

INTERNATIONAL INDIAN SCHOOL, DAMMAM

FIRST TERMINAL EXAMINATION 2012

SUBJECT: BUSINESS STUDIES

MAX. MARKS: 90

CLASS: XII

TIME: 3 HRS

SET A

General Instructions:

- i) Answers to questions carrying 1 mark may be from one word to one sentence.
- ii) Answers to questions carrying 3 marks may be from 50-75 words.
- iii) Answers to questions 4-5 marks may be about 150 words.
- iv) Answers to questions carrying 6 marks may be about 200 words.
- v) Attempt all parts of a question together.

1. A manager applies the various theories of management in his unique personalized way? What aspect of nature of management does this statement indicate? 1
2. Prachi Ltd., uses environmental-friendly methods of production. Identify the objective it is trying to achieve. 1
3. Coordination is the essence of management. Give any one reason for it. 1
4. What is the premise of scientific management? 1
5. What is the adverse effect if principle of order is violated? 1
6. Why is it said that management principles are behavioural ? 1
7. Saumya Ltd., decides to advertise its products on radio and newspapers. What type of plan is it? 1
8. "For effective delegation, the authority granted must be commensurate with the assigned responsibility." Why? 1
9. Maslow defines one of the needs in the hierarchy as the "desire to become everything one is capable of becoming". Identify the need. 1
10. State the meaning of 'noise' in the process of communication. 1
11. "For management, it is important to be both effective and efficient. Effectiveness and efficiency are two sides of the same coin." Comment. 3
12. Distinguish between the principles of 'unity of command' and 'unity of direction' on the basis of (a) meaning and (b) aim. 3

13. How would you characterize business environment? Explain by giving any three points. 3
14. Under what circumstances would functional structure prove to be an appropriate choice? Explain with a diagram. 3
15. Differentiate between 'Training' and 'Development'. 4
16. "Management is universally necessary in organizations. It is the force that holds everything in a business enterprise together and that sets everything in motion." Explain the importance of management in the light of this statement. 4
17. Describe in brief, Taylor's principles of (i) Science not rule of thumb and (ii) Harmony not discord. 4
18. Explain 'Performance Appraisal' and 'Promotion and Career planning' as steps in the process of staffing. 4
19. "An organization can achieve its objectives only when it has the right person in the right position." In the light of this statement explain any four points highlighting the importance of proper staffing function to the organization. 5
20. Is Planning actually worth the huge costs involved? Explain. 5
21. What is meant by 'Formal Organisation.' Explain any two merits and two demerits of formal organization. 5
22. How would you argue that the success of a business enterprise is significantly influenced by its environment? 5
23. 'The total performance of an organization depends a great deal on the functioning of supervisors.' In the light of this statement explain the functions of a supervisor in an organization. 5
24. "Good leadership is an integral part of effective direction." Discuss and bring qualities of an effective leadership. 6
25. "No enterprise can achieve its objectives without systematic planning." Do you agree with this statement? Give any six reasons in support of your answer. 6

OR

"Setting organizational objectives" is the first step in the process of planning. Explain in brief the other steps of this process.

- 26.. Explain in brief any six points which highlight the importance of decentralization in an organization. 6

OR

"Delegation is the entrustment of responsibility and authority to another and the

creation of accountability for performance.” Explain the elements of delegation in the light of this statement.

27. Explain in brief any six external sources of recruitment of employees.

6

OR

Explain ‘Vestibule training’, ‘Job rotation’, ‘Internship’ and ‘Apprenticeship programme’ as methods of training.

28. What is meant by monetary incentives? Explain any five types of monetary incentives which contribute to the performance of employees.

6

OR

‘Effectiveness of a manager depends on his ability to communicate effectively’. Explain how?

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- v) Attempt all parts of a question together.

1. Mr. Nitin has a good business of iron and steel. His father wants him to go to USA for MBA. What does this show about the nature of management. 1
2. To meet the objectives of the firm, the management of Excel Ltd., offers employment to physically challenged persons. Identify the management objective it is trying to achieve. 1
3. Coordination is the essence of management. Give any one reason for it. 1
4. Fayol points out that the danger and costs of unnecessary labour turnover is one of his principles. Identify the principle 1
5. What is the adverse effect of violation of principle of remuneration? 1
6. Why is it said that management principles are contingent? 1
7. 'An employee will be selected through a written test.' What type of plan is it? 1
8. Maslow defines one of the needs in the hierarchy as the "desire to become everything one is capable of becoming". Identify the need. 1
9. State the meaning of 'noise' in the process of communication. 1
10. "For effective delegation, the authority granted must be commensurate with the assigned responsibility." Why? 1
11. Differentiate between 'Training' and 'Development'. 3
12. What is meant by Gang Plank? What is its utility? Show it through a diagram. 3

13. Briefly discuss any three points highlighting the impact of government policy on business and industry. 3
14. Under what circumstances would divisional structure prove to be an appropriate choice? Explain with a diagram. 3
15. "For management, it is important to be both effective and efficient. Effectiveness and efficiency are two sides of the same coin." Comment. 3
16. "Management is universally necessary in organizations. It is the force that holds everything in a business enterprise together and that sets everything in motion." Explain the importance of management in the light of this statement. 4
17. Describe in brief, Taylor's principles of (i) Cooperation not individualism and (ii) Development of each and every person to his or her greatest efficiency and prosperity. 4
18. Explain 'Performance Appraisal' and 'Promotion and Career planning' as steps in the process of staffing. 4
19. "An organization can achieve its objectives only when it has the right person in the right position." In the light of this statement explain any four points highlighting the importance of proper staffing function to the organization. 4
20. How would you argue that the success of a business enterprise is significantly influenced by its environment? 5
21. Is Planning actually worth the huge costs involved? Explain. 5
22. What is meant by 'Formal Organisation.' Explain any two merits and two demerits of formal organization. 5
23. 'The total performance of an organization depends a great deal on the functioning of supervisors.' In the light of this statement explain the functions of a supervisor in an organization. 5
24. "Good leadership is an integral part of effective direction." Discuss and bring qualities of an effective leadership. 5
25. "No enterprise can achieve its objectives without systematic planning." Do you agree with this statement? Give any six reasons in support of your answer. 6

OR

"Setting organizational objectives" is the first step in the process of planning. Explain in brief the other steps of this process.

26. Explain in brief any six points which highlight the importance of decentralization in an organization. 6

OR

"Delegation is the entrustment of responsibility and authority to another and the creation

of accountability for performance.” Explain the elements of delegation in the statement.

27. Explain in brief any six external sources of recruitment of employees.

OR

Explain ‘Vestibule training’, ‘Job rotation’ ‘Internship’ and ‘Apprenticeship programme’ as methods of training.

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