

SAMPLE PAPER-2013
CLASS-XII
Subject: - Business Studies (commerce)

Time: 3hrs

M.M.: 90

Instructions:

- Answer to questions carrying 1 mark may be from one word to one sentence.
- Answer to questions carrying 3 marks may be from 50 to 75 words.
- Answer to questions carrying 4-5 marks may be about 150 words.
- Answer to questions carrying 6 marks may be about 200 one words.
- Attempt all parts of a question together.

1. Planning is very crucial for success of business organization”. Explain any 4 reasons for this.
2. Explain any 4 functions of stock exchange.
3. “SEBI performs various protective functions” explain any four such functions.
4. “A good leader should have certain qualities” explain any six such qualities.
5. Explain the following consumer rights:-
 - a) Right to be heard.
 - b) right to safety
 - c) Right to be informed.
6. “Price of a product is determined by many factors” explain any five such factors.
7. What is meant by working capital? Describe any four factors which affect the working capital requirement of a company.
8. Explain first three needs of Maslow’s need hierarchy.
9. A training method providing training to employees on the equipment which they will be using” mentions the name of this training method and explains.
10. explain the following money market instruments:-
 - a) Treasury bill
 - b) Commercial paper
 - c) Call money
11. “Management is regarded as a perfect science” do you agree? Explain in brief any five reasons.
12. “Management has not yet gained the status of a full-fledged profession” why?
13. Explain any five techniques of scientific, management.
14. An organization follows the principles of management. What are the adverse effects of each of the following principles of management on the organization:
 - a) Unity of command
 - b) Order
 - c) Division of work.

15. Briefly discuss the impact of government policy changes on business and industry.
16. Explain briefly the steps involved in the process of planning.
17. Explain briefly any three merits and any three limitation of planning.
18. Hindustan Ltd. Is manufacturing computers, soaps and textile which type of organization structure would suit the requirement of such organization. State any two advantages and two disadvantages of this organization structure.
19. Aman Ltd. Is manufacturing toys and has which type of organization structure you would suggest to them. State any three advantages and two limitations of this structure.
20. Differentiate between formal and in formal organization.
21. Explain briefly on the job method of training.
22. Explain briefly various steps involved in the selection process.
23. Why are external source of recruitment better than internal source of recruitment?
Explain briefly any six reasons?
24. Explain profit sharing, co partnership and suggestion system on monetary incentives.
25. "There is close and reciprocal relationship between planning and controlling ." explain the statement
26. Explain briefly the steps in the process of control.
27. "It is through motivation that manager can inspire their subordinate to give their best to the organization" in the light of this statement explain in brief the importance of motivation.
28. "A company generates surplus funds even after paying very high dividend to its shareholders "mention the aspect of financial management which will enable the company to deploy its surplus funds profitably and explain its any two points of importance.
29. The aspect of financial management is financial planning. Give any two points of importance.
30. "Cost of debt is lower than cost of equity share capital even then a company cannot work only with debt" give reason.
31. A company has decided to invest substantially in technology up gradation to improve its production efficiency. Name the type of decision involved and explain any four factors which affect such a decision.
32. How is allocative function being performed by financial market?
33. Differentiate capital market and money market on the basis of (i) participants (ii) instruments (iii) duration.
34. "Stock exchange facilitates pricing of securities" explain any other five functions of stock exchange.
35. What is demutualization of stock exchange?
36. "Intoday's commercial world, stock exchange performs many vital functions which leads to then investors towards positive environment" explain how by giving any five reasons.
37. Name the process of giving distinct individuality to a product. What are its advantages to marketer?

38. "It is additional layer of protection to the product "name the type of packaging.
39. Label of a product has become quite important for customers because it describes product features, producers detail and other details which are relevant to them." Draw a label for a premium bathing soap giving relevant information.
40. Name the element of marketing mix which affects revenues and profits of an organization and explain any five factors which affect determining this element.
41. Explain different techniques of sales promotions.
42. "Advertising is a social evil" comment and justify the statement by giving five reasons.
43. Explain role of advertising in present scenario.
44. Mention the purpose for which consumer protection act, 1986 has been enacted.
45. Who can file a complaint under provision of consumer protection act?
46. Which claims can be appealable before the Supreme Court under consumer protection Act?
47. What are the remedies available to an aggrieved consumer?
48. Which aspect consumer should be aware of while buying any product?