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कुल पृष्ठ संख्या–32 (कवर पेज सहित) क्रम संख्या....

माध्यमिक शिक्षा बोर्ड, राजस्थान, अजमेर

उच्च माध्यमिक परीक्षा

(परीक्षार्थी द्वारा स्वयं भरा जाना चाहिये)

Candidate's Roll No. In English

(In Figures)

(In Words)

परीक्षार्थी का नामांक हिन्दी में

शब्दों में

नोट :– परीक्षार्थी उपरोक्त के अतिरिक्त उत्तर पुस्तिका के अन्य किसी भी भाग में अपना नामांक नहीं लिखें।

माध्यम – हिन्दी ☐ अंग्रेजी ✓

विषय Business Studies

परीक्षा का दिन Monday

दिनांक 22 June 2020

नोट :– परीक्षार्थी के लिए आवश्यक निर्देश इस पृष्ठ के पिछले भाग पर उल्लेखित हैं। जिन्हें सावधानी पूर्वक पढ़ लें व पालना अवश्य करें।

परीक्षक हेतु निर्देश :– (1) परीक्षक को उपरोक्त सारणी अनुसार प्राप्तांक भरना अनिवार्य हैं, अन्यथा नियमानुसार दंडित किया जायेगा।

(2) परीक्षक उत्तर पुस्तिका के अन्दर के पृष्ठों के बायीं ओर निर्धारित कॉलम में लाल इंक से अंक प्रदत्त करें।

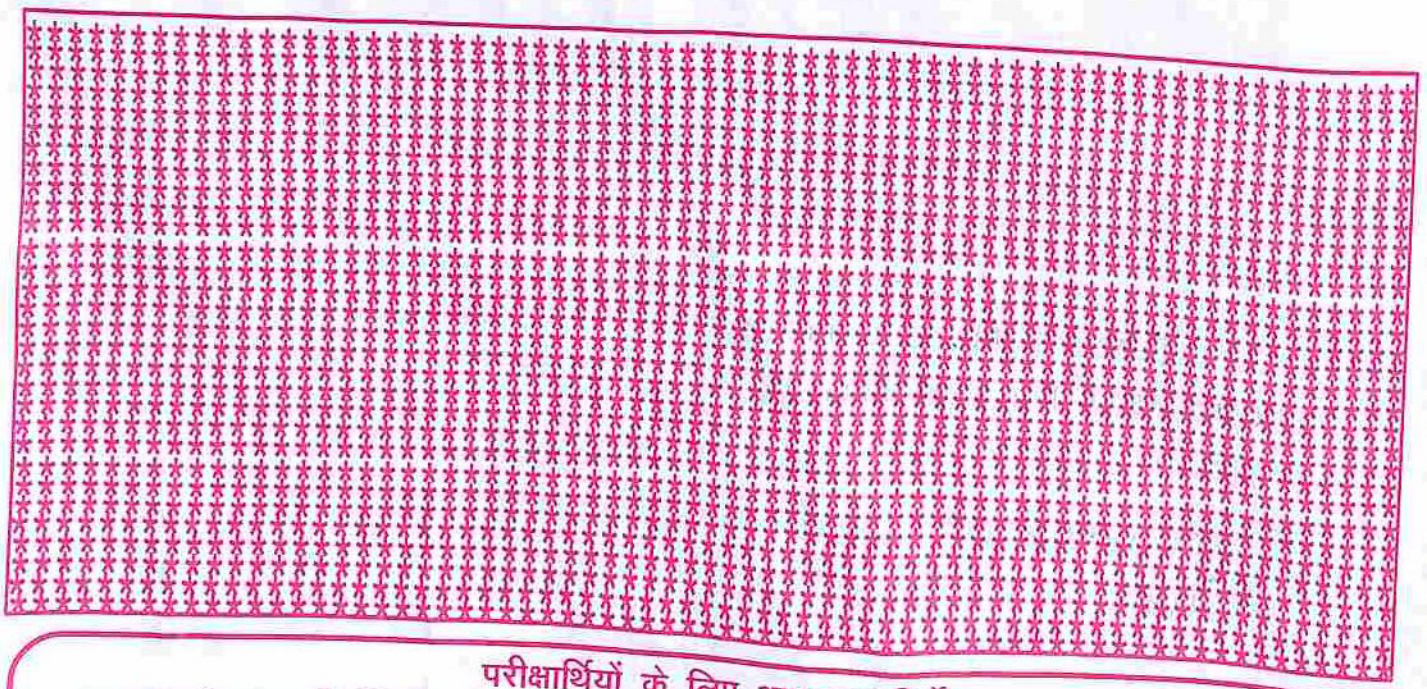
(3) कुल योग भिन्न में प्राप्त होने पर उसे पूर्णांक में ही परिवर्तित कर अंकित करें (उदारणार्थ : 15 ¼ को 16, 17 ½ को 18, 19 ¾ को 20)

