

Model Paper 2013-14
Class: XII
Subject: Business Studies

Time Allowed: 3 hours

Maximum Marks: 90

General Instructions:

1. Answers to questions carrying **1** mark may be from **one word** to **one sentence**.
2. Answers to questions carrying **3** marks may be from **50-75** words.
3. Answers to questions carrying **4-5** marks may be about **150** words.
4. Answers to questions carrying **6** marks may be about **200** words.
5. Attempt all parts of a question together.

1. Name the type of training which gives help to a new employee in settling down quickly into the job by becoming familiar with the new people, the surroundings, the job and the business. 1
2. How does Laissez Faire leader lead to their subordinates? 1
3. Define non-financial incentive. 1
4. How does controlling help in ensuring order and discipline in an organization? 1
5. A company has decided to retain its entire profit to meet financial requirements of its growth. Name the type of decision involved. 1
6. Which process prepares a blueprint of an organization's future preparation relating to finance? Give any one reason why this process is needed? 1
7. Name the source of meeting financial requirements for a period ranging from 1 day to 14 days. 1
8. "SEBI requires that brokers, sub-brokers and other players in the capital market should be registered with it." Name the function of SEBI which is highlighted by this statement. 1
9. Who is Public in "Public Relation"? 1
10. Name of Service given after sale service. 1
11. Which claims can be appealable before the Supreme Court under the Consumer Protection Act? 1
12. A customer has right to file a complaint in case of dissatisfaction with the goods 1

or service. Mention the right given to the customer in this context.

13. Henry Fayol points out the danger and cost of unnecessary labour turnover in one of his principles of management. Name the principle and explain it. 3
14. Explain one of the techniques “Standardisation” given by F.W. Taylor. 3
15. Name the plan, basically formulated to meet the challenges of special circumstances. Explain it. 3
16. Differentiate between “*Single Use Plan*” and “*Standing Plan*”.(any two points and one example of each plan). 3
17. Explain any three market related factors that should be kept in view while taking decisions on the choice of channels of distribution of any product. 3
18. Explain the functions performed by Branding. 3
19. Give any three demerits of Divisional Organisation. 4
20. “Authority, Responsibility and Accountability are related because these are elements of Delegation but they differ considerably.” Explain how it is to. 4
21. Explain four objectives of Financial Management. 4
22. Mr. Rafique is a patient of high blood pressure. He takes medicine for this on regular basis. This medicine comes under the category the prescription medicines which are sold to customers only on prescription by a registered medical practitioner. However, at many places, this practice is not being adhered to rigidly. Since Mr. Rafique is a salesman, he keeps on touring. On one such tour, he purchased medicine for blood pressure. While purchasing the medicine, neither he looked for details and forgot to take any receipt. Since the medicine was of expired date, it reacted and Mr. Rafique got ill seriously. This involved substantial cost of medical treatment. After regaining the health, he claimed damage from the medicine manufacturer on the plea of expired medicine. The company refused to pay anything on the plea that it was not responsible for expired medicines. 4
 - a. What precautions should Mr. Rafique have taken while purchasing the

medicine? Any three points.

b. What right(s) he could have got, if he would have gone through the proper channel?

c. What can be done now?

23. "Management is considered as Full-Fledged Profession." Do you agree with the statement? Give reasons to support your answer. 5
24. "Business Environment should be analysed by managers properly before making major business decisions by them." Explain why it is so. 5
25. "There is no need of Human Resource Planning as many people are available in the market these days." Do you agree with this statement? Give reasons. 5
26. "Planning is the first function and Controlling is the last function of Management. Still, both are closely related". Explain any five features of Controlling in this context. 5
27. "Leadership plays vital role in Organisational Change." With which aspect of Leadership is this statement related? Explain any four points of this aspect of Leadership. 6

OR

"Supervision is not require at all because a superior instructs his subordinates about how the work should be done." Do you agree with this statement? Give reasons.

28. "Determining the relative proportion of funds depends upon various factors." Explain any five such factors. 6

OR

Explain any four factors which affect the Fixed Capital requirements of a Business.

29. Explain the Trading Procedure on a Stock Exchange. 6

OR

Explain Money Market Instruments.(Any four)

30. Explain the Qualities of a Good Salesman.

6

OR

“Advertising is an EVIL.” Name the aspect of Advertising with which this statement is related and justify this statement.

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