

BHARATIYA VIDYA BHAVAN'S V.M.PUBLIC SCHOOL, VADODARA  
SESSION 2017-18  
Sample Paper 5

Class : XII Commerce  
Subject : Business Studies

Max Marks: 80  
Time Allotted: 3 hrs

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Instructions:

- Question numbers 1 to 8 carry 1 mark each  
Question numbers 9 to 13 carry 3 marks each  
Question numbers 14 to 19 carry 4 marks each  
Question numbers 20 to 22 carry 5 marks each  
Question numbers 23 to 25 carry 6 marks each
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1. "The principles of management do not provide readymade, straitjacket solutions to all managerial problems". Which nature of principles of management is highlighted here?
2. Vinod Limited's target is to produce 15,000 T-shirts per month at a cost of Rs.300 per shirt. The production manager could achieve this target at a cost of Rs.320 per shirt. Do you think the Production manager is 'efficient'? Give reason in support of your answer.
3. What is meant by the 'Estimating man-power requirements' as a step in the process of 'Staffing'?
4. Give any one reason why management principles are required.
5. 'Controlling is forward looking? How can this be ensured?
6. Just after declaration of Lok Sabha Elections 2014 results, the Bombay Stock Exchange's price index (Sensex) rose by 1500 points in just two days. Identify the environmental factor which led to this rise.
7. How does informal organisation support the formal organisation?
8. 'Supervision is an important element of directing function'. Explain any four reasons in support of the above statement.
9. Explain the following rights of a consumer:  
(a) Right to be informed (b) Right to Choose
10. 'Cost of debt' is lower than the cost of 'Equity share capital'. Give full explanation why even then a company cannot work only with the debt.
11. Vinod Cables Limited earned a net profit of Rs.75 crores. Mr. Kumar, the finance manager of Vinod Cables Limited., wants to decide how to appropriate these profits. Which financial decision will help him in deciding it? Give explanation.
12. Explain the term 'Training'. Why is training needed in an organisation? Give any three reasons.

13. Discuss the various steps involved in the process of control.
14. 'There is a close and reciprocal relationship between planning and controlling'. Explain the statement through an example.
15. Vinod is working as 'Operational Manager' in Realiance Limited. Name the managerial level at which he is working. State any four functions he will perform as 'Operations Manager' in this company.
16. Briefly discuss the impact of Government Policy changes on business and industry.
17. "If we delegate the authority, we multiply it by two; if we decentralise it, we multiply it by many" How?
18. An organisation follows the principles of management. What are the adverse affects of each of the following principles of management on the organisation?  
(a) Unity of Command (b) Order (c) Stability of Tenure of personnels
19. Explain the importance of financial planning.
20. Explain in detail, any four types of Non-monetary incentives.
21. "Personal selling plays a very important role in the marketing of goods and services". Do you agree? Explain any four reasons in support of your answer.
22. Explain the steps involved in the planning process.
23. What is meant by SEBI? Briefly explain its objectives.
24. Explain different types of formal communication according to the direction of flow.
25. Explain in detail any four objectives of 'Marketing Management'.

Ms. Tasneem Hotelwala