MODEL QUESTION PAPER 2027

ORGANISATION OF COMMERCE AND MANAGEMENT

Std. XII (H.S.C.) · Maharashtra State Board

Time: 3 Hours **Max. Marks: 80**

General instructions:

(1) All questions are compulsory.
(2) The numbers to the right indicate full marks.
(3) Answer to every main question must be started on a new page.

Q. 1.

(A) Select the correct option and rewrite the statement: **5**

(i) State whether true or false : The term market is derived from the Latin word 'mercatus.'

(ii) Select the correct option : For online transaction _____ is required. (a) registration (b) trading (c) business

(iii) Select the correct option : The functions of management end with _____. (a) directing (b) staffing (c) controlling

(iv) Select the correct option : Air transport is _____ mode of transport. (a) the cheapest (b) the costliest (c) free

(v) Select the correct option : The term 'Ethics' is derived from the _____ word 'ethos.' (a) Latin (b) French (c) Greek

(B) Answer the following in one word / one sentence / a word or phrase: **15**

(i) Find the odd one : Debit card, Credit card, Aadhar card, ATM card

(ii) State whether true or false : Co-operation is not necessary for smooth flow of organizational activities.

(iii) Give one word / phrase / term : An art of exchanging ideas, facts, information, etc. from one person or entity to another.

(iv) Give one word / phrase / term : The transaction which is done with the help of internet.

(v) Give one word / phrase / term : The right of consumer which is about safety and protection to his life and health.

(vi) Select the correct option and complete the table [E-business, Apex bank of the country, Responsibility towards Government, 2019, Warehouse] : _____ - Time and place utility

(vii) Select the correct option and complete the table [E-business, Apex bank of the country, Responsibility towards Government, 2019, Warehouse] : _____ - Consumer Protection Act

(viii) Give one word / phrase / term : Giving of distinct name to one's product.

(ix) State whether true or false : Business ethics is a code of conduct.

(x) State whether true or false : Lok Adalat can rightly be described as people's court.

(xi) Select the correct option : Businessmen are _____ of the society. (a) representatives (b) members (c) trustees

(xii) Find the odd one : NABARD, RBI, SIDBI, EXIM

(xiii) Find the odd one : Price, People, Promotion, Product

(xiv) Correct the underlined word and rewrite : Esprit de corps means division is strength.

(xv) Find the odd one : Principle of authority and responsibility, Motion study, Principle of division of work, Principle of discipline.

Q. 2.

Explain the following terms / concepts (any FOUR): **8**

(i) Explain the following term / concept : Public interest litigation (Janahit Yachika)

(ii) Explain the following term / concept : Time study

(iii) Explain the following term / concept : Staffing

(iv) Explain the following term / concept : Warehousing

(v) Explain the following term / concept : Directing

(vi) Explain the following term / concept : Communication

Q. 3.

Study the following case / situation and express your opinion (any TWO): **6**

(i) Study the case and express your opinion : Ajay purchases some gift articles online from www.flipkart.com. At the same time Jyoti purchases gift from e-bay.com. (a) Which website is related to C2C? (b) Which website is related to B2C? (c) Which first step in online transaction does Ajay need to follow?

(ii) Study the case and express your opinion : Mr. Anil is a businessman. He has his own factories in Pune and Nashik. He lives in Pune with his wife and two daughters aged 5 and 8 years old. (a) Can Mr. Anil take a life insurance policy for his wife and two daughters? (b) Can Mr. Anil take a marine insurance policy for his factories? (c) Which type of insurance should Mr. Anil take for protecting his factories from loss due to fire?

(iii) Study the case and express your opinion : Sanjyot Co. Ltd. is providing facilities for their female staff like day care centre for kids and work from home facility. Even management takes their suggestions while taking the decisions though they are members of trade union. (a) By doing this activity they are following social responsibility towards which interest groups? (b) Write any one facility provided by the company to their employees. (c) What kind of responsibility employer follows in above case?

Q. 4.

Distinguish between the following (any THREE): **12**

(i) Answer in detail : What is marketing? Explain different functions of marketing.

(ii) Answer in brief : Explain any four rights of consumers.

(iii) Attempt : Explain any five Henry Fayol's principles of management.

(iv) Attempt : Explain importance of marketing to the consumers.

Q. 5.

Answer in brief (any TWO): **8**

(i) Distinguish between : Road Transport and Rail Transport

(ii) Attempt : Explain the importance of marketing to the society.

(iii) Attempt : Explain the characteristics of an Entrepreneur.

Q. 6.

Justify the following statements (any TWO): **8**

(i) Distinguish between : District Commission and State Commission

(ii) Distinguish between : State Commission and National Commission

(iii) Distinguish between : Life Insurance and Fire Insurance.

(iv) Justify the following statement : Aim of consumer organizations is to protect the rights of the consumers.

Q. 7.

Attempt the following (any TWO): **10**

(i) Attempt : Explain the functions of an entrepreneur.

(ii) Answer in detail : What is a warehouse? Explain various types of warehouses.

(iii) Attempt : Explain any five principles of scientific management.

Q. 8.

Answer the following question in detail (any ONE): **8**

(i) Answer in detail : What is Marketing? Explain 7 Ps of Marketing Mix.

(ii) Answer in detail : What is Bank? Explain primary functions of commercial banks.

This is a model / practice paper built by AglaSem from an analysis of past MSBSHSE board papers. It follows the current board pattern for practice purpose only.