**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.

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.

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