



INDIAN SCHOOL MUSCAT
FIRST PERIODIC TEST
BUSINESS STUDIES (054)

CLASS: XII

Max. Marks: 20

24.04.2022

Time Allotted: 50 Mins.

GENERAL INSTRUCTIONS

1. This paper contains 2 questions of 1 mark each, 2 questions of 2 marks each, 3 questions of 3 marks each and 1 question of 5 marks.
2. 1 mark questions are Very Short Answer Type Questions and are to be answered in one word or a statement.
3. 2 marks questions are Short Answer Type Questions and are to be answered in 30-50 words.
4. 3 marks questions are Short Answer Type Questions and are to be answered in 50-80 words.
5. 5 marks questions are Long Answer Type Questions and are to be answered in 80-120 words.

This question paper contains Case/Source Based Questions.

- 1 Which function of management ensure work accomplishment as per plans? 1
 (A) Controlling (B) Planning (C) Directing (D) Organizing
- 2 Why is it said that Management is pervasive? 1
- 3 Enumerate two points highlighting the importance of Management. 2
- 4 Mr. Prabal is working at the post of Sales Manager in Surabhi Tel. Ltd. Last year, the targeted sales increased to 20,000 units from the earlier target of 18,000 units. This he achieved very easily. To achieve this, he increased the expenditure on advertisement to almost double. 2
 (i.) Did sales manager perform his duty efficiently and effectively?
 (ii.) If not, then how?
- 5 State three functions performed by the Top Level Management. 3
- 6 Ramarjuna joins an IT firm as a System Analyst after completing his masters in Computer Science. As the nature of his work demands he has to work in very close coordination with all the departmental heads in the firm, very soon Ramarjuna realizes that each departmental head has own individual style of working. They differ greatly in their day-to-day approach to work. They tend to deal with a given situation, an issue or a problem through a combination of their own experience, creativity, imagination, initiative and innovation. 3
 Identify and explain the nature of management highlighted in the above case.
- 7 XYZ Power Ltd. set up a factory for manufacturing solar lanterns in a remote village as there was no reliable supply of electricity in rural area. The revenue earned by the company was sufficient day by day, so the company decided to increase production to generate higher sales. For this they decided to employ people from the nearby villages as very few job opportunities were available in that area. The company also decided to open schools and creches for the children of its employees. Identify and explain the objectives of management discussed above. 3

- 8 Kartik joins a garment factory as a plant supervisor in Lucknow. He observes that the output of some workers is very low as compared to the standards set for their performance. On analyzing the reasons for the same, he finds out that a lot of time of the workers is wasted in getting the requisite materials issued from the store. Whereas on asking, the store keeper complains that there is no harmony in the working of the production department as a whole. So, in order to integrate the various production activities, henceforth, Kartik ensures, that the store keeper is informed three days well in advance about the requisite material so that the store keeper keeps the materials ready as per requirement. 5
- (a) Identify and explain the quality of management that Kartik has introduced in the working of the production department as a corrective measure to control the output of the workers.
 - (b) Explain briefly any two points highlighting the importance of the quality of management identified in part (a).

End of the Question Paper



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This question paper contains Case/Source Based Questions.

- 1 It involves leading, influencing and motivating the employees to perform the assigned task 1
(A) Staffing (B) Planning (C) Directing (D) Controlling
- 2 Why is it said that Management is pervasive? 1
- 3 Mr. Prabal is working at the post of Sales Manager in Surabhi Tel. Ltd. Last year, the targeted sales 2
increased to 20,000 units from the earlier target of 18,000 units. This he achieved very easily. To
achieve this, he increased the expenditure on advertisement to almost double.
(i.) Did sales manager perform his duty efficiently and effectively?
(ii.) If not, then how?
- 4 Enumerate two points highlighting the importance of Management. 2
- 5 XYZ Power Ltd. set up a factory for manufacturing solar lanterns in a remote village as there was no 3
reliable supply of electricity in rural area. The revenue earned by the company was sufficient day by
day, so the company decided to increase production to generate higher sales. For this they decided to
employ people from the nearby villages as very few job opportunities were available in that area. The
company also decided to open schools and creches for the children of its employees.
Identify and explain the objectives of management discussed above.
- 6 State three functions performed by the Middle Level Management. 3
- 7 Ramarjuna joins an IT firm as a System Analyst after completing his masters in Computer Science. 3
As the nature of his work demands he has to work in very close coordination with all the
departmental heads in the firm, very soon Ramarjuna realizes that each departmental head has own
individual style of working. They differ greatly in their day-to-day approach to work. They tend to
deal with a given situation, an issue or a problem through a combination of their own experience,
creativity, imagination, initiative and innovation.
Identify and explain the nature of management highlighted in the above case.