प्रश्नवार प्राप्तांकों की सारणी
(परीक्षक के उपयोग हेतु)

प्रश्नों की क्रम संख्या	प्राप्तांक	प्रश्नों की क्रम संख्या	प्राप्तांक
1		19	
2		20	
3		21	
4		22	
5		23	
6		24	
7		25	
8		26	
9		27	
10		28	
11		29	
12		30	
13		31	
14		योग	
15		प्राप्त अंकों का कुल योग (Round off)	
16		अंकों में	शब्दों में
17			
18			

परीक्षक के हस्ताक्षर ..... संकेतांक

प्रमाणित किया जाता है कि इस उत्तर पुस्तिका के निर्माण में 58 जी.एस.एम. क्रीमवोव कागज ही उपयोग में लिया गया है। 16/7/2020



परीक्षार्थियों के लिए आवश्यक निर्देश

1. समस्त प्रश्नों का हल निर्धारित शब्द सीमा में इसी उत्तर पुस्तिका में करना है। विशेष परिस्थिति में अतिरिक्त उत्तर पुस्तिका पृथक से उत्तर पुस्तिका भरी हुई होने पर पर्यवेक्षक एवं वीक्षक की अनुशंषा पर ही उपलब्ध कराई जायेगी।
2. प्रश्न–पत्र पर निर्धारित स्थान पर अपना नामांक लिखें।
3. प्रश्न–पत्र हल करने के पश्चात् जिस पृष्ठ पर हल समाप्त होता है, उस पर अन्त में "समाप्त" लिखकर अन्त के सभी रिक्त पृष्ठों को तिरछी लाईन से काटें।
4. निम्न बातों का विशेष ध्यान रखें अन्यथा अनुचित साधनों की रोकथाम अधिनियम के तहत कार्यवाही की जा सकेगी।
   (i) उत्तर पुस्तिका के ऊपर/अन्दर तथा प्रश्नोत्तर के किसी भी भाग में चाही गई सूचना के अलावा अपना नामांक, नाम, पता, फोन नम्बर अथवा पहचान की कोई अन्य प्रकार की सूचना आदि अंकित नहीं करें अन्यथा "अनुचित साधनों के प्रयोग" के अन्तर्गत कार्यवाही की जावेगी।
   (ii) उत्तर पुस्तिका के पृष्ठों को फाड़ें नहीं। उत्तर–पुस्तिका के मुख पृष्ठ पर अंकित संख्या के अनुसार पृष्ठ पूरे होने चाहिये। परीक्षार्थी उत्तरपुस्तिका प्राप्त करते ही पृष्ठ संख्या की जांच कर लें यदि पृष्ठ कम/अधिक या क्रम में नहीं हैं तो वीक्षक से तुरन्त बदलवा लें।
   (iii) परीक्षा केन्द्रों पर पुस्तक, लेख, कागज, केलक्यूलेटर, मोबाईल, पेजर आदि किसी भी प्रकार का इलेक्ट्रोनिक उपकरण तथा किसी भी प्रकार का हथियार आदि ले जाना निषेध हैं।
   (iv) वस्त्र, स्केल, ज्योमेट्री बॉक्स पर कुछ न लिखकर लावें। टेबुल के आस–पास कोई अवैध सामग्री नहीं होनी चाहिये, इसकी जांच कर लें।
   (v) अपनी उत्तर पुस्तिका/ग्राफ/मानचित्र आदि परीक्षा भवन से बाहर ले जाना दण्डनीय अपराध है, अतः परीक्षा समाप्ति पर उत्तर पुस्तिका वीक्षक को बिना सौंपे परीक्षा कक्ष नहीं छोड़ें।
5. उत्तरों को क्रमानुसार एक ही स्थान पर लिखें। प्रश्न क्रमांक भी सही अंकित करें, अन्यथा दण्ड स्वरूप परीक्षक को 1 अंक कम करने का अधिकार है। बीच में उत्तर पुस्तिका के पृष्ठ रिक्त न छोड़ें। गणित विषय के लिए रफ कार्य उत्तर पुस्तिका के अंतिम पृष्ठों पर करें तथा तिरछी रेखा से काटें।
6. जहाँ तक हो सके प्रश्न के सभी भाग के उत्तर, उत्तर पुस्तिका में एक ही स्थान पर अंकित करें।
7. भाषा विषयों को छोड़कर शेष सभी विषयों के प्रश्न–पत्र हिन्दी–अंग्रेजी दोनों भाषा में मुद्रित है। किसी भी प्रकार की त्रुटि/अन्तर/विरोधाभास होने पर हिन्दी भाषा के प्रश्न को ही सही माना जाये।

