

SAMPLE QUESTION PAPER 6

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. Give any one reason why principles of management do not provide readymade solution to all managerial problems.
2. Name in three levels in hierarchy of an organisation.
3. Give the meaning of 'Placement' as a step in the process of staffing.
4. Identify the principle of Taylor which is an extension of principle of 'Harmony, not discord'. Name it.
5. Give meaning of term 'Deviation' as used in the control function of management.
6. Give a practical example from current scenario to prove that business environment helps the firm to identify threats and early warning signals.
7. On the basis of flow of communication, differentiate between formal and informal organisation.
8. Every manager from top executive to superior performs the function of directing. Which characteristic of directing is referred here?

3 Marks Questions

9. Explain any three responsibilities of the consumer to safeguard his interests.
10. Explain the meaning of Working Capital. Briefly explain any four factors that determine the working capital of a company.
11. How does 'Trading on Equity' increase the return on equity shares? Illustrate with a suitable example.
12. Briefly explain the procedure for selection of employees.
13. "An effort to control everything may end up in controlling nothing". Explain.

4-5 Marks Questions

14. Explain any three limitations of planning.
15. How management 'increase efficiency' and 'helps' in the development of society.
16. Explain 'increasing competition' and 'more demanding customers' as impact of Government policy.

17. The employees of Vinod Limited., a software company, have formed a dramatic group for their recreation. Name the type of organisation so formed and state its two features. They have also decided to work for the protection and promotion of interest of consumers. Identify the two values.
18. Explain any four points regarding significance of Principles of management.
19. "Sound Financial Management is the key to the prosperity of business". Explain.
20. Give any 4 points of difference between 'on the job training' and off the job training.
21. "Generally consumers prefer to buy goods directly from the producers/manufacturer but it is not always possible". Give reasons, why is it so by explaining four different factors responsible for this. Also identify two values, if a producer provides products with safety and good packing to the consumer.
22. Explain 'Method' and 'Rule' as types of plan.

6 Marks Questions

23. Distinguish between 'Primary Market' and 'Secondary Market' on the basis of:
- (a) Sale of Securities
 - (b) Capital Formation
 - (c) Determination of price
 - (d) Location
24. Distinguish between Functional and Divisional Structure.
25. Explain the following functions of marketing:
- (a) Gathering and analysing market information
 - (b) Product designing and development
 - (c) Standardisation and grading
 - (d) Customer support services