

KENDRIYA VIDYALAYA SANGATHAN, JAMMU REGION

PRE-BOARD-I EXAMINATION 2025-26 SET NO.II

CLASS-XII

M.M. – 80

SUBJECT- BUSINESS STUDIES

TIME: 3 HOURS

GENERAL INSTRUCTIONS:

Read the following instructions very carefully and strictly follow them:

- (i) This question paper contains 34 questions. All questions are compulsory.**
- (ii) Answers to questions carrying 3 marks may be from 50 to 76 words.**
- (iii) Answers to questions carrying 4 marks may be in about 150 words.**
- (iv) Answers to questions carrying 6 marks may be in about 200 words.**
- (v) Attempt all parts of a question together.**

Q. NO	QUESTIONS	MA RKS
1	"A petrol pump needs to be managed as much as a hospital or a school. What managers do in India, USA, Germany or Japan, is the same. How they do it may be quite different. This difference is due to the differences in culture, tradition and history." Identify the characteristic of management highlighted above. (a) Management is a goal-oriented process (b) Management is all pervasive (c) Management is multi-dimensional (d) Management is a dynamic function	1
2	Assertion (A): The principles of management are intended to establish relationship between cause and effect so that they can be used in similar situation. Reason (R): Real business situations are predictable and perfect principles give solutions to problem. (a) Both Assertion (A) and Reason (R) are true and Reason (R) is correct explanation of Assertion (A) (b) Both Assertion (A) and Reason (R) are true but Reason (R) is not correct explanation of Assertion (A) (c) Both Assertion (A) and Reason (R) is false (d) Both Assertion (A) and Reason (R) is true	1
3	'Lack of attention' is one of the barriers of communication. Identify the communication barrier: (A). Personal barrier (B). Psychological barrier (C). Semantic barrier (D). Organizational barrier	1
4	Identify the feature of principle of management: These principles enable a better understanding of the relationship between human and material resources in accomplishing organisational purposes.	1

	<p>A. Flexible B. Cause-effect relationship C. Mainly behavioural D. Meeting changing environment requirements</p>	
5	<p>“Every manager can direct his immediate subordinate and take instructions from his immediate boss” refer to which feature of directing? A. Directing initiates action B. Directing takes place at every level of management C. Directing flows from top to bottom D. Directing is a continuous process</p>	1
6	<p>‘The health-and-fitness trend has become popular among large number of urban dwellers. This has created a demand for products like organic food.’ This is an example of (a) Customs and traditions (b) Values (c) Social trends (d) All of these</p>	1
7	<p>Identify the level of packaging which prevent the product from its deterioration. (A) Primary package (B) Secondary packaging (C) Transportation packaging (D) Both (A) and (B)</p>	1
8	<p>Read the following statements-Assertion (A) and Reason (R) and select the correct alternative: Assertion (A): Planning without controlling is meaningless. Reason (R): Once a plan becomes operational, controlling is necessary to monitor the progress, measure it, discover deviations and initiate corrective measures to ensure that events conform to plans. (a) Both Assertion (A) and Reason (R) are true and Reason (R) is the correct explanation of Assertion (A). (b) Both Assertion (A) and Reason (R) are true but Reason (R) is not the correct explanation of Assertion (A). (c) Assertion (A) is true and Reason(R) is false. (d) Assertion (A) is false and Reason(R) is true.</p>	1
9	 <p>Identify the two concepts of staffing process from the picture. (a) Placement and Orientation (b) Training and Development (c) Performance Appraisal and Compensation (d) Recruitment and Career Planning</p>	1