क द्वारा अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

Section-C

19. Maslow's Theorey of Motivation :-

(i) Physiological Needs :-

These are the basic and primary needs of an employees. These needs are to be fulfilled at any cost. These needs includes food, clothes, shelter, healthy environment etc.
If the management fulfilled these needs of employee than there is no need to motivate more.

(ii) Safety Needs :-

After satisfying physiological needs a man employee tries to satisfies his safety needs. Safety needs are also known as security needs.

There are two types of safety needs :-

(a) Physical Safety :-

Safety of health from illness, death, accidents etc.

(b) Economic Safety :-

Safety in old age such as pension plans, retirement plans.

BSER-167/2020

परीक्षक द्वारा प्रदत्त अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

20. Quaires of a successful leader :-

(a) Sound health :-

"Sound mind stays in a healthy body".
Sound health is an essential quairy of a leader. If a leader has sound health than he always motivates and influences his followers. A leader always feel enthusiastic about his work if he is healthy. If he feel tiredness than he can't influence his followers.

(b) Sharp intelligence :-

A leader should be smart and intelligent. If he has sharp mind than he can make decision easily. His intelligence will always influences others. In a research it is concluded that leaders are more intelligent than his followers. This is an very important quairy of an successful leader.

BSER-162/2020

द्वारा अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

21. Principles of Management prepounded by Henry Fayol:-

(a) Division of work :-

This principle assumes that the instead of giving a whole work to the employees, they are giving a small tasks acording to their interest and desire. In this, The whole work are divided into small tasks and each task is given each employees. This preinciple results in coordination among the employee.

(b) Authorities and Responsibilities :-

Authorities and responsibilities are the two sides of a coin. Authority means 'Power to take decision' and Responsibility means 'Obligation to complete the given work'.

An employee must given work with some authorities. There should be a right amount of responsibility and authority, if responsibilities are more on an employee than he does not feel enthusiastic about his work and if the amount of authority is more than the employee becomes lazy in doing work.

परीक्षक द्वारा प्रदत्त अंक	प्रश्न संख्या	परीक्षार्थी उत्तर

22. R. Joseph Monsen gives four levels of the development of the spirit of social responsibility of management :-

(i) Obey the Law :-

This is the lowest level of social responsibility which is expected from every organisation and corporate. It includes all the legal formalities that is applicable.

