

**VIDYA VIKAS MANDAL'S
RAMACRISNA MADEVA SALGAOCAR HIGHER SECONDARY SCHOOL
MARGAO-GOA**

Preliminary Exam December 2025

STD: XII

Subject : Business studies

Duration: 3 Hours

Date: 15 /12/25

Marks: 80

Instruction:

1. **Answer all question**
 2. **Question paper contains 40 questions**
 3. **Question no.1 to 20, which includes multiple choice and very short answer type question for 1mark each**
 4. **Question from 21 to 26 are of 2 marks each and to be answered in 30 words.**
 5. **Question from 27 to 34 are of 3 marks each and to be answered in 60 words.**
 6. **Question from 35 to 40 are of 4 marks each and to be answered in 100 words.**
 7. **There is no overall choice however, internal choice is provided in question no 28,30,37 and 39.**
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- 1 What distinguishes a successful managers from a less successful one is the ability to put the principles in to practice. Which aspect of the nature of management is highlighted in the above statement. 1
 - Management as a Science
 - Management as an Art
 - Management as a profession
 - Management is an intangible force

 2. Which of the following is a principle of management given by Taylor? 1
 - Unity of Command
 - Division of Work
 - Harmony ,not discord
 - Unity of direction

 3. Anand and seema started a beauty parlour, customers were not happy with the services.So they decided to find out best way to perform the job.Identify the technique of scientific management. 1
 - Method study
 - Fatigue Study
 - Time study
 - Motion study

4. The step of organising process in which each individual comes to know from whom he has to take orders and to whom he is accountable. 1
- Departmentalisation
 - Identification and division of work
 - Assignment of duties
 - Establishing reporting relationship
5. The principles of management can be changed according to the prevailing situation in organisation .Which nature of principles of management is being highlighted 1
- Flexible
 - Mainly behavioural
 - Cause and Effect relationship
 - Universal Applicability
6. The main objective of financial management of an enterprise is to 1
- Maximise the business expenses
 - Maximise shareholders wealth
 - Maximise the production cost
 - Maintain bills and payments
7. The method of training in which trainees learn on the equipments they will be using. 1
- Apprenticeship training
 - Induction training
 - Vestibule training
 - Internship training
8. The process of estimating the financial requirement of an organisation, specifying the sources of funds and ensuring that enough funds are available at the right time is called..... 1
- Human Resource management
 - Marketing Management
 - Financial planning
 - Dividend decision
9. The quality certification mark used for food products is..... 1
- HALLMARK
 - AGMARK
 - FPO
 - ISI

10. The management function that helps to find out the deviations between actual performance and planned performance is 1
- Planning
 - Organising
 - Staffing
 - Controlling
11. Sunshine industry has decided to make all payments above one lakh rupees by cheque. Identify the type of plan. 1
12. Name the process by which currency notes are ceased to be accepted as legal tender for any kind of transaction. 1
13. Which kind of organisation has network of social relationship that arises spontaneously due to interaction at work . 1
14. Mr. Sham, the Finance Manager of Sunrise Industries focused on producing superior quality goods to satisfy his customer needs and wants. Identify the marketing management philosophy involved. 1
15. Which term is used for downward transfer of authority from a superior to subordinate 1
16. Name the type of test in the selection process that measures the level of knowledge and proficiency in the area of professions.. 1
17. A company offers a packet of one kilo sugar with the purchase of five kilos of Tea powder. Identify the sales promotional technique used here. 1
18. Name the component of physical distribution which act as storing and assorting products in order to create time utility in them. 1
19. Name the incentive scheme in which company offers shares to employees at a price less than market price. 1
20. Name the process by which a manager synchronise's the activities of different department. 1

21. Explain by giving two reasons as to why management is considered as an 'Science' ? 2
22. Analyse the significance of understanding environment in shaping the future of business .(Two points) 2
23. Explain any two points that highlight the importance of Decentralisation. 2
24. Describe the following factors that determine the fixed capital requirement of a firm: 2
- a) Choice techniques
 - b) Growth prospects
25. Alisha Ltd decided to acquire a new and modern plant to upgrade an old one . Identify and explain the kind of financial decision involved. 2
26. An organization manufacturing electric coolers is using sub-standard wiring to save costs. Seema bought one such cooler, and after a few days of use, the wiring short-circuited, resulting in a minor fire that damaged a part of her living room. 2
- a) Identify the Consumer Right that has been violated.
 - b) Name the suitable Redressal Agency where seema can file a complaint if the compensation claimed is ₹1,80,000..
27. India's craft heritage is surviving because of its customs and traditions. Craft products made by craftsman of Goa, Kerala, Rajasthan etc. are not only used in the country but also exported to USA and other countries of the world. The volume of export of these products gives india an advantage in balance of payment and much needed foreign exchange. Focus should be on changing the manufacturing process, ensuring durability and adopting innovations. 3
- Identify and explain dimensions of business environment highlighted in the above cases.

28. Explain three functions of labelling. 3
- OR**
- Explain the importance of packaging. (Three points)
29. State six characteristics of good brand name. 3
30. Mention six remedies available to a consumer under Consumer Protection Act 2019. 3
- OR**
- Mention six responsibilities of a consumer which should be kept in mind while purchasing goods to protect his/her interest
31. State six duties which the human resource personnel must perform. 3
32. Explain the following Styles of leadership: 3
- a) Autocratic leadership
 - b) Democratic leadership
 - c) Laissez faire leadership
33. Sitara Ltd is manufacturing toys and has production, purchase, marketing, and finance department in major towns of india. 3
- a) Identify and explain the type of organisational structure is best suited for the company?
 - b) State any four benefits of the same.
34. Welcome Ltd. is a highly reputed company. The employees of this organisation are very happy and they discussed how they came in contact with this organisation. 3
- a) Aman said that he was introduced by the present sales Manager, Mr. John.
 - b) Vaibhav said that he was directly appointed from IIM Goa from where he was about to complete his MBA.
 - c) Deepa said she was appointed through a nationwide professional body involved in recruitment.

Identify and explain the sources of external recruitment indicated in the given cases.

35. Identify and explain Henri Fayol's principles of management being violated in the following situation : 4
- a) The management of sunshine Ltd. pay much lesser salaries to their female staff than the male staff, despite the fact that they work for the same number of hours and same nature job.
 - b) The workers of Cyrus Limited have to search for tools every day because , the tools are kept anywhere according to each one's convenience.
 - c)The workers of Tipla Ltd are not complying with employment rules and regulation.
 - d)Bing Bang Ltd manufactures car and mobiles which is managed as one unit.This leads to chaos and constant overlapping of work.This affects the entire organisation.
36. Describe various characteristics of Management (Four Points) 4
37. Explain the importance of planning. (Four Points) 4
- OR**
- Explain the limitation of planning. (Four Points)
38. Explain the following steps of controlling process: 4
- a) Setting Performance standard
 - b) Comparing actual performance with standard
 - c) Analysing deviations
 - d) Taking corrective action
39. Describe in detail four Organisational barriers to communication. 4
- OR**
- Explain four measures to improve communication effectively.
40. Explain any four factors that need to be taken in to consideration while pricing the product. 4
