**Sample Paper 2013**

**Class – XII**

## Subject - BUSINESS STUDIES

## Time allowed:3hrs Max marks: 90

## General instructions-

## *1-Answer to question 1 mark may be one word to one sentence.*

## *2-Answer to question 3 marks may be from 50 to 75 words.*

##  *3-Answer to question 4-5 marks may be about 150 words.*

## *4-Answer to question 6 marks may be about 200words.*

## *5-Attempt all parts of a question together.*

Q1-Which test measures the existing skills of an individual? (1)

Q2-Which one is the most centralized form of communication network? (1)

Q3-What is Laissez- faire leadership style. (1)

Q4-What is critical point control? (1)

Q5-What effect does excessive use of debt has on cost of equity? (1)

Q6- A Pharmaceutical co has invested huge sum of money in Research and Development project.Name the type of Financial decision undertaken by co.? (1)

Q7-Name the companies whose securities can be listed in stock exchange without fulfilling the listing requirements? (1)

Q8-Name two advisory committees formed by SEBI? (1)

Q9 It is the process whereby they sort the product on the basis of different sizes, qualities, moisture contents an so on. Name the process. (1)

Q10-What is meant by term personal selling? (1)

Q11-Smen wants to claim compensation to the tune of 20 lacks against the dentist. Name the authority where he go for compensation. (1)

Q12-Anupam wants to buy bracelet (gold).As an aware customer how he can sure about the quality of bracelet? (1)

Q13-Amit the manager of a business undertaking, is very lax with with his fellow employee and subordinate. He does not give them parameters or rules for reporting to work and completion of assignments. Which principle of management is being overlooked and why? (3)

Q14-Explain the purpose of time study and Motion study. (3)

Q15-Differentiate between Policy and strategy. (3)

Q16-“Planning facilitates decision making and establish standards for controlling.”

 Explain how? (3)

Q17-What is meant by Indirect Channels of Distribution? Explain any two methods of indirect channels of distribution. (3)

Q18-Distinguish between the Marketing concept and Societal concept of marketing. (3)

Q19-(1)A Packet of biscuit does not bear a green or red dot indicative of vegetarian or non vegetarian food item. What values are ignored?

2) An international medicine co is selling sub standards products in India. What are the values that are ignored by them? List any two. (2+2=4)

Q20-Shikar runs lock manufacturing factory. He wants to expand his business .For expansion he contemplates to enter into the manufacturing of locks for cars as an ancillary co. By doing this his co. will be able to provide many products to car manufactures.

Which type of organizational structure will he choose for his factory and why? State any 4 advantage of this organizational structure. (4)

Q21-How does delegation facilitates employee development? (4)

Q22-What is dividend decision? State any 4 factors affecting the dividend decision. (4)

Q23-“Anything minus management is zero.”Explain the importance of management in the light of this statement.” (5)

Q24-Identify changes in business environment under different heads and explain in short considering the given situation –economic, social, technological, political and legal, that have facilitated the company’s decision to plan significant investment in organized retailing.

Recently many companies have planned for significant investment in organized retailing in India.Several factors has promoted their decision in this regard:-

1. Customer income is rising.
2. The aspiration levels have increased.
3. The govt. has also liberalized its economic policies in this regard.
4. People have developed a taste for better quality product even though they may have to pay more. (5)

Q25-An organization provides security services. It requires such candidates who are reliable and don’t leak out the secrets of their clients. What steps should be incorporated in the selection process? (5)

Q26-There are two managers X and Y.X says that controlling is forward looking whereas according to Y controlling is backward looking.”Who is correct? Explain why? (5)

Q27-Explain the communication network. Explain any 5 formal communication networks?

 Or (6)

What is meant by motivation? Explain Maslow’s need hierarchy theory of motivation.

Q28-A CO TELCO LTD. Has

 Equity capital -Rs10, 00000

 Earnings before interest and taxes -50,000

The co. is in need of Rs 500000 for expansion of business.It has decided to go for debt funds which are available in the market @7%.The prevailing tax rate is 30% of the earning. Should the co. proceed with its plans? Give reasons.

 Or (6)

State whether the working capital requirements of business manufacturing following items are big or small. Justify your statement:-

1-mobile 2- locomotive 3- Fridge 4-supplying dress material against order

5-sugar 6-motor bike

Q29 -1-Name any four instruments of money market?

 2-What is depository Service? State its participant.

 3-What is demat account? List the benefits of opening a demat account.

 Or

1. State any 4 functions of Stock exchange.
2. Name any four methods of flotation of new issue in the primary market.
3. What is trading procedure on stock exchange? (6)

Q30- Explain briefly the various marketing functions performed by a modern business

 enterprise.

 Or (6)

 What is price mix? Explain briefly the factors to which the marketers should pay attention before fixing the price of a product.