Maharashtra Board

Question Paper 2023

Class 12



HSC

QUESTION PAPER

Presented By

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DAY — 05 SEAT NUMBER

2023	II	25	1100	J-228	(E)

ORGANISATION OF COMMERCE AND MANAGEMENT (51)

Time : 3 Hrs. **(4 Pages)** **Max. Marks : 80**

Note : *(i) All questions are compulsory.*
(ii) Figures to the right indicate full marks for the questions.
(iii) Figures to the left indicate question numbers.
(iv) Answer to every question must be started on a new page.

Q. 1. (A) Select the correct option and rewrite the sentences : (5) **[20]**

(1) Scalar chain means the hierarchy of ____ from the top level to the lower level for the purpose of communication.
(a) discipline (b) unity
(c) authority

(2) _____ warehouses provide facilities for perishable commodity.
(a) Bonded (b) Cold storage
(c) Government

(3) For online transactions _____ is required.
(a) registration (b) trading
(c) business

(4) The President of District Forum is _____ .
(a) District Judge (b) High Court Judge
(c) Supreme Court Judge

(5) Retail market is the market where retailer sells goods directly to the _____ in small quantities.
(a) producer (b) wholeseller
(c) consumer

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(5)

(B) Match the correct pairs :

Group 'A'	Group 'B'
(a) Henry Fayol	(1) It is the process of instructing, guiding, communicating and motivating
(b) Directing	(2) Scientific Management theory
(c) Responsibility towards Government	(3) It is the process of recruiting, selecting, placing and remunerating
(d) Digital cash	(4) To earn profit
(e) Monopoly	(5) Respecting rules and regulations
	(6) Exist only in cyber space
	(7) Exist everywhere
	(8) Single buyer
	(9) Modern management theory
	(10) Single seller

(C) State whether the following statements are true or false : (5)

(1) F.W. Taylor has proposed 14 principles of management.

(2) Current account is opened by salaried persons.

(3) Unregulated market operates according to forces of demand and supply.

(4) Consumer being the king of market does not have any responsibility.

(5) Lok Adalat can rightly be described as "People's Court".

(D) Find the odd one : (5)

(1) Planning, Organising, Staffing, Writing

(2) Trekking, Wildlife Study, Horseback riding, Indoor games.

(3) Primary credit co-operative society, State co-operative bank, District co-operative bank, Exchange bank.

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(4) B to B, B to C, A to Z, C to C
(5) Stock exchange, Foreign exchange, Bullion market, Manufactured goods market.

Q. 2. Explain the following terms / concepts (Any FOUR) : **[8]**

(1) Management
(2) Social responsibility
(3) Concept of trusteeship
(4) Janahit yachika
(5) Packaging
(6) Product

Q. 3. Study the following case / situation and express your opinion (Any TWO) : **[6]**

(1) Mr. Ram, an emerging entrepreneur has designed a structure of his business organisation by taking into consideration the required resources such as land, money, machinery, work-force etc. for his new business. He appointed Mr. Shyam as a manager. Mr. Ram has assigned the responsibilities such as recruitment, selection, training and development and to determine the remuneration of the employees to Mr. Shyam. Mr. Ram has also appointed Mr. Shubham to supervise the work done by the employees according to the standards given to the employees. Mr. Shubham has to also suggest the remedies to the employees wherever necessary. On this context, find out the management functions performed by :

(a) Mr. Ram
(b) Mr. Shyam
(c) Mr. Shubham

(2) Mr. Amit is a businessman. He has his own factories in Pune and Nashik. He lives in Pune with his wife and 2 daughters aged 5 and 8 years.

(1) Can Mr. Amit take a life insurance policy for his wife and 2 children?
(2) Can Mr. Amit take a marine insurance policy for his factories?
(3) Which type of insurance should Mr. Amit take for protecting his factories from loss due to fire?

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(3) Mr. Atharva made his payment by cheque at the same time Mr. Samarth made his payment by fund transfer :
(a) Whose payment is faster?
(b) Whose payment is related to traditional business?
(c) Whose payment is related to e-business?

Q. 4. Distinguish between the following (Any THREE) : **[12]**

(1) Current Account and Fixed Deposit Account.
(2) Organising and Directing.
(3) State commission and National Commission.
(4) E-Commerce and E-Business.

Q. 5. Answer in brief (Any TWO) : **[8]**

(1) Describe any four techniques of scientific management.
(2) Explain any four needs of consumer protection.
(3) Explain any four functions of marketing.

Q. 6. Justify the following statements (Any TWO) : **[8]**

(1) Controlling is the last function of management.
(2) Entrepreneurship is the best source for self employment.
(3) Cash can be withdrawn from ATM at any time.
(4) Consumers have many responsibilities.

Q. 7. Attempt the following (Any TWO) : **[10]**

(1) Explain nature of principle of management.
(2) State money remittance services and retail services of postal department.
(3) Explain social responsibilities of commercial organisation towards consumers.

Q. 8. Answer the following (Any ONE) : **[8]**

(1) What is Road Transport? Explain the advantages and disadvantages of Road Transport.
(2) Explain importance of Marketing to the society and consumers.

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