(ii) Fulfillment of Public expectation :-

After fulfilling the first level, a manager tries to meet the expectations of different sections of society.

(iii) Forecasting of Public Expectation :-

In this level a Manager tries to know the opinion of public and then tries to get knowledge about consumers (society's) needs, interest, desires and takes steps to fulfill them.

(iv) Creation of Public Expectation :-

In this level, Manages use their knowledge and resources to increase the living standard of the society by providing them access to new gadgets and technology.

परीक्षक द्वारा प्रदत्त अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

23. Difference between an agent and a contractor in an agency contract :-

(i) A contractor can become an agent at the same time but an agent cannot become a contractor.

(ii) An agent can represent himself before the third party on behalf of principal.
But a contractor cannot represent himself on behalf of owner.

(iii) A minor can become an agent but a minor cannot became a contractor.

(iv) A person of unsound mind can became an agent on the permission of principal but a person of unsound mind cannot became a contractor.

(v) An agent is work under his principal but a contractor cannot work under principal.

परीक्षक द्वारा प्रदत्त अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

24. Social and Moral Qualities of a successful entrepreneur :-

(i) Sociable :-

An entrepreneur must be freindly with everyone who comes in contact with him. This social nature increases the trust of people on entrepreneur.

(ii) Humility / Humble :-

An entrepreneur should be humble in nature. His humble nature influences and attract everyone towards him. Humility does not mean that he anybody disrespects him.

(iii) Loyality :-

An entrepreneur should be loyal to his colleagues, employees, managers, suppliers etc. It enhances the cooperative image of the organisation.

(iv) Honesty :-

The succes with dishonesty is for a short time only so, an employee should be honest so that he can achieve succes for a long time because honesty is the best policy.

द्वारा अंक	प्रश्न संख्या	परीक्षार्थी उत्तर

25. New concept of social Responsibility is given by the "Edward Cole". He gave three level of social responsibility. These levels are as follow:-

(a) Low level :-

This level states that, every organisation, corporate, entity should perform their duties which are specified in law and provisions applicable.

(b) Middle level :-

This level focuses on doing more from what is mandated in law. In this level, a Manager follows respect the social traditions, social beliefs and value. He gave emphasis to work with coordination by sharing the profits with stakeholders and Maintaining harmony.

There is an another level which give emphasis on the crude problems of society and tries to removes them forever.

परीक्षक द्वारा प्रदत्त अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

26. (A) Sickness Insurance :-

In this insurance, economical assistance is provided to the person who feel sick. Economical assistance is provided in the form of medicines, hospital charges etc, Mediclaim policies. Economical assistance is provided to the person until he becomes perfect and healthy. It is a kind of social insurance, which helps the poor people who does not have enough money.

(B) Death Insurance :-

It is also a kind of social insurance. In this type of insurance, economical assistance is provided to people on the behalf of a person, who dead. This economical assistance helped his family members on his behalf. Insurance is very helpful for poor people in India. This insurance helped for short time and also helps in survival.

BSER-167/2020

द्वारा अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

27. The Statement of outward Supplies / Sales in GSTR1 under Section 25 of GST :-

(i) In the information regarding sales of Interstate, export or import, purchase return etc. during the previous month is giving in the statement of outward supplies.

(ii) The information of GSTR1 is matched with the statement of inward supplies under Sec 26, if any mismatch is found than the dealer is giving a chance to correct it.

(iii) This statement is filed on the 10th of every month regarding goods & supply of previous month.

The statement of outward supplies is also known as statement of sale and having these information which are written above.

ISSER-16/7/2020

परीक्षक द्वारा प्रदत्त अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

Section-D

28. **Management by Objectives :-**

Concept :-

MBO was given by the famous management guru 'Peter F. Drucker' in 1954 in his book the 'The Practise of Management'.

