

**Sample Paper-2013**  
**Class XII**  
**Subject: BUSSINESS STUDIES**

**TIME 3HRS**

**MARKS 90**

- |     |  |         |
|-----|--|---------|
| Q1  | What is political environment  | 1       |
| Q2  | What is mental revolution  | 1       |
| Q3  | Why taylor was advocate of differential piece wage system ?  | 1       |
| Q4  | what do mean by budgetary control ?  | 1       |
| Q5  | Name the type of plan in which routine steps are prepared to carry out activities  | 1       |
| Q6  | Why planning is a primary function of management ?   | 1       |
| Q7. | Under which form of communication it is very difficult to detect source of communication   | 1       |
| Q8  | Why non financial incentives are also very important source of motivation  | 1       |
| Q9  | Which consumer right gives the business firm freedom to set up their own consumer service and grievance cell ?                   | 1       |
| Q10 | When complaint can be filed by a consumer in national commission ?   | 1       |
| Q11 | Management is a dynamic function . Explain   | 3       |
| Q12 | Explain any two objectives of financial planning.  | 3       |
| Q13 | Explain any three importance of capital budgeting.   | 3       |
| Q14 | What is primary market? Explain any two methods of flotation of new issues in the primary market                                 | 3       |
| Q15 | Explain the three levels of packaging  | 3       |
| Q16 | Explain any four functions performed by consumer organisation and NGO's for the protection and promotion of interest of consumer | 4       |
| Q17 | Explain any four importance of delegation in an organisation.  | 4       |
| Q18 | Explain any four advantages of business environment  | 4       |
| Q19 | Mr Milind Srivastava is working in top level management . Explain any four functions he is likely to perform in that level       | 4       |
| Q20 | Explain by giving any four points, how supervision is an important element of directing?   | 4       |
| Q21 | Explain the relationship between planning and controlling.   | 5       |
| Q22 | what do you mean by scientific management? Explain   | (1+2+2) |
|     | Science, not rule of thumb (ii) cooperation, not individualism   |         |
| Q23 | Explain steps in the process of planning.  | 5       |
| Q24 | Explain the SEBI on basis of (a) reasons for establishment (b) objectives  | 5       |
| Q25 | What factors must be kept in mind while fixing the price of commodity ?  |         |
| Q26 | what do you mean by Divisional structure? Explain any two advantages and two limitations .                                       |         |

OR

6

Explain the process of organizing

Q27 An employee is not able to communicate properly because of emotional reasons. Identify the barrier of communication and explain any four causes of such barrier. Suggest two measures to improve communication effectiveness

OR

6

What do you mean by motivation? Explain any five importance of motivation.

Q28 Explain the factors kept in mind while planning the capital structure of a company.

Or

Explain factors affecting the requirement of fixed capital

6

Q29 Explain the factors determining choice of a channel on basis of  
(a) product related factors (b) market related factors

or

What do you mean by sales promotion? Explain any four advantages of sales promotion

Q30 Explain the process of selection in an organisation

OR

6

What is meant by Recruitment? Explain any five sources of external recruitment.

www.eVirtualGuru.com