MID-TERM EXAMINATION

Question Paper 2024-25

NCERT BASED SYLLABUS

FOR CBSE AND STATE BOARD
FOLLOWING NCERT

Mid Term Exam Question Paper 2024-25

SET – B

Name : .....

Roll No. : .....

Date : 23.09.2024 | **MIDTERM EXAMINATION 2024** | Time : 3 Hrs.

Class : XII | **SUBJECT : BUSINESS STUDIES** | M.M. : 80

General Instructions:

1. The question paper contains 34 questions. Answers should be brief and to the point.
2. Answers to the questions carrying 3 marks may be from 50 to 75 words.
3. Answers to the questions carrying 4 marks may be about 150 words.
4. Answers to the questions carrying 6 marks may be about 200 words.
5. Attempt all parts of the questions together.

1. "An increase in interest rates will discourage borrowing and therefore will curtail growth of industries." Which component of business environment is highlighted here?
(A) Economic environment (B) Social environment
(C) Political environment (D) Legal environment (1)

2. Pawan wants to set up a factory of manufacturing decorative lamps and lights. He decides to use recycled material for the lights and packaging, wherever possible. He proposes to use a scientific and rational approach in all the decisions that he takes for setting up and running the factory.
Identify the principle of scientific management that Pawan is planning to adopt in his organization.
(A) Harmony, not discord (B) Cooperation, not individualism
(C) Functional Foremanship (D) Science, not rule of thumb (1)

3. ---------- ensures that the subordinate performs tasks on behalf of the manager thereby reducing his workload and providing him with more time to concentrate on important matters.
(A) Decentralisation (B) Delegation of Authority
(C) Responsibility (D) Accountability (1)

4. 

Identify the style of leadership displayed in the above image.
(A) Democratic Style (B) Laissez Faire (C) Free Style (D) Autocratic Style (1)

5. Yamini received a special gold coin from her school management for exceptionally good board result of her students in her subject. Identify the need of Yamini being fulfilled as per Maslow's Need Hierarchy Theory.
(A) Esteem Needs (B) Belongingness Needs
(C) Self Actualisation Needs (D) Basic Physiological Needs (1)

6. Suman works as a Project Co-ordinator in an export house. Whenever the workload is high, she is able to convince her team by explaining to them the purpose, providing training and motivating them with additional rewards so as to be able to win their wholehearted cooperation. Identify the element of directing being described in the above lines.
(A) Supervision (B) Motivation (C) Leadership (D) Communication (1)

7. Match the following :

COLUMN I	COLUMN II
A. Prescriptive	(i) Pervasive function
B. Evaluative	(ii) Judging accuracy of standards
C. Feature of controlling	(iii) Planning
D. Importance of controlling	(iv) Controlling

(A) A(i), B(ii), C(iii), D(iv) (B) A(ii), B(iii), C(iv), D(i)
(C) A(iii), B(iv), C(i), D(ii) (D) A(iv), B(i), C(ii), D(iii) (1)

8. **Statement I :** Preliminary screening refers to shortlisting of candidates.
Statement II : The expenditure made on training is an investment not a wastage of funds. (1)
Alternatives:
(A)Statement I is correct and Statement II is incorrect.
(B) Statement II is correct and Statement I is incorrect.
(C) Both the statements are correct.
(D) Both the statements are incorrect.

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9. Jayant, an employee with Team Comp Pvt. Ltd. is given a target of assembling three computers per day. Due to his habit of doing things differently, an idea struck him which would reduce the assembling time of computers as well as the cost of production. His superintendent instead of appreciating his idea scolded him and asked him to complete as per standard methodology.
Which aspect of planning is highlighted in the above case?
(A) Planning leads to rigidity (B) Planning does not guarantee success
(C) Planning may not work in a dynamic environment (D) Planning reduces creativity (1)

10. Which dimension of business environment requires putting a statutory warning on the packets of tobacco products?
(A) Technological environment (B) Economical environment
(C) Political environment (D) Legal environment (1)

11. M.R. Sarthi, the Ex- Chairman of Swadesh Ltd., prepared his successor Mr. Shravan before retiring. Following the norms set up by himself, he handed over the reins of the company to the co-founder Mr. Shravan, who had the potential to bring about change in the behaviour of others. Name the concept of management which was the reason why Mr. Sarthi chose Mr. Shravan to be his successor.
(A) Motivation (B) Leadership (C) Communication (D) Staffing (1)

12. An automobile company Elite Motors is facing a problem of declining market share due to increased competition from other new and existing players in the market. Its competitors are introducing lower priced models for mass consumers who are price sensitive.

