

SAMPLE QUESTION PAPER 5

Class – XII **BUSINESS STUDIES**

Time allowed: 3hrs

Maximum Marks: 80

General Instructions:

- (i) Answers to questions 1-8 carrying 1 mark may be from one word to one sentence.
- (ii) Answers to questions 9-13 carrying 3 marks may be from 50 – 75 words.
- (iii) Answers to questions 14-19 & 20-22 carrying 4 & 5 marks respectively may be about 150 words.
- (iv) Answers to questions 23-25 carrying 6 marks may be about 200 words.
- (v) Attempt all parts of a question together Marks are given at the end of each question.

1 Marks Questions

1. What is meant by Fayol's principle of 'Esprit de corps'?
2. Managerial activities are performed in all types of organisations in all departments and at all levels. Which management character is highlighted here?
3. Which type of personnel is recruited by management consultancy firms?
4. Give any one characteristics of principles of management.
5. Mention any one importance of controlling.
6. Globalisation means integrating our economy with world economy. Do you agree?
7. Which is the first step in the process of organising?
8. Leader plays a key role in introducing required changes in the organisation. How?

3 Marks Questions

9. Explain the following rights of consumers: (a) Right to be Heard (b) Right to Consumer Education
10. Explain the factors affecting the dividend decision.
11. How are shareholders likely to gain with a loan component in the capital employed? Explain with a suitable example.
12. Vinod is working in an organisation. After every three months his manager transfers him from one department to another so that he may gain a broader understanding of all the departments of the organisation. Name and explain the method of training Vinod is undergoing.
13. Explain the following as factors affecting financing decision:
 - (a) Cost
 - (b) Cash Flow Position of Business
 - (c) Level of fixed operating cost

4-5 Marks Questions

14. Explain importance of controlling (any four points).
15. 'Coordination is the essence of management'. Explain this statement briefly.

16. Explain in brief what is included in the 'Technological Environment' of Business.
17. What is meant by 'Functional Structure' of an organisation? Explain any two of its advantages and two limitations.
18. Describe in brief, Taylor's principles of :
 - (a) Co-operation, not individualism
 - (b) Science, not the rule of thumb
19. What factors to be kept in mind while determining capital structure of a company?
20. Explain briefly the qualities of a good leader.
21. Distinguish between advertising and personal selling on any five bases.
22. Explain any five points of importance of planning for a large business enterprise.

6 Marks Questions

23. Explain the following money market instruments:
 - (a) Certificate of deposit
 - (b) Call money
24. Give the meaning of 'Directing' as a function of management and any four points of its importance.
25. What is meant by marketing mix? Explain different elements of marketing mix.

