

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. Which Consumer Right gives the business firms freedom to set up their own consumer service and grievance cell?
2. Ajay Raj bought a Apartment for Rs.36 lakhs from a Builder in Bhopal and found that walls have developed cracks at several places. Despite many complaints the defect was not rectified.
3. Where he need to file a case for compensation? Suggest him the authority where he could appeal next if not satisfied again by the decision?
4. Give one basic characteristic of informal communication.
5. How does a supervisor acts as a link between workers and management?
6. Name the type of plan that do not allow for any discretion or flexibility.
7. Planning is futuristic. Why is it so?
8. List any two principal of Scientific Management formulated by Taylor for managing an organization scientifically?
9. Why is it said that management principles are universal?
10. Identify the organizational objective Tata Iron &steel Co is trying to achieve, by providing crèches to its women employees.
11. 'As members of an organization diverse individual's work towards fulfilling common organizational goal.' Which characteristics of management is highlighted in this statement?
12. How does controlling helps organization in judging accuracy to standards and making efficient use of resources?
13. What is an optimal capital structure? Explain the risk consideration of affecting capital structure?
14. Distinguish between 'Product' and 'Selling' concepts of marketing, on the basis of the following: (a) Focus (b) Means (c) Ends
15. State any three regulatory functions of SEBI.
16. Which process prepares a blue print of an organization's future preparations relating to finance? Given any two reasons why this process is needed?
17. State any four responsibilities of a consumer while purchasing /consuming goods/services.

18. One day Faiz a Mechanic told his friend Tariq clerk I factory canteen that factory workers of the company will get an extra increment. Identify the type of communication. Name and list four types of this kind of network. How an intelligent manager should use such communication?
19. Distinguish between delegation & decentralization of authority on the following bases:
(a) Nature (b) Purpose (c) Freedom of action (d) Scope.
20. Give brief description of any four types of tests used in selection process.
21. Taking corrective action is the last step in the process of one of the functions of management.
(a) Name the function.
(b) Explain the other steps of the above mentioned function.
22. Explain any five functions of a Stock Exchange.
23. In spite of best efforts of managers sometimes planning fails to achieve desired results due to its limitation. Explain any five limitations of planning.
24. Explain the following principles of management:
Unity of Direction (b) Stability of Personnel
25. What is a 'Brand'? Describe its advantage (two each) to seller as well as customer.
26. Coordination is the essence of management. In the light of this statement discuss any five features of coordination.
27. A new medium scale enterprise launching a sports cycle; first of its kind, in the market; is yet to determine price of the product. Discuss the factors affecting its pricing decision.

OR

'The expenditure on advertisement is a social waste.' Examine this criticism against advertisement and give your view on it.

28. What is meant by Working Capital? Describe any four factors which affect the working capital requirements of company.

OR

What is meant by fixed capital? Describe any four factors which affect the fixed capital requirement of a company.

29. What is motivation? Explain its importance in management.

OR

Give brief description of any six guiding principles directing.

30. Define staffing as a management process, giving brief description of the various stages of this process.

OR

Explain three methods each of “on-the –job” and “off-the –job” training methods.

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