- 8 Kartik joins a garment factory as a plant supervisor in Lucknow. He observes that the output of some workers is very low as compared to the standards set for their performance. On analyzing the reasons for the same, he finds out that a lot of time of the workers is wasted in getting the requisite materials issued from the store. Whereas on asking, the store keeper complains that there is no harmony in the working of the production department as a whole. 5
- So, in order to integrate the various production activities, henceforth, Kartik ensures, that the store keeper is informed three days well in advance about the requisite material so that the store keeper keeps the materials ready as per requirement.
- (a) Identify and explain the quality of management that Kartik has introduced in the working of the production department as a corrective measure to control the output of the workers.
 - (b) Explain briefly any two points highlighting the importance of the quality of management identified in part (a).

End of the Question Paper



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This question paper contains Case/Source Based Questions.

- 1 Name the concept of management which involves the grouping of the required tasks into manageable departments or work units and establishment of authority and reporting relationships within the organizational hierarchy. 1
 (A) Planning (B) Organizing (C) Staffing (D) Controlling
- 2 Why is it said that Management is pervasive? 1
- 3 Enumerate two points highlighting the importance of Management. 2
- 4 Mr. Prabal is working at the post of Sales Manager in Surabhi Tel. Ltd. Last year, the targeted sales increased to 20,000 units from the earlier target of 18,000 units. This he achieved very easily. To achieve this, he increased the expenditure on advertisement to almost double. 2
 (i.) Did sales manager perform his duty efficiently and effectively?
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- 5 Ramarjuna joins an IT firm as a System Analyst after completing his masters in Computer Science. As the nature of his work demands he has to work in very close coordination with all the departmental heads in the firm, very soon Ramarjuna realizes that each departmental head has own individual style of working. They differ greatly in their day-to-day approach to work. They tend to deal with a given situation, an issue or a problem through a combination of their own experience, creativity, imagination, initiative and innovation. 3
 Identify and explain the nature of management highlighted in the above case.
- 6 XYZ Power Ltd. set up a factory for manufacturing solar lanterns in a remote village as there was no reliable supply of electricity in rural area. The revenue earned by the company was sufficient day by day, so the company decided to increase production to generate higher sales. For this they decided to employ people from the nearby villages as very few job opportunities were available in that area. The company also decided to open schools and creches for the children of its employees. Identify and explain the objectives of management discussed above. 3

- 7 State three functions performed by the Supervisory Level Management. 3
- 8 Kartik joins a garment factory as a plant supervisor in Lucknow. He observes that the output of some workers is very low as compared to the standards set for their performance. On analyzing the reasons for the same, he finds out that a lot of time of the workers is wasted in getting the requisite materials issued from the store. Whereas on asking, the store keeper complains that there is no harmony in the working of the production department as a whole. 5
- So, in order to integrate the various production activities, henceforth, Kartik ensures, that the store keeper is informed three days well in advance about the requisite material so that the store keeper keeps the materials ready as per requirement.
- (a) Identify and explain the quality of management that Kartik has introduced in the working of the production department as a corrective measure to control the output of the workers.
 - (b) Explain briefly any two points highlighting the importance of the quality of management identified in part (a).

End of the Question Paper