

BUSINESS STUDIES Class – XII (2012-13)

General Instructions: -

1. Answers to questions carrying 1 mark may be from 1 word to 1 sentence.
2. Answer to questions carrying 3 marks may be from 50 to 75 words.
3. Answer to questions carrying 4-5 marks may be about 150 words
4. Answer to questions carrying 6 marks may be about 200 words.
5. Attempt all parts of a question together.

- Q1. What is meant by 'job rotation method of training'? (1)
- Q2. Give the meaning of 'Autocratic Style' of Leadership. (1)
- Q3. Samanvay a Sales Manager, achieved his sales target one month in advance. This achievement was displayed on the notice board and the CEO of the Company awarded a certificate for the best performance to him. Name the incentive provided to Samanvay. (1)
- Q4. Name the steps in the process of controlling. (1)
- Q5. What is the minimum capital requirement for a Co., to be listed on OTCEI (1)
- Q6. State the primary objective of financial management. (1)
- Q7. List any two characteristics of primary market. (1)
- Q8. What is meant by trading on equity? (1)
- Q9. Enumerate any two qualities of a good Salesman. (1)
- Q10. What is meant by packing? (1)
- Q11. What is meant by 'marketing'? (1)
- Q12. ? (1)
- Q13. State any three characteristics of principles of management. (3)
- Q14. Explain the following principles of Scientific Management:-
- a) Harmony not discord
 - b) Co-operation not Individualism (3)
- Q15. State the features of planning. (3)
- Q16. Explain the meaning of 'method' as a type of plan. (3)
- Q17. Explain any three limitations of advertising. (3)
- Q18. Explain the following two functions of Marketing :-
- i) Gathering and analysing market information
 - ii) Marketing Planning (3)
- Q19. The Employees of Aditya Ltd. , a software company, have formed a dramatic Group for their recreation. Name the type of organisation so formed and state its three features. (4)
- Q20. Distinguish between Functional and Divisional organisational structure on the following basis:
- i. Formation
 - ii. Managerial development
 - iii. Responsibility
 - iv. Suitability (4)
- Q21. State any four factors which help in determining the fixed Capital requirements of a Company. (4)

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Patrick Vollmar



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