

CBSE
Class XII Business Studies
Sample Paper – 2

Time: 3 hrs**Max. Marks: 80****General Instructions:**

- i. All questions in both sections are compulsory.
- ii. Marks for questions are indicated against each question.
- iii. Question Nos. **1–8** are very short answer questions carrying **1** mark each. They are required to be answered in one sentence each.
- iv. Question Nos. **9–13** are short answer questions carrying **3** marks each. Answers to them should normally not exceed **50–75** words each.
- v. Question Nos. **14–19** are also short answer questions carrying **4** marks each. Answers to them should normally not exceed **150** words each.
- vi. Question Nos. **20–22** are long answer questions carrying **5** marks each. Answers to them should normally not exceed **150** words each.
- vii. Question Nos. **23–25** are long answer questions carrying **6** marks each. Answers to them should normally not exceed **200** words each.
- viii. Answers should be brief and to the point, and the above word limits should be adhered to as far as possible.

SECTION A

1. 'It is the moral duty of an organisation to use such techniques of production which are eco-friendly'. Name the objective of management being described. [1]

2. State the organisation structure which follows the scalar chain for communication. [1]

(OR)

Identify the concept which involves a change in the attitude of workers and management towards one another from competition to cooperation.

3. What is meant by delegation?

[1]

(OR)

What is meant by divisional organisational structure?

4. According to Taylor, which worker is the most important in a factory system; the performance of whom must be improved? [1]

(OR)

Why is it said that management principles are behavioural in nature?

5. What is meant by the term financial risk? [1]
6. State the twin objectives of financial planning. [1]
7. 'Demand is never a problem; anything that is produced can be sold in the market.' Name the concept. [1]
8. Raman bought an electric geyser which had a warranty of one year. However, the geyser stopped functioning after six months. He approached the manufacturer regarding the complaint for the same and asked for a replacement of the geyser. However, the manufacturer refused the same. Raman then approached the consumer forum and filed a case against the manufacturer in the district forum. A fine was imposed on the manufacturer and Raman received monetary compensation. Identify the consumer right being used in the given situation. [1]

SECTION B

9. Explain the following:
- Planning may not be successful in the ever changing business environment.
 - Planning involves large costs both in terms of money and time. [3]

(OR)

Explain the following the following:

- An interaction with the environment and careful analysis will help a business identify positive opportunities and possible threats.
 - Rational for the organisations to take up those resources from the environment that can be converted into the desired output.
10. While communicating with the team, Amir uses a lot of technical terms which is at times difficult for the team to understand.
- Identify the function of management being described.
 - State two points highlighting the importance of the function identified in (i). [3]
11. 'It refers to searching for suitable candidates for a job vacancy in an organisation and prompting them to apply for the same.'
- Identify the process being described in the statement.
 - List the various activities which are performed in the process identified in (i) above. [3]

(OR)

Which sources can be used by an organisation to fill the vacancies from within the organisation?

12. What is meant by stock exchange? Are transactions in the stock market safe? How does the stock market contribute to economic growth? [3]

13. Explain National Commission as part of the three-tier machinery under the Consumer Protection Act. [3]

SECTION C

14. What is meant by the organisational objective of management? What are the three basic organisational objectives? Describe. [4]

15. Name and explain the dimension of business environment as described in the given situation. [4]

(OR)

Explain the following:

- i. Privatisation
- ii. Globalisation

16. PQ Ltd. is an organisation which deals in the production and manufacturing of cosmetics, women's wear, children's wear and men's wear. Each category of product is a separate business division which is headed by a division head. Within each division, there are different departments—production, sales, marketing and human resource. Recently, as part of its corporate social responsibility, it opened a cosmetic producing factory in a rural area. The factory is completely managed by local women.

- i. Name the type of organising structure which is described.
- ii. List two advantages the organising structure identified in (i).
- iii. State any value which is communicated.

[4]

17. Identify and explain the kind of leadership being followed in the following situations:

- i. Shikha is of the opinion that once she has given orders, the subordinates must follow them completely without any questioning or deviation.
- ii. Shekhar is of the opinion that subordinates must be given freedom with respect to the way a task is to be performed. He is there only to support the subordinates. [4]

(OR)

There is no difference between a manager and a leader. Do you agree with the given statement? Comment.

18. What is the function of packaging? [4]

19. When was NSE set up? What were its basic objectives? [4]

SECTION D

20. Why is planning important for an organisation? [5]

21. Explain the importance of motivation in an organisation. [5]

(OR)

Explain the process of satisfaction of human needs.

22. How is planning related to controlling? [5]

SECTION E

23. Explain the following techniques of scientific management: [6]

- i. Method study
- ii. Standardisation and simplification
- iii. Differential piece wage system

(OR)

Explain the principle of 'Scalar Chain' and gang plank.

24. Explain the following terms: [6]

- i. Capital structure
- ii. Financial risk
- iii. Financial leverage
- iv. Trading on equity
- v. Interest coverage ratio
- vi. Floatation cost

25. AB Ltd. is planning to launch a new product. Now, it has to decide the price of the product. Identify the factors which it must consider for determining the price of the product. [6]