

V.V.M's
R. M. Salgaocar Higher Secondary School.
Margao – Goa.
First Internal Test, AUG. 2022

STD: XII (OM)

DATE: 04/08/2022

SUB: GENERAL FOUNDATION COURSE

MARKS: 20

DURATION: 1hr

INSTRUCTIONS:

- I. All questions are compulsory.
- II. The question paper consists of two sections A and B.
- III. Section A consists of 5 multiple choice questions, 5 match the pairs and 4 questions to be answered in a sentence.
- IV. Section B consists of 2 questions of 3 marks each.
- V. Figures to the right indicate full marks allotted to each question.
- VI. Write the no. of each question clearly.

SECTION - A

1. The production of the proposed product in large quantities for sale in the proposed market is known as _____ (1)
 - a) Trial production.
 - b) Commercial production.
 - c) Sample production.
 - d) Small scale production.
2. The degree to which product actually conforms to the design specification is known as _____ (1)
 - a) Quality control.
 - b) Quality management.
 - c) Quality assurance.
 - d) Quality mechanism.
3. The study of market to determine the demand-supply ratio, the extent of competition, the share of market, the pricing and distribution policies is known as _____ (1)
 - a) Market survey.
 - b) Market research.
 - c) Market analysis.
 - d) Market study.

4. When materials are purchased in order to convert them into finished products it is known as _____ (1)
- Personal purchasing.
 - Government purchasing.
 - Industrial purchasing.
 - Mercantile purchasing.

5. An allowance or deduction made by a manufacturer to a retailer off the catalogue price is known as _____ (1)
- Cash discount.
 - Quantity discount.
 - Trade discount.
 - Anticipation discount.

6. Match the following : (5)

	Column A		Column B
1.	SWOT	a)	Current assets – Current liabilities.
2.	Areas of planning	b)	The buyer is trying out the product for the first time.
3.	Working capital	c)	Production planning.
4.	New task re-buy	d)	Strength, Weaknesses, Opportunities, Threats.
5.	Seasonal working capital	e)	Temporary increase in working capital which is caused due to some relevant season for the business.
		f)	Internal, Market, Environment.

7. Mention the two stages involved in registration of a small business enterprise. (1)
8. What is cash management? (1)
9. Give the full form of CVP analysis? (1)
10. What is plant layout? (1)

SECTION - B

11. Explain any three principles of Planning. (3)
12. State any six benefits of quality control. (3)