MBO is a personal technique in which all the managers and employee work togeter to set a record and monitor the goals for achiving organisational objectives.

* **Limitations of Management by Objective :-**

There are many limitations in this techniques. The limitation of management by objectives are as follows :-

(i) **Difficulty in determining objectives :-**

It is very difficult to set the objectives at each level of Management.

BSER-167/2020

Sometimes it becomes very difficult to follow these objectives because this work is not easy, and this technique emphasis on the succes only.

(ii) Balance Problem :-

It becomes very difficult to coorainate the tasks/objectives of different departments, it lacks in coordination. There is a problem of balance between these departments. and higher managers doesnot coordinate with employes.

(iii) Lake of flexibility / Inflexibility :-

After setting the goals at each level, it becomes very difficult to make changes in predetermined goals. The goals are change due to changing and dynamic environment. As a result, the employes follow, the unrealistic objectives.

* Other Limitations :-

Other limitation :-

(iv) It increases the excesive pressure on the subordinates. It is a very expensive proces. In this technique, there is a lack of motivation such as praise and honour.

(v) This technique, focuses on the short term objective and ignores long term objectives which results in decreasement of organisation. Because an organisation should focuses on long term objectives.

(vi) Higher Manager do not coordinate with subordinate which means lack in coordination.

(vii) It is a very time consuming and expensive proces.

द्वारा अंक	प्रश्न संख्या	परीक्षार्थी उत्तर

29. In Modern times, the importance of Marketing management is increased. Only marketing management helps an organisation to stay competetive. Marketing management is important for everyone whether he is businessmen, consumer, nation or society.

* The Importance of Marketing Management for Businessmen:-

There is a great importance of Marketing Management for a businessmen such as helps in facing competition, helps in increasing sale, profit, goodwill and also provide succes in International Trade.

(i) Survival in Competition:-

In this competetive era, a businessmen will stay in competion only by using marketing management. Through effective marketing management, an enterprise will always grew.

(ii) Basis of Planning:-

Through Marketing management, a manager will knew about the consumer's

परीक्षक द्वारा प्रदत्त अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

needs, interest and desire and make a plan to satisfies them. He also know about the demand and supply and purchasing power of consumer. He make a plan for production and product promotion. So, marketing management is essential for planning.

(iii) Increase in sale :-

Through effective marketing management an enterprise will produce goods according to the needs, interest and desire of consumer. This increases the demand of product in the market and to meet the increasing demand, more production is needed and thus, it automatically increases the sales.

(iv) Reduces Per Unit Costs :-

Through effective marketing Management, Enterprise sales and production of a product is increases, and this automatically reduces the per unit cost and increases the profit of the

BSER-167(2020)

प्रश्न संख्या

परीक्षार्थी उत्तर

Organisation.

(v) Development and expansion of Organisation/Business :-

Through Effective Marketing Management, An enterprises can be developed.
Increases sales, Increasing production, Reduce in per unit cost resembles higher Profits. From this profit an enterprise will purchase new machinery and equipment for his organisation and through this an enterprise will developed.

(vi) Success in International Trade :-

Through Effective Marketing Management, A businessmen can know about the interest and demand of which product, colour, pattern is more in foreign Markets. To be produced according to the information than he can acheive success in International trade also.

परीक्षक द्वारा प्रदत्त अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

30.

'Quid Pro' means 'Something in Return'.

According to section 2(d), consideration means something in return or something for something as it includes of promises and performance (exchange) that a parties of a contract exchange with each other.

According to Stoner, Consideration means a party recompes the other party in a contracting with him.

* Legal Provisions related with consideration :-

(i) Consideration may be past, present and future.

(ii) No consideration, No contract :-

Consideration is an essential element of a valid contract, without consideration a contract is void.

(iii) Consideration must be real and possible. Imaginary elements can't be taken as consideration.

