

MAHARAJA AGRASEN MODEL SCHOOL
BUSINESS STUDIES
CLASS XII (2014-2015)

SAMPLE PAPER – 2

1. Enumerate any one feature of 'Principle of Management'? 1
2. Define 'Management of work'. 1
3. What do you mean by 'Planning' 1
4. Which organisation structure is specially designed by the management to achieve a particular task. 1
5. Define 'Financial Market'. 1
6. Enumerate any one factor affecting working capital requirements. 1
7. Honda sold their car at a discount of Rs.20,000/- for a limited period to clear off excess stock, while Maruti started with a scheme of giving a music system with every purchase of car.
Which promotional tool was used by both the companies. 1
8. Under one of the legislations of the Parliament, enacted in 1986, every consumer has a right to be protected against goods and services which are hazardous to life and health. Electro Ltd., manufactures and sells substandard electrical appliances. As these appliances did not conform to the safety norms and a mark assuring quality specification was missing. Cases were noticed where these substandard appliances had caused serious injury to many consumers.
Identify the legislation referred above. 1
9. Magoo Tyres has some vacant posts in their company. In order to fill the same, it adopted a process of identifying and choosing the best person out of a number of prospective candidates for a job and for this purpose he company conducted many steps like preliminary screening, selection tests, final interviews and medical test. Through these steps it selected persons out of many States like, Karnataka, Delhi, Andhra Pradesh and Rajasthan.
(a) In the above case one of the functions of management has been highlighted. Identify and explain that function.
(b) Name the aspect of function of management considered above. 3
10. Chadha Ltd. has not been able to achieve its sales targets. Mr, Rohit , the General Manager of the company, after adopting suitable controlling techniques, arrived at a conclusion that the employees were not putting in their full potential towards achieving the sales targets. Hence, Mr. Rohit decided to announce an incentive scheme under which the employees would be motivated psychologically, socially and emotionally to perform better. Mr Rohit desired to announce a particular type of incentive that would work as a booster to workers as financial incentive as well as non-financial incentive.

- (a) Under which element of one of the function of management incentives are being provided to employees in the above case? Also identify the management function.
- (b) Under the element identified in part (a) above various needs are discussed. Identify the need which succeeds the basic need which a person required to satisfy first of all in order to survive in life.
- (c) Classify the incentive which employees are motivated psychologically, socially and emotionally to perform better. 3
11. Mr.Harish is a Financial Advisor. He gives advice to many companies regarding the requirement of fixed capital and working capital requirement on the basis of manufacturing or trading company; small scale or large scale company etc. State any three factors affecting fixed capital requirement. 3
12. Explain how does utility and demand affect the price of a product. 3
13. Explain the features of planning. 3
14. Flowers Group Ltd. is not functioning smoothly. The employees are work shirkers, and do not honour their commitments towards organisation. They are not working effectively and efficiently to produce maximum output. On the other hand, superiors are also not fair and clear about rules and regulations. Basically, behaviour of workers is due to the fault of management which is showing ignorant behaviour towards workers and also not fulfilling their promises of better environment, promotions, wage revisions in time etc. Which principle is being violated? What does it state? 4
15. Explain any four points highlighting importance of business environment. 4
16. Mr. Ramnujam, Director of Blossom Ltd. does the entire planning for the organization. He wants that the lower and middle level managers should only implement the plans laid down by him and does not allow them to deviate from the set plans. Moreover, the power of decision making its concentrated with him. He does not involve subordinates in the decision making process and keeps the entire authority of decision making with him. The lower management only carries out the order. There is nothing new or innovative in the organisation.
- (a) Name the limitation of planning referred to above.
- (b) State any other two limitations of planning.
- (c) Name the concept which Mr. Ramujam is following by concentrating complete authority of decision making at top level only.
- (d) Name the value that can be emphasized by removing the above limitations of planning. 4
17. As per the terms of employment, each employee in Gupta Ltd.should manufacture 50 buckets per day. A group of employees is manufacturing only 40 buckets per day whereas all other groups are meeting the said target. To have a proper check on the activities of the

- employees, the management has, installed Closed Circuit Televisions (CCTVs) in the factory. There is no resentment from the employees union for this.
- (a) Name the managerial function involved in installing the CCTVs in the factory.
- (b) Identify and explain the steps of this managerial function's process that can be completed by installing CCTVs.
- (c) Also identify and explain the step followed by the step identified in (b). 4
18. SEBI is a watchdog of the securities market. Comment. 4
19. A consumer has the freedom to choose from a variety of products at competitive prices. The marketers should offer a wide variety of products in terms of quality, brand, price, size, etc and allow a consumer to make a choice from amongst these. Janya, a class XII student was in need of a ball-pen. She went to the nearest stationery shop. The shopkeeper showed her wide variety of ball-pens having of different prices. She selected a pen and paid Rs.250/-, the maximum retail price of the pen, and took each memo for the same.
- (a) Which consumer right is available to Jaya? Explain right.
- (b) Identify and explain the right that powers a consumer to file a complaint and to be heard in case of dissatisfaction with a good or a service. 4
20. Distinguish between 'Delegation' and 'Decentralisation' on the basis of the following
 (a) Purpose (b) Scope (c) Status and (d) Nature (e) Freedom of action. 5
21. "The post of a Supervisor should be abolished in the hierarchy of management." Do you agree? Explain your answer by giving suitable reasons. 5
22. Differentiate between Formal and Informal Communication. 5
23. Explain any four techniques of Taylor's Scientific Management. 6
24. Explain the trading procedure of a Stock Exchange. 6
25. Explain the elements of Product Mix. 6