10	Which of the following Maslow's needs refer to affection, sense of belongingness, acceptance and friendship? (a) Esteem Needs (b) Self-Actualization Needs (c) Social Needs (d) Safety/Security Needs	1
11	For the following statements, choose the correct option: Statement I: The basic function of a stock exchange is the creation of a continuous market where securities are bought and sold. Statement II: Share prices on a stock exchange are determined by the forces of demand and supply. Choose the correct option from the options given below: (a) Statement I is correct and Statement II is not correct. (b) Statement II is correct and Statement I is not correct. (c) Both the Statements I and II are correct. (d) Both the Statements I and II are not correct.	1
12	Which element of marketing mix is highlighted in the lines. "Shah Ltd started the product offering ACs. They have now started to sell other appliances as well including audio systems. TVS, washing machines, water purifiers, etc. The company also handles complaints and offer after sale service"? (a) Product (b) Place (c) Price (d) Promotion	1
13	----- in management means to complete the task correctly with minimum resources. (a) Effectiveness (b) Efficiency (c) Coordination (d) None of the above	1
14	According to the World Health Organisation, 39% of adults are overweight. Consequently, in the U.K., a sugar tax was introduced in 2018 on beverages containing more than 5% sugar to curb sugar intake. Identify the type of plan being described in the above lines. (a) Programme (b) Method (c) Strategy (d) Rule	1
15	Visit by a senior manager to various professional colleges to search for prospective candidates is known as (a) Internal Recruitment (b) Recommendations from employees (c) Employment Exchange (d) Campus Recruitment	1
16	Assertion (A): Capital budgeting decisions are very crucial and must be taken with utmost care. Reason (R): Investment decisions affect the earning capacity of the firm over the long run and are irreversible except at a huge cost. (a) Both Assertion (A) and Reason (R) are true and Reason (R) is the correct explanation of Assertion (A). (b) Both Assertion (A) and Reason (R) are true and Reason (R) is not the correct explanation of Assertion (A) (c) Assertion (A) is true but Reason (R) is False (d) Assertion (A) is False but Reason (R) is True.	1
17	What does a higher business risk indicate? (a) Higher fixed operating costs (eg., building rent, salaries, etc.)	1

	(b) Company's capacity to use debt is lower. (c) Both (a) and (b) (d) Company's capacity to use debt is higher.	
18	Stock exchanges provide an opportunity for investors to disinvest and invest. Identify the related function of the stock exchange. (a) Providing scope for speculation (b) Providing liquidity and marketability to existing securities (c) Pricing of security (d) Spreading of the equity cult	1
19	If large number of shareholders of the firm are from middle income group and old age group who prefer regular income, then the firm should prefer giving (a) Low dividend (b) High dividend (c) Stable dividend (d) None of the above	1
20	What does a higher business risk indicate? (a) Higher fixed operating costs (eg., building rent, salaries, etc.) (b) Company's capacity to use debt is lower. (c) Both (a) and (b) (d) Company's capacity to use debt is higher.	1
21	State the difference between functional and divisional structure on the basis of: i) specialisation ii) cost iii) Responsibility. OR State any three merits of informal organisation.	3
22	Sara is very thirsty. She is on a vacation at Jodhpur. Soon she finds a cold drinks shop. She goes and purchases two bottles and drinks them to satisfy her thirst. After drinking the cold drink she realizes that it has been developed after analysing the preferences of the potential customers. On observing the outer side of the bottle he finds details like contents, flavour, size, price etc. Based on above case answer the following questions: (i). What is Cold Drink and Thirst here in relation to each other? (ii). Identify the feature of marketing which has been highlighted here. (iii) "On observing the outer side of the bottle he finds details like content, flavour, size, price etc". Name the product related decision taken by the marketer.	3
23	Give any three points of distinction between the primary market and secondary market. OR Give any three regulatory functions performed by Securities and Exchange Board of India	3
24	Mr. Danny, the managing director of G. Zinc Ltd. at times get involved in activities like procurement of raw material, production and quality control of goods, employee discipline etc. On the basis of above information, answer the following questions: (a) Name the level of management to which Mr. Danny belongs to. (b) Do you think Danny must be involved in such activities? Give reason.	3

