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Code Number **B**



INDIAN SCHOOL MUSCAT SECOND PERIODIC TEST



BUSINESS STUDIES

CLASS: XII

Sub. Code: 054

Time Allotted: 50min

23.09.2018

Max. Marks: 20

General Instructions:

1. All questions are compulsory.
 2. Marks are indicated against each question.
 3. Answers to questions carrying 1 mark may be one word to one sentence.
 4. Answers to questions carrying 3 marks may be from 50 to 75 words.
 5. Answers to questions carrying 4-5 marks may be 150 words.
 6. Answers to questions carrying 6 marks may be in 200 words.
1. Name the type of organization in which official relationship exists among the managers. 1
 2. What does the term 'span of management' refer to? 1
 3. Although Training and Development both are related to learning and increasing the skills, yet they are different. Discuss. 3
 4. Mohit Gupta is working with Yellow Security Services Ltd. He is recruiting security guards for the company. The company provides security services in Delhi and Noida at short notice to various companies. The guards are recruited on a temporary basis. The guards provided by this company are known for their honesty and punctuality. Mohit Gupta is well known in his village for providing employment to unskilled people. 4
 - (a) Name the source of recruitment used by Yellow Security Services Ltd.
 - (b) State any one disadvantage of this source of recruitment.
 - (c) State and explain the very next step in the process of staffing.
 - (d) Identify any two values communicated to society in the above stated case.
 5. Ishita works as a corporate event coordinator in an event management company. She has been made an overall official in-charge for organizing a painting exhibition for one of the clients of the company. For ensuring that the exhibition takes place successfully, she identifies the various activities involved and divides the whole work into various task groups like marketing committee, decoration committee and reception committee. In order to facilitate coordination within and among committees, she appoints a supervisor of each group. Each member in the group is asked to report to their respective supervisors and all the supervisors are expected to work as per Ishita's orders. 5

(a) Identify the function of management being performed by Ishita.

(b) Describe briefly the various steps involved in the performance of the function of management as identified in part (a) of the question.

6. Atulya has started his own consultancy firm under the name 'Happy Go Lucky' after working for five years in a company as a wedding planner. Considering the fact that he is into a labour intensive business and motivation is a complex process, Atulya wants to offer such rewards and benefits that will help to fulfill the various needs of the employees and will inspire them to give their best to the organization. 6

In the context of the above case:-

(a) Why is motivation considered to be a complex process?

(b) Name the various types of needs that exist in a hierarchy within every human being. Also, suggest any two suitable incentives for each of these that Atulya may offer to his employees.

End of the Question Paper