Identify the limitation of the function of management highlighted in the aforesaid statement.
(A) Planning leads to rigidity (B) Planning may not work in a dynamic environment
(C) Planning is a time consuming process (D) Planning does not guarantee success (1)

13. In a marketing firm, the financial manager pays more attention towards an increase of 3% in the marketing cost as compared to a 15% increase in the courier expenses. Identify the concept being used by the manager.
(A) Management by exception (B) Corrective action
(C) Critical point control (D) Deviation check (1)

14. Sudipta is running a tiffin service in Bengaluru under the name 'Corporate Dabba'. She always deals with the lazy personnel sternly to send the message that everyone is equal in the eyes of management. Identify the principle of management adopted by Sudipta.
(A) Order (B) Espirit De Corps (C) Equity (D) Discipline (1)

15. Robert, the Production Manager in a company using highly sophisticated machines and equipment intends that every employee in the organization should be fully trained before working with the machines and equipment. Which of the following methods of training should be used by the organization?
(A) Induction training (B) Vestibule (C) Apprenticeship (D) Job rotation (1)

16. "Management has to see that tasks are completed and goals are achieved with the least amount of resources at a minimum cost." Identify the two related concepts of management.
(A) Efficiency and effectiveness (B) Coordination and efficiency
(C) Planning and delegation (D) Efficiency and organizing (1)

17. Keeping in view the changes in the consumer demands and preferences. Kamal Bakery has reduced the sugar and fat content in its products. This approach of business shows that
(A) management is an intangible force (B) management is a multi-dimensional activity
(C) management is a group activity (D) management is a dynamic function (1)

18. A company has its registered office in Delhi, manufacturing unit at Gurgaon and marketing and sales department at Faridabad. The company manufactures consumer goods. The type of organization structure the company should adopt to achieve its target is _____
(A) Functional Structure (B) Formal organization structure
(C) Divisional Structure (D) Informal organization structure (1)

19. **Assertion (A) :** Planning is an exclusive function of top management not of any particular department.
Reason (R) : Planning is required at all levels of management as well as in all departments of the organization. (1)
(A) Both the Assertion (A) and Reason (R) are correct.
(B) Assertion (A) is true but Reason (R) is false.
(C) Assertion (A) is false but Reason (R) is true.
(D) Both the Assertion (A) and Reason (R) is false.

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20. Twelve students work for the school library in the summer vacations. One afternoon they are told to unload a shipment of new releases, stock the bookshelves. One student supervises the work by grouping students, dividing the work, assigning each group their quota and developing reporting relationships among them.
Which function of management is highlighted in the aforesaid situation?
(A) Staffing (B) Controlling (C) Directing (D) Organising (1)

21. Ritu is the manager of the northern division of a large corporate house. At what level does she work in the organization? What are her basic functions?

OR (3)

An MNC has established a manufacturing concern producing LED bulbs in an underdeveloped rural area. Management wanted to take advantage of low labour costs by employing locals. The organization increased its production and started earning more profits. A school was started for the benefit of children of employees and other people in the area, offering free education. The employees wanted to work overtime but management did not allow it since it was able to meet the production targets in normal working hours.

Identify the objectives of management discussed above by quoting the relevant lines.

22. Symphony has applied for global patents for its new range of wall mounted water coolers named "Cloud". According to the company, it took almost 20 years to crack the technicalities of having a wall mounted air cooler that would need to draw fresh air for circulation as well as water.
The company officials believe that this product launch will bring strategic advantages for the company to be the pioneers as this appliance functions almost as a 1.5 tonne AC. However, it consumes much less power at around 250 watts. This will also help the company stay much ahead of competition in terms of innovation, thus strengthening the brand value of Symphony.

