



INDIAN SCHOOL MUSCAT FINAL TERM EXAMINATION

BUSINESS ADMINISTRATION

CLASS: XI

Sub. Code: 833

Time Allotted:

3 Hrs.

10.02.2019

Max. Marks:

EXPECTED VALUE POINTS AND SCHEME OF EVALUATION

Q.NO.	Answers	Marks (with split up)
1.	Warehousing and Banking.	$\frac{1}{2} + \frac{1}{2}$
2.	It is a group of persons formed for the purpose of giving advice on certain important problems which cannot be solved by an individual.	1
3.	Joint stock company is voluntary association of persons which has a separate legal entity, succession and a common seal	1
4.	It takes place when the product is built up through many stages. It is most efficient and effective production process because there is less need for skilled workers and product can be produced in large quantities.	1
5.	External – It takes place between different organizations or between an organization and their individual clients. Eg. Letter to suppliers, Creditors, Govt. offices etc. Sales correspondence – It refers to sales related communication which includes activities relating to sales such as offer letters, marketing letters, sales report etc...,	1 + 1
6.	Impulsive consumers are emotionally driven and not logically driven Need based consumers – They purchase to fulfill a need which does not include product of daily use.	1 + 1
7.	Activities involved in day to day operations of the business to generate profit is known as business operations. Operation management refers to the administration of business practices to achieve highest level of efficiency within an organization.	1 + 1
8.	1. Business 2. Profession 3. Employment Point with explanation.	1 + 1 + 1
9.	1. Identify business opportunities, 2. Identify threats 3. Tapping useful resources, 4. Coping with rapid changes, 5. Improving performance. Any 3 point with explanation.	1 + 1 + 1
10.	Under functional organization a worker is supervised by different professionals who are specialized people. Two advantages are : Advantages 1. Better quality of work 2. Specialized knowledge and guidance to individual workers	1 + 1 + 1
11.	1. Communication 2. Inventory management 3. Data management 4. Management information system 5. Customer relationship management Any 3 point with explanation.	1 + 1 + 1

12.	Basis of difference: 1. Ownership 2. Intangibility 3. Inseparability 4. Variability 5. Perishability Any 4 point with explanation.	1 + 1 + 1 + 1
13.	1. Achieves specialisation 2. Role clarity 3. Optimum use of resources 4. Effective Co-ordination 5. Development of personnel. 6. Adoptive to change 7. Expansion and growth 8. Clarity in working relationship. Any 4 point with explanation.	1 + 1 + 1 + 1
14.	Formation of company 1. Promotion. 2. Incorporation 3. Capital subscription 4. Commencement. Points with explanation.	1 + 1 + 1 + 1
15.	1. Accuracy 2. Positivity 3. Professional appearance 4. Precise 5. Honesty 6. Accessibility. Any 4 point with explanation.	1 + 1 + 1 + 1
16.	1. Formation 2. Liability 3. Risk bearing 4. Decision making and control 5. Continuity 6. Membership Points with explanation.	1 + 1 + 1 + 1 + 1
17.	1. Economic environment 2. Legal environment 3. Political environment 4. Technological environment 5. Social environment Points with explanation.	1 + 1 + 1 + 1 + 1
18.	1. Estimating capital requirement 2. Determining capital structures 3. Finding the different sources of finance 4. Proper utilization of finance 5. Disposal of profits 6. Control of finance 7. Management of cash Any 6 points with explanation.	1 + 1 + 1 + 1 + 1 + 1
19.	A functional group is created by the organization to accomplish specific goals within an unspecified period of time. Eg. Marketing Department, Production Dept. , Finance Department, HR department etc.. 1. Laissez faire leadership 2. Autocratic leadership 3. Democratic Leadership 4. Transactional Leadership 5. Transformational leadership. Points with explanation.	1 + 1 + 1 + 1 + 1 + 1