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FOR MAHARASHTRA BOARD (MSBSHSE) CLASS 12 EXAM PREPARATION

Maharashtra Board (MSBSHSE) Class 12 2026 June Session Question Paper · Organisation of Commerce & Management

EXAM
Maharashtra Board (MSBSHSE) Class 12

YEAR
2026

TYPE
June Session Question Paper

SUBJECT
Organisation of Commerce & Management

Page No. 1/5	Subject Code J-283	Seat No.							

E

DATE : 25/06/2026

Time : 11.00 - 2.00

SUBJECT : ORGANISATION OF COMMERCE AND MANAGEMENT (51)

DURATION : 3 Hours **TOTAL PAGES : 5** **TOTAL 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 options and rewrite the sentences : (5) **20**

(i) Organisation function is important for execution of plan which have been prepared by _____ management.

(a) top level (b) middle level

(c) lower level

(ii) For online transaction _____ is required.

(a) registration (b) trading

(c) business

(iii) The term 'Ethics' is derived from the _____ word 'ethos.'

(a) Latin (b) French

(c) Greek

(iv) Perishable goods such as vegetables, fruits, milk products, etc. are sold in _____ market.

(a) very short period (b) short period

(c) long period

End of Page 1 (P.T.O.)

(v) Air transport is _____ mode of transport.

(a) the cheapest (b) the costliest

(c) free

(B) Give one word / phrase / term for the following statements : (5)

(i) It is an intellectual process of logical thinking and rational decision making.

(ii) The transaction which is done with the help of internet.

(iii) The right of consumer which is about safety and protection to his life and health.

(iv) The market for commodities which are produced in one country and sold in another countries.

(v) An art of exchanging ideas, facts, information, etc. from one person or entity to another.

(C) Correct the underlined word and rewrite the sentences : (5)

(i) Esprit de corps means <u>division</u> is strength.

(ii) <u>Directing</u> is a function of comparing the actual performance with predetermined performance.

(iii) <u>Social</u> values are based on perceptions of right or wrong.

(iv) In India, <u>sellers</u> are widely scattered and not united.

(v) <u>Grading</u> helps in avoiding breakage, damage and destruction of the product.

End of Page 2

(D) Select the correct options and complete the following table : (5)

[E-business, Apex bank of the country, Responsibility towards Government, 2019, Warehouse]

	Group A	Group B
(i)	Central Bank	----------
(ii)	----------	Time and place utility
(iii)	Superset of e-commerce	----------
(iv)	Timely payment of taxes	----------
(v)	----------	Consumer Protection Act

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

(i) Time study
(ii) Directing
(iii) Warehousing
(iv) District Commission
(v) Courier Service
(vi) Staffing

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

(i) Mr. Sharan is a successful manufacturer. He is having production units at various locations. He has a large stock of raw material and finished goods. He is worried about safeguarding goods from any unwanted financial loss. He also requires to transfer raw material and finished goods from one unit to another but does not have any facility for that. He also requires funds for business expansion.

(a) Name the service which will help him to safeguard goods from any damage.
(b) Which service will help him to remove difficulty of place?
(c) From which service sector will Mr. Sharan get financial support?

End of Page 3 (P.T.O.)

(ii) 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?

(iii) 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) Road Transport and Rail Transport

(ii) Co-ordinating and Controlling

(iii) State Commission and National Commission

(iv) Life Insurance and Marine Insurance

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

(i) Explain any four points of significance of principles of management.

(ii) Explain any four rights of consumers.

(iii) Explain types of market on the basis of Area covered and on the basis of Time.

End of Page 4

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

(i) Planning is the first function of management.

(ii) Consumer organisations and NGOs play an important role in consumer protection.

(iii) E-business allows user to work across the globe in any field.

(iv) Role of media has major influence on business organisation.

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

(i) Explain any five Henry Fayol's principles of management.

(ii) Explain the characteristics of an Entrepreneur.

(iii) Explain the importance of marketing to the society.

Q. 8. Answer the following question in detail (Any ONE) : **8**

(i) What is marketing? Explain different functions of marketing.

(ii) What is Bank? Explain primary functions of commercial banks.

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End of Page 5