

Model Paper 2014-15

Class: XII

Subject: BUSINESS STUDIES

Time Allowed: 3 hours

Maximum Marks: 80

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 “Management consists of an ongoing series of functions.” Which characteristic of management is highlighted by this statement? 1
- 2 Name the technique of scientific management which helps in establishing interchangeability of manufactured parts and products. 1
- 3 “A step of organizing process prescribes who will work under whom and who will get orders from whom.” Name the step. 1
- 4 Which leadership style involves centralization of decision-making authority by a leader? 1
- 5 What do you mean by Management by Exception? 1
- 6 Name the decision which involves deciding how much of the net profit should be distributed and how much profit should be retained for future growth of the organization. 1
- 7 Name any two Indian depository institutions. 1
- 8 Name the term which is the action of an organization for promoting goodwill between itself and the society. 1
- 9 Megha Steel Ltd. started the practice of giving freedom to employees 3

to find out new ways of work practices. If these practices are suitable, these will be implemented in the concerned sections of the organization. The employees suggesting such work practices will be suitably rewarded. Identify the value which is being inculcated in the employees by the company. Explain this value and its consequences.

- 10** An electric company is facing a problem of declining market share due to increased competition from new and existing players in the market. Its competitors are introducing lower prices models. For quality conscious consumers company is introducing new model with added features and technological advancements. **3**

According to you, which plan should be introduced in this case? Also mention the steps involved in preparing plan.

- 11** Vaseem Industries, a Furniture Development company, has about 400 employees. Its organization structure is based on the following principles: **3**

- i. There is no rigid hierarchy of personnel. All employees, except top management team, are called associates.
- ii. Work teams are constituted on project basis and work teams set their own rules and prospectus for getting performance targets. When a project is completed, the team is dissolved and team members go for other teams. It is not necessary that the previous project leader is appointed as the project leader of the next team.
- iii. There is not set rule for giving sick leave to employees. Sick leave is granted on the basis of actual number of days an employee is actually sick.

Identify the values which are involved in the above principles and justify.

- 12** Raju Biscuits Pvt. Ltd. has been just incorporated and has prepared **3**
plan for recruiting competent employees. Which sources of
recruitment should the company use and what advantages will be
available to it?
Company is planning to recruit 400 employees. According to you for
filling the posts of operatives, what sources of recruitment will be most
suitable?
- 13** Which function is the essence of management process? It is the most **3**
important function of management. Give any two reasons in support
of your answer.
- 14** “In many cases, subordinates do not wish to communicate upward and **4**
it works as a barrier to effective communication.” What type of
communication barrier is it? Explain any four types of such barrier.
- 15** “Controlling is a continuous activity”? Comment. **4**
- 16** A company has set objectives of its financial management as follows: **4**
“Maximize wealth of the company so that requirements of every
stakeholder are met adequately.” Mention the values which are
pursued by the company and the consequences.
- 17** What are the steps involved in the trading procedure of securities? **4**
Brief it.
- 18** You are the Manager in a Sev-Bhujia Manufacturing company of **4**
Jodhpur. What points would you keep in mind at the time of
determining prices?
- 19** “A person is engaged in trading of goods. He purchased some goods **4**
from a manufacturer which was defective. Has he right to seek
redressal for removing defects in the goods under the provision of the
Consumer Protection Act?” Explain the reason for this. Also explain
Right to be heard.

- 20 “Government policy changes have led to the changes in working of business organizations in many ways.” Explain any five such ways. 5
- 21 “A newly appointed human resource manager is of the view that training is beneficial only to the employees and not for the organization.” Do you agree with the view of human resource manager? Give any four reasons. 5
- 22 You are the finance manager of a newly established company. The directors have asked you to determine the amount of working capital requirement for the company. Explain any five factors that you will consider while determining the working capital requirement for the company. 5
- 23 What are the objectives of management? Explain in brief. 6
- 24 Maslow’s need hierarchy is considered fundamental to understanding of motivation. Explain the role of need hierarchy in motivation with suitable diagram and example(s). 6
- 25 “There are a number of factors which effect choice of distribution channels.” Explain these factors. 6

Chandan Modi

PGT (Business Studies & Informatics Practices)

modichandan@gmail.com

Udaipur (Rajasthan)