 6) Part D contains 2 questions of 4 marks each.
- 7) There is no overall choice however; internal choice is provided in question no. 8

PART A

Q1. Grouping of activities on the basis of product lines is a part of _____ .

- | | |
|----------------------------|-----------------------------|
| a) Delegated organisation | b) Divisional organisation |
| c) Functional organisation | d) Centralised organisation |

Q2. Sender and receiver of a message do not believe in each other, which barrier to effective communication is being referred to in the above statement.

PART B

Q3. Explain the following selection tests:

- | | |
|------------------|----------------------|
| a) Aptitude test | b) Personality test. |
|------------------|----------------------|

Q4. Apex Co. Ltd., Mumbai, offers its shares to their employees at a set price which is lower than the market price and they also display the achievements of their employees on the notice board. Identify the financial and non-financial incentive offered by the company and explain them.

PART C

Q5. Identify the external sources of recruitment in the following cases and explain them:

- a) Mr. Jaikish wants workers in his brick manufacturing unit.
- b) InfoTech Co. Ltd. Panaji has a tie-up with the Goa University and wants to recruit qualified personnel for their jobs.

Q6. What is the relationship between planning and controlling. (three points)

PART D

Q7. Explain the steps in the process of organization.

Q8. Explain any four points to bring out the importance of delegation.

OR

Q8. Explain any four qualities of a good leader.

**BUSINESS STUDIES (NEW PATTERN)
FINAL EXAMINATION
MODEL QUESTION PAPERS**

MARKS: 80

STD XII

DURATION: 2 ½ Hours

INSTRUCTIONS:

- 1) All questions are compulsory
- 2) This question paper consists of 8 questions divided into four parts A, B, C and D.
- 3) Part A contains 8 questions of 1 mark each, which is a multiple choice type question.
- 4) Part B contains 8 questions of 2 marks each.
- 5) Part C contains 8 questions of 3 marks each.
- 6) Part D contains 8 questions of 4 marks each.
- 7) There is no overall choice however; internal choice is provided in question no. 26, 28, 29 and 30.

PART A

- Q1. Who is known as the Father of Scientific Management?
- Q2. Name the concept which means dispersal of decision-making authority through all the levels of organisation.
- Q3. Which function of management fills the jobs created by organising function?
- Q4. Which function of management initiates action.
- Q5. A decision to acquire a new and modern plant to upgrade an old one is a: -
a) Financing decision b) Working capital decision c) Investment decision d) Dividend decision.
- Q6. The Government wishes to raise funds in the money market. Which instrument will it issue to borrow money?
- Q7. Name a sales promotion activity which offers products at a price less than the least price.
- Q8. The Consumer Protection Act provides for the redressal of consumer's grievances by setting –up of a:
a) Five-tier machinery b) Four-tier machinery.
c) Three-tier machinery d) Two-tier machinery.

PART B

- Q9. 'A successful enterprise has to achieve its goals effectively and efficiently.' Explain.
- Q10. Mr. Ashok has a tile-making factory, he requires workers and a supervisor. Suggest the two external sources of recruitment and explain them.

Q11. 'Gang-Plank' states that Fayol's principles are not rigid prescriptions of management. Explain. (any two points.)

Q12. Explain with an example any two dimensions of business environment.

Q 13. Explain any two points to bring out the importance of controlling.

Q14. 'In today's commercial world, the Stock Exchange performs many vital functions. 'Explain any two functions.

Q15. Distinguish between marketing and selling with respect to the meaning and objective.

Q16. 'Expenditure on Advertising is a social waste '. Do you agree? Explain any two points.

PART C

Q 17. Explain the nature of co-ordination as a function of management. (any three points)

Q18. Identify the scientific study in the following cases:

(i) The production manager and his staff have decided to find the best way to place machines and tools so that unnecessary movements are eliminated and the idle time is minimized.

(ii) Paulo travels Ltd, has established interchange ability of parts and products manufactured in the factory.

(iii) The manager observes his workers while working in an eight hour shift in order to find out the maximum duration of time, workers can work with the same energy and productivity. Accordingly he will be changing the timing and the duration of breaks.

Q19. A Company has its registered office in Delhi, manufacturing unit in Noida, marketing & sales department in Faridabad. The company manufactures consumer products. Which type of organisational structure should it adopt and why? (two points)

Q20. Identify the needs as per Maslow's hierarchy theory in the following cases:

(i) You wish to be promoted as a branch manager.

(ii) You wish to be a member of a Lions Club group.

(iii) You would like to order food during lunch time.

Q21. 'It is stated that planning and controlling are related '. Explain. (any three points)

Q22. Explain any three objectives of SEBI.

Q23. Explain the following marketing philosophies:

(i) Product (ii) Production (iii) Selling.

Q24. Explain any three rights of consumers.

PART D

Q25. What is the impact of Government's policy changes on business and industry. Give any four points.

Q26. What is the importance of planning? (any four points)

OR

What are the limitations of planning? (any four points)

Q27. Explain the steps involved in organising process.

Q28. How is staffing a part of Human Resource Management? Give any four reasons

OR

What tests are used to select the employees? (any four)

Q29. State and explain any four functions of a supervisor.

OR

State and explain any four qualities of a good leader.

Q30. Explain any four factors affecting the Working capital requirement.

OR

Explain any four factors affecting the Fixed capital requirement.

Q31. You have decided to publish Business Studies text- books. Which factors will you keep in mind while pricing them. (any four)

Q32. You wish to purchase jewelry to gift your friend for her wedding. As a wise consumer what would be your responsibility. Explain. (any four points)