

Sample Paper-2013
Class XII
Subject: BUSSINESS STUDIES

Time allowed: 3hr.

M.M-90

General Instructions: -

1. Answers to questions carrying 1 mark may be from one word to one sentence.
2. Answer to questions carrying 3 marks may be from 50 to 75 words.
3. Answer to questions carrying 4-5 marks may be about 150 words
4. Answer to questions carrying 6 marks may be about 200 words.

1. Name the process which relates to the streamlining the attributes of a person required for a job.(1)
2. Name the function of management which provides movement to the organization. (1)
3. Name the element of directing which pours life in the organization. (1)
4. What is management by exception? (1)
5. Explain financial risk. (1)
6. What are the ingredient of sound working capital management? (1)
7. What is primary market? (1)
8. Explain capital market? (1)
9. Who can be the president in district forum. (1)
10. Give any 2 remedies available under C.P.A. (1)
11. What do you mean by channels of distribution. (1)
12. What is labeling? (1)
13. Explain any 3 components of physical distribution. (3)
14. Explain role of public relation. (3)
15. Taylor devised the concept of assembly line. Name the technique highlighted here & also explain 2 more techniques. (1+2)
16. Explain any 3 features of principles of management. (3)
17. "It is difficult to manage operations without planning, but in our daily lives things do not always go according to plan." Discuss. (3)
18. Explain strategies & rule as a types of plan. (3)

19. Give the difference between function & divisional structure. (4)
20. "Decentralization is an extension of delegation of authority." Do you agree? Explain. (4)
21. Explain any 4 factors affecting capital structure decision. (4)
22. "Consumer must be aware of the right they enjoy." Name the right of consumer highlighted here & also explain 3 more rights. (1+3)
23. "It acts as a binding force between departments." Name the concept & explain its any 4 features. (1+4)
24. How the staffing manager determine the different managerial posts, required in your organization? (5)
25. "Control does not require any process." Do you agree? How will you, as a staffing Explain. (5)
26. Explain how political & legal environment affect the functioning of a business enterprise. (5)
27. Explain any 6 sales promotional tools. (6)

Or

Explain qualities of good sales men. Any 6.

28. "It creates the feeling of ownership to the employees." Name the type of incentive & also explain its types. any 4. (6)

Or

"This function of management takes place throughout the life of an organization." Name it & explain its importance also.

29. Explain any 5 factors affecting dividend decision. (6)

Or

Explain any 5 factors affecting fixed capital decision. (6)

30. Explain any 4 instruments of money market.

Or

Explain functions of security exchange board of India.