



MAITRI VIDYA NIKETAN
ENGLISH MEDIUM SENIOR SECONDARY SCHOOL, RISALI
POST-MID TERM EXAMINATION (2022-23)
CLASS -XII SUBJECT – BUSINESS STUDIES

TIME-3Hrs.

MM: 80

GENERAL INSTRUCTIONS:

1. *This question paper contains 34 questions.*
2. *Answer should be brief and to the point*
3. *Q. No 1-20 carrying 1 mark.*
4. *Q. No 21-24 carrying 3 marks may be from 50 to 75 words.*
5. *Q. No 25-30 carrying 4 marks may be about 150 words.*
6. *Q. No 31-34 carrying 6 marks may be about 200 words.*
7. *Attempt all parts of the questions together.*

1. Preliminary screening is a step in the selection process. (True or False)

2. Management translates the works to be carried out in terms of goals to be achieved and assigns the means to achieve it. This statement relates to

- (a) Management of work
- (b) Management of people
- (c) Management of operations
- (d) All of the above

3. The principles of pure science is considered to be _____ in nature.

- (a) Flexible
- (b) Rigid
- (c) Creative
- (d) None of the above

4. Dheeraj Madan works as a Human Resource Manager in Busybee Limited. He gives due care in designing jobs, so that it offers a meaningful work experience by assuming a diversity of work content requiring higher level of knowledge. Identify the type of incentive being adopted by the company.

- (a) Employee recognition programme
- (b) Organisational climate
- (c) Career advancement opportunities
- (d) Job enrichment

5. India's population is expected to grow under 0.5 per cent during 2031-41 due to decline in fertility rate and increase in life expectancy. These changes in India's demography will also have implications such as the proportion of elementary school-going children will witness significant declines, lack of hospital beds and increase in retirement age. The related feature of business environment being described in the above lines is

- (a) Totality of external forces
- (b) Dynamic nature
- (c) Interrelatedness
- (d) Relativity

6. Which of the following statements is/are true with reference to principles of management?

- (a) The principles are guidelines to action.
- (b) The principles denote a cause-and-effect relationship.
- (c) Principles help the manager to take decisions while performing various management functions.
- (d) All of the above.

7. According to the Economic Survey, insights from behavioural economics can be strategically utilised to create an aspirational agenda for social change – from BBBP (Beti Bachao Beti Padhao) to BADLAVL (Beti Aapki Dhan Lakshmi Aur Vijay Lakshmi); from Swachh Bharat to Sundar Bharat; from 'Give It Up' for the LPG subsidy to 'Think about the Subsidy' and from tax evasion to tax compliance. Identify the type of plan being described in the above lines.

- (a) Programme
- (b) Method
- (c) Strategy
- (d) Rule

8. It is not always true that just because a plan has worked before it will work again. Identify the related limitation of planning.

- (a) Planning leads to rigidity.
- (b) Planning reduces creativity.

- (c) Planning may not work in a dynamic environment.
- (d) Planning does not guarantee success.

9.

Identify the component of branding being depicted below.



- (a) Brand name
- (b) Brand mark
- (c) Trademark
- (d) Generic name

10. Degree of decentralisation indicates:

- (a) degree of authority delegation.
- (b) degree of responsibility.
- (c) degree of power delegation.
- (d) degree of accountability.

11. Kundan Lai joined a food processing unit as a factory worker. Since he was expected to work on sophisticated machinery, he was asked to undergo a special training. Identify the training method with reference to above lines.

- (a) Vestibule training
- (b) Apprenticeship training
- (c) Internship training
- (d) Induction training

12. Rohan works as a production manager in Global Enterprises Limited. He has been given the task of getting 1000 units of hand-woven table mats manufactured at the cost of ₹150 per unit within 10 days. In order to be acknowledged as an effective manager, he must ensure that

- (a) The cost of production does not exceed ₹150 per unit
- (b) The work is completed within 10 days even at higher cost per unit
- (c) The cost of production is less than ₹150 per unit
- (d) All of the above

13. Which of the following is not a part of the business environment of business?

- (a) Customers
- (b) Suppliers
- (c) Competitors
- (d) None of the above

14. Democratic leadership style involves giving orders by a superior to his subordinates and expecting that his orders will be obeyed by them. (True or False)

15. When the deviations between the actual performance and the planned performance are within the limits

- (a) A limited corrective action is required
- (b) No corrective action is required
- (c) A major corrective action is required
- (d) None of the above

16. Which of the following is not an importance of controlling function?

- (a) It ensures order and discipline.
- (b) It restricts co-ordination in action.
- (c) It helps in judging accuracy of standards.
- (d) It improves employee motivation

17. Under which of the following circumstances a company is not likely to declare a higher dividend?

- (a) When the earnings of the company are high
- (b) When a company has a lucrative forthcoming business opportunity
- (c) When the cash flow position of the company is strong
- (d) None of the above

18. Divisional structure is the aspect of organising that establishes relationships between people, work and resources. (True or False)

19. Identify the right of consumers being promoted in the picture.



- (a) Right to safety
- (b) Right to be heard
- (c) Right to seek redressal
- (d) Right to consumer education

20. Stock Exchange works as a mechanism for valuation of securities through the forces of demand and supply. Identify the related function of performed by the stock exchanges.