BSER-16/7/2020

द्वारा अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

(iv) Consideration must be legal.

(v) Consideration must be lawful.

(vi) Consideration must be given on the permission of offerer but with the free consent of offree.

(vii) Consideration may be positive or negative.

(viii) It is not necessary that consideration is beneficial for offerer.

(ix) A contract without consideration is considered as void but these are some exceptional cases where contract is valid after without consideration :-

According to sec(25) these are some exceptional cases :-

(a) Gratuitous Bailment
(b) Payment of Time barred debts

BSER-16/7/2020

परीक्षक द्वारा प्रदत्त अंक | प्रश्न संख्या

परीक्षार्थी उत्तर

(c) Voluntary services.
(d) Gifts given or taken
(e) ~~Registration~~ Agreement made on the account of love and affection.

for example:-

Rohan's father promise rohan to give a car on his eighteenth birthday. and Rohan written this by his father on a paper. Here this a contract without consideration and this contract is valid.

so, above are the legal provisions of consideration.

BSER-167/2020

Section-B

11. Credit of IGST :-

IGST on Input
- first from IGST output
- Then from CGST output
- Then from SGST output

Credit of IGST in goods & service Tax is first deducted from IGST output, then from CGST output then from SGST output.

12. Insurance Provides Social Security, Yes we are agree with this statement, Because insurance Provide social security to society by providing them sickness insurance, death insurance, unemployment insurance, and old age insurance to the members of society who are exposed of it. Through, social security provide security economical assistance to weaker sections of society and it is a kind of social insurance.

13. Process of finding opportunities :-

Entrepreneurship is a process of finding opportunities. An entrepreneur always seeks opportunities from the individual's problems. Because he know that there satisfaction are most important for the development of his organisation.

for ex-

Opening a Tiffin centre near Industrial area.

14. Bailment are of Two types :-

(a) Gratuitous Bailment :-

where no consideration is pases between bailor and baille.

(b) Non-Gratuitous Bailment :-

Where some consideration is pases between bailor and baille.

ISER-167/2020

प्रश्न संख्या | परीक्षार्थी उत्तर

15. The names of sales promotion Methods on the basis of objective:-

(a) Consumer Promotion Method:-
It motivates the consumer to purchase more and more.

(b) Trade Promotion Method:-
It motivates the trader to purchase bulk and increasing sale.

16. (a) Expres Proposal:-

The proposal which is made in spoken or written words is known as expres proposal.

(b) Specific Proposal:-

When the offer is made to a specific person than it is known as Specific proposal.

परीक्षक द्वारा प्रदत्त अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

17. Argument in favour of Universality of Management:-

(i) According to Theoremen, the function of Management such as planning, organising, direction, staffing etc. are used in every organisation.

(ii) The principles of management are universal in nature but they modify according to the changing environment.

18. Interpersonal Role of Managers:-

(a) Figure head role:-

By playing this role, a manager participates in various economic activities and signs various statuary papers and provides over them.

(b) Leader's Role:-

By playing this role, a manager motivates and encourages the employees to works with more effeciency for achieving organisational goals.

IJSER-16/7/2020

प्रश्न संख्या	परीक्षार्थी उत्तर

Section-A

1. Primary objective of management is to earn a suitable amount of profit.

2. IGST charged on the interstate sale of goods and services.

3. Planning means 'Thinking in Advance'.

4. Insurance is Co-operative device because it works on the golden principle of human is "Sharing is Caring".

5. Service Tax is included in Goods & Service Act.

6. The Indian Partnership came into force on 1 Oct 1932.

7. Crop Insurance :-
Insurance which is done for the safety of crops from flood, Cyclone etc.

परीक्षक द्वारा प्रदत्त अंक	प्रश्न संख्या	परीक्षार्थी उत्तर

8. Entrepreneurship is a creative activity because it changes the utility goods into creative work.

"Entrepreneurship can convert a heap of soil into gold".