	(c) List two important functions, Mr. Danny must perform?	
25	<p>What is price mix? Explain any three factors which are kept in mind while fixing the price of a product.</p> <p style="text-align: center;">OR</p> <p>Distinguish between the Marketing concept and Societal concept of Marketing.</p>	4
26	<p>Explain using suitable example - 'Procedure' and 'Rule' as types of plans.</p> <p style="text-align: center;">OR</p> <p>Explain how Planning: (a) reduces overlapping and wasteful activities (b) reduces the risk of Uncertainties</p>	4
27	<p>The General Manager of Cool Beverages Pvt. Ltd. said, "We expect strong growth in future as there is huge opportunity in packaged beverage market being fueled by a rise in disposable income. The changing lifestyle has led to increase in per capita consumption in India and this presents industry players with the opportunity to tap the huge untapped potential that this segment offers. Mango juice is the favourite and most widely accepted by consumers across India. The beverages industry is expected to see 35% to 40% growth in foreseeable future."</p> <p>Quoting the lines from above passage, identify the dimensions of business environment.</p>	4
28	<p>"It is generally believed that measurement of performance should be done after the task is completed."</p> <p>Identify and explain the step in the process of the function of management being discussed above and the step followed by the same in the process with explanation.</p>	4
29	<p>'Scientific Management means knowing exactly what you want men to do and seeing that they do it in the best and the cheapest way'. Taylor developed various techniques for application of Scientific Management principles and was able to achieve a three-fold increase in productivity in Bethlehem Steel Company, where he worked. One of the techniques helps to determine the number of workers to be employed; frame suitable incentive schemes and labour costs.</p> <p>Another technique recognises those workers who are able to accomplish/exceed the fair day's work and is based on the premise that efficiency is the result of the joint efforts of the managers and the workers.</p> <p>Identify and explain the two techniques of Scientific Management.</p>	4
30	<p>Tejas Ltd. received 22,495 applications for the post of fifty supervisors. Preliminary, screening was done and 3,545 applications were filtered. Various steps of selection process were taken and finally fifty candidates as supervisor were selected. They were directly posted to their respective posts. After one-month performance appraisal of these candidates was conducted. It was found that out of 50, eight were not able to perform as per</p>	4

	<p>standards as they were facing practical problems while handling machines.</p> <p>(i) In your opinion, what should be done to improve the performance of these eight supervisors.</p> <p>(ii) How can an organisation be benefited by improving the skill level of employees.</p>	
31	<p>Explain, giving reasons, whether the following statements are true/ false:</p> <p>(a) Larger the lead time, larger shall be the amount of working capital required.</p> <p>(b) Higher level of competition increases the working capital requirement.</p> <p>(c) With rising prices, the working capital requirement of a business becomes higher.</p> <p>(d) Financing decision is about the quantum of finance to be raised from various short-term sources.</p>	6
32	<p>Mr. Tarun Kumar, the CEO of an E-Commerce start up, which was facing the problem of huge employee turnover, decided to hold a meeting with the managers to discuss the issue. While addressing the managers in the meeting, he advised them to take certain measures which focus on psychological, social and emotional factors, in order to motivate employees. He suggested that job should be made interesting so that the job itself becomes a source of motivation, employees should be congratulated for good performance. He also recommended stability regarding future income and work should be provided to employees, in order to develop a positive attitude among the subordinates.</p> <p>Identify and explain the measures suggested by him to motivate employees.</p>	6
33	<p>Sunglow Laboratories Ltd. is a company with ultra-modern strategically placed plants. The company identifies the various types of activities to be done. For this it divides the work into various departments. The company then gets involved in its business with a lot of zeal. After one year of successful run the company decides to transfer the decision-making authority to the lower most level of the employees. For this a major policy decision is taken.</p> <p>On the basis of the given information about Sunglow Laboratories Ltd. answer the following questions:</p> <p>(a) Identify the main function of management and its important concept highlighted in above case</p> <p>(b) Explain any two points of significance of this function of management as well as its concept highlighted in above case.</p>	6
34	<p>State any six reliefs available to a consumer under Consumer Protection Act, 2019.</p> <p style="text-align: center;">OR</p> <p>Explain the redressal mechanism available under consumer protection act 2019.</p>	6