- (a) Providing liquidity and marketability to existing securities.
- (b) Safety of transaction.
- (c) Pricing of security.
- (d) Spreading of equity cult.

21. Mrs. Ahilya Pasi is the Principal of a prestigious school in New Delhi. The school has a vacancy of a headmistress/headmaster of the junior wing of the school. The senior teachers of the school have the opinion that only internal candidates should be considered for this post. However, Mrs. Pasi and the management would like to invite applications from external sources too. Briefly explain any three justifications the management can provide to convince the staff for inviting applications of external candidates for the vacant post.

22. After completing his bachelor's in computer science, Abhijeet joined an IT consultancy firm. He observed there that the senior management more often communicated failures than successes. They rarely shared any good news related to the growth of the firm or give any recognition to its employees for their extraordinary contributions towards the firm. As a result, Abhijeet never felt encouraged enough to work up to his full potential and started exploring other avenues for employment. In context of the above case:

- a). Identify and explain the element of directing in the absence of which the employees don't feel encouraged to work.
- b). State the importance of this element as identified in part (a) by giving any two suitable points.

23. Explain "Critical point control" with respect to Analyzing deviations, a step in the process of controlling. Give a suitable example.

OR

Explain "Management by exception" with respect to Analyzing deviations, a step in the process of controlling. Give a suitable example.

24. Explain the redressal mechanism available to consumers under the Consumer Protection Act, 1986?

OR

Who can file a complaint in a consumer court?

25. Raj and Simran are both qualified eye surgeons and good friends. After obtaining a certificate of practice, they decide to pursue a career of their own choice. Raj starts an eye care centre in the city whereas Simran joins a government hospital in a small village. They meet after a long time in a party. Raj invites Simran to visit his eye care centre and she accepts his invitation. She observes at his clinic that there is a fixed place for everything and everyone and it is present there so that there is no hinderance in the activities pf the clinic. Also, Raj always tends to replace T with 'We' in all his conversations with the staff members. Later on, Raj shares with her that he always

deals with lazy staff sternly to send the message that everyone is equal in his eyes.

In context of the above case:

- a) Identify and explain the various principles of management that Raj is applying for the successful management of his eye care centre.
- b) List any two values that Simran wants to communicate to the society by taking up a job in a village.

26. If an organisation does not provide the right place for physical and human resources in an organisation, which principle is violated? What are the consequences of it? (Mention any Four consequences).

OR

Telco Ltd. manufactures files and folders from old clothes to discourage the use of plastic files and folders. For this, they employ people from nearby villages where very less job opportunities are available. An employee, Harish, designed a plan for cost reduction but it was not welcomed by the production manager. Another employee gave some suggestions for improvements in design, but it also was not appreciated by the production manager.

- a). State and Explain the principle of management that is violated in the above paragraph.
- b). Identify any two values that the company wants to communicate to the society.

27. In Saarthak Steel several initiatives have been taken to further improve the motivation levels of employees through designing jobs that include greater variety of work content, providing certain stability about future income and work, providing fringe benefits like housing, medical aid, etc., allotment of shares in line with various incentives. Identify and briefly explain the incentives being given by the organization to the employees.

28. State any four factors affecting the financial decision that is concerned with raising of finance using shareholders' funds and borrowed funds.

29. Explain briefly any four factors which affect the choice of capital structure of a company.

30. Mayank purchased a pack of chocolates of a renowned brand for his daughter from a shop in the nearby market. After consuming the chocolates, his daughter fell sick. He filed a case with the District forum against the renowned brand. He lost the case because of a mistake that he could not provide proof of purchase. What should be kept in mind by a consumer while purchasing, using and consuming goods and services apart from avoiding the mistake committed by Mayank, in order to enable him/her to achieve the objective of consumer protection? Enumerate any four points.

31. Explain any three of the following techniques of Scientific Management as given by Tylor:

- | | |
|--------------------|-----------------------------------|
| a) Method study | b) Functional foremanship |
| c) Standardization | d) Differential piece wage system |

OR

Briefly explain any three of the following principles of management given by Henry Fayol:

- | | | | |
|---------------------|-----------|-----------------|---------------|
| a) Unity of command | b) Equity | c) Remuneration | d) Initiative |
|---------------------|-----------|-----------------|---------------|

32. Distinguish between centralisation and decentralisation.

OR

Distinguish between functional structure and divisional structure?

33. What are the functions of a Financial Market?

34. Aman, a degree holder in Entrepreneurship came to know about Piplantri Village located in Rajasthan, where in 2006 an initiative was started in which 111 trees are planted every time a girl child is born.

To keep termites away from the trees the villagers have planted 2.5 million Aloe Vera plants around the trees. This has turned the village into an oasis, as the planting of trees led to higher water levels. Aman decided to visit the village to start a business unit, for the processing and marketing of Aloe Vera into juices, gels and other products. However, on visiting the village Aman found that the villagers were suffering exploitation at the hands of local merchants who were engaged in unscrupulous, exploitative trade practices like hoarding and black marketing of food products and also selling unsafe and adulterated products to the villagers. After looking at their plight, instead of a business organisation, he decided to set up an organisation for the protection and promotion of the consumer interest of the villagers.

State the functions that the organisation established by Aman will be performing. (Any six points).