9. A contract that is done by the acts and conduct of both parties, is known as implied contract.

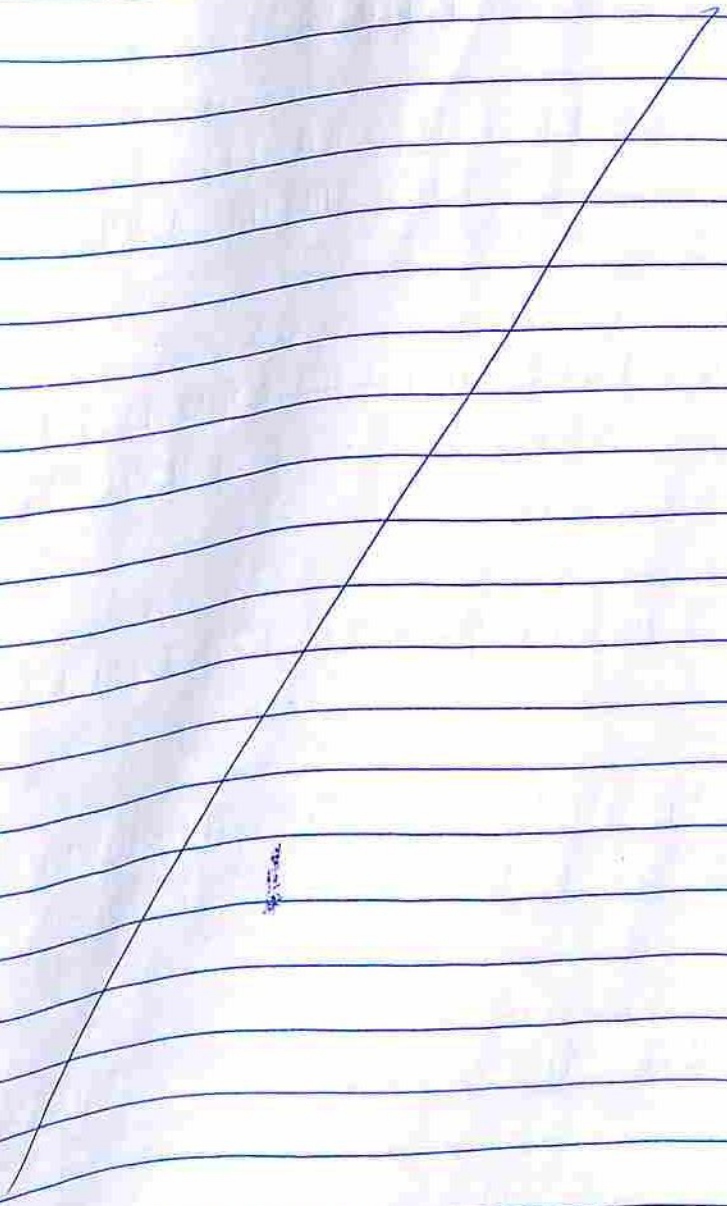
10. The objective of entrepreneurship development programme is to develop entrepreneur's quality.

समाप्त

BSER-167/2024

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BSER-167/2024

परीक्षक द्वारा प्रदत्त अंक | प्रश्न संख्या | परीक्षार्थी उत्तर

22. R. Joseph Monsen gives four levels of the development of the spirit of social responsibility of Management :-

(i) Obey the Law :-

This is the lowest level of social responsibility which is expected from every organisation and corporate. It includes all the legal formalities that is applicable.

(ii) Fulfillment of Public expectation :-

After fulfilling the first level, a manager tries to meet the expectations of different sections of society.

(iii) Forecasting of Public Expectation :-

In this level a Manager tries to know the opinion of public and then tries to get knowledge about consumers (society's) needs, interest, desires and takes steps to fulfill them.

(iv) Creation of Public Expectation :-

In this level, Manages use their knowledge and resources to increase the living standard of the society by providing them access to new gadgets and technology.