

**Sample Paper**  
**Class – XII**  
**Subject – Business Studies**

Question Number 1 to 10 carry 1 mark each  
Question Number 11 to 15 carry 3 marks each  
Question Number 16 to 20 carry 4 marks each  
Question Number 21 to 25 carry 5 marks each  
Question Number 26 to 30 carry 6 marks each

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1. Name the mark of standardization used for the agricultural products.
2. State one remedy available under Consumer Protection Act.
3. Name the communication barrier in which a message is decoded differently by different people.
4. Rajat a sales manager achieve his sales target one month in advance. This achievement was displayed on notice board and a certificate for the best performance was awarded to him by CEO of the company. Name the incentive provided to him.
5. Which limitation of planning suggests that the employees stop thinking and become the blind followers of plan?
6. What is meant by Policy?
7. State the difference between Taylor's Principal of scientific management and Fayol's principle of management on the basis of 'focus'.
8. What is motion study?
9. State the 2 designations o the operating level.
10. Define efficiency.
11. What are the factors responsible of the determination of price of a product? (3 points)
12. Define SEBI. What are the different types of its functions?
13. Differentiate between financial planning and financial management.
14. What do you mean by capital structure? Explain the 3 factors affecting the capital structure of a company.
15. Explain the 3 modern techniques used for control.
16. In what ways informal organisaton is better than the formal organization? (4 points)
17. Write the different sources of recruitment. What is the benefit of external recruitment? (3 points)

18. Write the differences between Functional and Divisional organization structure. (4 points)
19. Which function of management ensures work accomplishment according to plans? Name and explain the importance of this function.
20. Explain:
  - (a) Rights of a consumer (2 points)
  - (b) Responsibility of a consumer (2 points)
21. What are the types of financial decision? Explain the 5 factors affecting dividend decision of a company
22. How selling is different from marketing?
23. Explain the steps involved in planning.
24. Explain and state the 2 benefits of the following:
  - (a) Unity of command
  - (b) Division of work.
25. Define management as a process. What are the different levels of management? Write 3 functions of second level of management.
26. Differentiate between monetary and non-monetary incentives.
27. What is product mix? What are its components? State one importance of each component
28. Explain the staffing process.
29. Define delegation, its elements and 3 point of importance.
30. What are the types of financial decision? Explain the 5 factors affecting dividend decision of a company

OR

What are capital budgeting decisions? State the 5 factors affecting it.