

Sample Paper - 2008
Class – XII
Subject – Business Studies

BUSINESS STUDIES

CLASS: XII

MARKS : 100

TIME : 3 HOURS

GENERAL INSTRUCTIONS:

Answer all the questions.

Answers should be brief and to the point.

Marks are indicated against each question.

Answers to questions carrying 4 and 5 marks to be written in 80-100 words.

Answers to questions carrying more than 5 marks to be written in 150 words.

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|----|---|---|
| 1 | Ritu is the manager of the northern division of a large Corporate House. At what level does she work in the organization? What are her basic functions? | 1 |
| 2 | Name the foreman who sees that the work conforms to the standards of quality laid down by the planning department. | 1 |
| 3 | Why is planning called the primary function of management? | 1 |
| 4 | Distinguish between Certificate of Deposit and Fixed Deposit | 1 |
| 5 | Which principle of management highlights on the concept “one unit one plan”. | 1 |
| 6 | Define capital market. | 1 |
| 7 | Why management is called a process? | 1 |
| 8 | “The dealers may be given a specific amount of money to increase the sale of the manufacturer’s products”. Name the technique | 1 |
| 9 | “Planning restricts creativity”. Comment. | 1 |
| 10 | List the first two components of staffing. | 1 |
| 11 | Give short notes on
1. Responsibility Accounting
2. Strategic point control | 3 |

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|----|---|---|
| 12 | Explain the importance of financial planning. | 3 |
| 13 | Explain any three features of money market. | 3 |
| 14 | Give and explain any three methods of trade promotion. | 3 |
| 15 | Give and explain any three factors affecting capital budgeting decisions. | 3 |
| 16 | Explain any four On the job training methods. | 4 |
| 17 | “Control is looking back” “Controlling is forward looking”. Comment. | 4 |
| 18 | Explain any four components of Product Mix. | 4 |
| 19 | Can an overburdened manager take help from his subordinate? How? Explain the three important things, which he should keep in mind while taking such help. | 4 |
| 20 | Give short notes on
1. Call Money
2. Commercial Papers | 4 |
| 21 | Every new enterprise has to tap external sources for various job positions. Explain any five such sources. | 5 |
| 22 | Explain trading on equity with an example. | 5 |
| 23 | Distinguish between “Rules” and “Methods”. | 5 |
| 24 | List and explain any five principles of scientific management. | 5 |
| 25 | “Co-ordination is the essence of Management”. Discuss. | 5 |
| 26 | “Organization supplies the nucleus around which human efforts revolve for a common purpose”. Explain the importance of management in light of this statement.
(Or)
What is meant by divisional structure in an organization? Discuss its merits and demerits. | 6 |
| 27 | Distinguish between formal and informal communication
(Or)
How can we overcome the barriers of effective communication? | 6 |
| 28 | “Non-financial incentives also motivate the employees”. Do you agree? Give and explain any six such incentives.
(Or)
Discuss the benefits of an organization where the employees are properly motivated. | 6 |

- 29 Explain any six Ways and Means of Consumer Protection in India. 6
(Or)
Explain any six responsibilities of the consumers to safeguard their interests.
- 30 Briefly explain the factors that are taken into consideration while taking decision on pricing the product. 6
(Or)
“It pays to advertise”. Comment on this statement.

Prepared by:-

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BUSINESS STUDIES-XII

Time Allowed-2 Hrs

Maximum

Marks-50

Answer all questions

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1. Give any two functions of Top Level Management.
(1)
 2. Name any two functions of Management.
(1)
 3. Which principle is deviated if the employee receives orders from two superiors ?
(1)
 4. Under which technique the work of a worker is supervised by many experts ?
(1)
 5. In what type of job was Henry Fayal engaged before writing the Principles of Management ?
(1)
 6. Explain any three functions of Operational Levels of Management ?
(3)
 7. Distinguish between the Principles 'Unity of Command' and 'Unity of Direction'.
(3)
 8. Define Coordination. Explain the nature of Coordination.
(4)
 9. Which Scientific Principles of Management were developed by F.W.Taylor ? Explain. (4)
 10. Explain the following principles:-
a) Authority and Responsibility; b) Fair Remuneration to Employees
(4)
 11. Explain the nature of management Principles ?
(5)
 12. What are the significance of Management Principles ?
(5)
 13. "Management is regarded as a fully-developed profession". Do you agree ? Give reasons.(5)
 14. Explain any six techniques of Scientific Management ?
(6)
 15. Explain how Management is a Science ?
(6)