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RAMACRISNA MADEVA SALGAOCAR HIGHER SECONDARY SCHOOL  
MARGAO-GOA  
First Term Exam Oct 2025

STD: XII

Date: 04 /10 /25

Sub: Business Studies

Duration: 3 Hours

Marks: 80

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**INSTRUCTIONS:-**

1. Answer all questions
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 27, 29 , 30 and 36 .

1.The production manager of a firm tries to produce goods with minimum costs. Name the concept which is being focused by the management.

- Effectiveness
- Efficiency
- Staffing
- Planning

2. Increase in the number of employees, increase in the number of products, increase in capital investment are the indicator of which objectives of management?

- Survival
- Growth
- Profit
- Social

3. Gank plank is related with which principle of management?

- Unity of direction
- Discipline
- Functional foremanship
- Scalar chain

4. This plan reflect the end results which the management seeks to achieve through its operations.

- Policy
- Procedure
- Objective
- Programme

5. First step in the planning process is .....

- Developing premises
- Setting up of the objectives
- Selecting an alternatives
- Implementing the plan

6. Decentralisation refers to.....

- Retention of decision making authority at the top level
- Creating divisions as profit centers
- Dispersal of decision making authority to the lower levels
- Opening new centres or branches

7. Under which method of training trainee works under the guidance of master worker.

- Apprenticeship programme
- Vestibule Training
- Internship training
- Induction training

8. The selection tests which are used to measure individual potential for learning new skills are called .....

- Aptitude Test
- Intelligence test
- Personality test
- Interest test

9. The process of stimulating and inspiring people at work to accomplish desired objectives.

- Leadership
- Communication
- Motivation
- Grapevine

10. Taylor insisted on scientific selection of individuals based on their abilities and providing training to enhance efficiency. Name the scientific management principles highlighted in the above case.

- Science, not a rule of thumb
- Cooperation, not individualism
- Harmony not discord
- Development of each and every person to his/her greatest efficiency and prosperity.

11. Mr. Kevin is working as a foreman in a Sunshine Pvt Ltd. Identify the level of management is he working.

12. Name the incentive scheme in which company offers shares to employees at a price less than market price.

13. Which denomination notes were demonetized in India in the year 2016.

14. Name the type of plan which gives routine steps to carry out activities in a firm.

15. Name the element of delegation which relates to the obligation of a subordinate to properly perform the assigned duties.

16. Ramesh is looking for the job where he can earn at least Rs. 25000/- a month to make his living. Identify the need level highlighted above according to Maslow's need hierarchy theory.

17. Sham was paid more wages by his employer than others as he crafted more wooden key chains than the standard target. Identify the scientific technique used by his employer in the above case.

18. What is meant by 'Departmentalisation' with respect to organising process in management.

19. Name the internal source of recruitment in which there is a vertical shifting of employees from lower job to higher job with more responsibility, status and pay.

20. Name the management function that measures the progress of objectives and guides the organisation to keep it on the right track so that organisational goal might be achieved.

21. State any four characteristics of Coordination.

22. What is Demonetisation?

23. Explain any two features of Planning.

24. How is training of employees beneficial for the organisation? State by giving four reasons.

25. Describe any two features of controlling.

26. Gopal, a manager in company sets the target for its subordinates without discussing it with them. He firmly tells them that if the task is not completed with in time, then strict action will be taken against the defaulters. Identify and describe the leadership style being adopted by Gopal.

27 Explain by giving three reasons as to why management is considered as an "Art".

OR

Explain by giving three reasons as to why management is considered as an "Science".

28. Explain three points to bring out the nature of principles of management.

29. Explain any three points that highlight the the importance of Planning.

OR

Explain any three points that highlight the limitations of Planning

30. "Organising as a function of management play a vital role in successful implementation of plans" Explain any three points.

OR

" A business enterprise is decentralised if decision making authority is shared with all the levels of management," In the light of this statement explain any three points to bring out the importance of decentralisation.

31. Explain the following dimension of business environment.

- a) Economoc environment
- b) Social environment
- c) Technological environment

32. Shivam crossed all the hurdles of selection process of Creative Ltd. and was offered the employment contract. On the first day of joining, he was assigned a specific job and was introduced with his colleagues and was told about the rules of the company.

- a) Identify and explain the steps of staffing process as being highlighted in the above case.
- b) State the next two stages immediately following the step identified in the above para.

33. Mention any six measures to overcome the barriers of effective communication.

34. Explain the following steps involved in the process of controlling,

- a) Setting Performance standard
- b) Analysing deviations
- c) Taking corrective action

35. Explain any four points of significance of management in running a modern business organisation.

36. Explain the following Henry Fayol's principles of General management.

- a) Division of work
- b) Authority and Responsibility
- c) Unity of Command
- d) Equity

OR

Explain the following Techniques of scientific management.

- a) Fatigue study
- b) Method study
- c) Time study
- d) Motion study

37. Analyse the importance of scanning business environment by the business firm. (Four points)

38. Identify and explain the kind of organisational structure followed in Target industries Ltd. in the case given below

- a) The workers in the organisation are not allowed to interact beyond their officially defined rules.
- b) It manufactures stationery items and cosmetics products with two separate lines of production.
- c) During lunch time, all the employees of the organisation get together in the canteen and decided to form a football club.

- d) Worker perform the same work repeatedly which will leads to specialisation and high performance

39. After the outbreak of pandemic Covid-19, yash publishing Ltd. Is planning to go digital as the teachers and students are more now interested in E-content. After due consultation with the Top Management, the company decided to publish E-books. For the same, they hired a recruitment agency to tap the right talent for the job.

The company also approached a well established university in the city to recruit qualified personnel for various managerial positions. For the post of E-content writer, the company is using Shine.com and monster.com.

- a) Identify the function of management highlighted above
- b) Identify and explain the types of external sources of recruitment discussed in the above para.

40. Ashwika is the head of the finance department of power ltd. She is very fond of the latest gadgets. With the launch of new iphone17, she is confused for the last 2 days as to which model of the latest iphone she should buy. Due to this reason, she couldnot concentrate to the discussion in the meeting of his team held in the conference room of the company.

- a) Identify the category of barriers to communication mentioned in the above case.
- b) Which type of barrier under that category has been discussed in the given para.
- c) Explain two other barriers of the given category.

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