On the basis of the given information about Symphony, answer the following questions:
(a) Identify the feature of business environment discussed in the above case.
(b) Identify the dimension of business environment highlighted in the above case.
(c) Identify the significance of business environment discussed in the above case. (3)

23. 'The pros and cons of each alternative need to weighed.' Name and briefly explain the logical steps in the process of planning which are followed by a manager before performing the step highlighted in the above statement. (3)

24. Vibrant Ltd. Is engaged in manufacturing high end luxury pens. The target production is 600 units daily. The company had been successfully attaining this target until three months ago. Over the last few months, it has been observed that daily productions varies between 500-550 units.
(a) Identify the function of management, which has been highlighted in the above context.
(b) Discuss the first two steps involved in the process of the function identified above.

OR (3)

State the relationship between 'planning' 'and 'controlling' functions of management.

25. Three friends Akshat, Rishabh and Ansh, after completing their MBA from a reputed business school at Mumbai, were discussing the type of organization they would like to join. Akshat was very clear that he would like to take up a government job as it gives stability about the future income and work which will help him to work with greater zeal. It will also provide him with pension when he will retire from his service. Rishabh wanted to work in a company, which has appropriate skill development plans for its employees and helps the employees to grow to higher levels in the organization. In addition to this, the company should also provide facilities like housing, medical aid etc. Ansh said that he would prefer to work in an organization, which had the culture of individual autonomy, was considerate to employees and provided the employees with opportunity for personal and a meaningful work experience.

(a) Identify the various financial and non financial incentives discussed by the three friends in the above conversation.
(b) Explain any other non financial incentives which were not discussed by any one of them. (3+1)

26. Due to spread of Covid 19 pandemic, employees of almost all the companies were working online from their homes. In 2022 when most of the companies called them back to their offices and started working offline, Star Software Ltd. still asked their employees to work from home. Because of this, employees of Star Software Ltd., were feeling bored, hence for recreation, they formed a cricket club. They started meeting every Saturday and Sunday on a ground near their office building.
(a) Identify and state the type of organization formed by the employees of Star Software Ltd.
(b) Also, state any two advantages of the type of organization identified in (a) above. (2+2)

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27. Give any four characteristics of management.

OR (4)

Hema is one of the most successful managers of her company, 'Kromaa Ltd. She uses her creativity and initiative in handling challenging situations at work. The knowledge gained by her during her student days at a renowned management institute as well as through her observation and experience over the years is applied by Hema in a skillful manner in the context of the realities of a given situation. She often reads books and other literature in various fields of management to keep her knowledge updated.

(a) An aspect of the nature of management is being highlighted in the above description. Identify and explain the aspect.

(b) Explain any two features of the aspect identified in part (A).

28. Flavours Ltd. was engaged in the business of making handmade chocolates. Lately, the business was expanding due to good quality and reasonable prices. As the demand was increasing, Flavours Ltd., decided to explore bakery products as well. In order to make bakery products the company directed its workforce to work overtime but this resulted in multiple problems. Due to increased work pressure the efficiency declined and the workers had to take orders from more than one superior. Workers were overburdened and their health was also affected. Gradually the quality of the products begins to decline and market share also went down. The company realized that they had implemented changes without waiting for the required infrastructure.

Identify and explain the principles/techniques of Taylor /Fayol referred to in the above para. (2+2)

29. Describe briefly any two single use and any two standing plans

OR (4)

Explain briefly any four limitations of planning.

30. Vikram – The Human Resource Manager, Umesh – The Assistant Manager and Ashok –The Marketing Head of Hitashi Enterprises Ltd., decided to leave the company. The Chief Executive Officer (CEO) of the company called the Human Resource Manager, Vikram and requested him to fill-up the vacancies before leaving the organization. Vikram suggested that his subordinate Prerna is very competent and trustworthy. If she could be moved up in the hierarchy, he would do the needful. The CEO agreed for the same. Prerna contacted Zenith Recruiters who advertised for the post of Marketing Head for Hitashi Enterprises Ltd. They were able to recruit a suitable candidate for the company. Umesh's vacancy was filled-up by screening the database of unsolicited applications lying in the office.

(a) Name the internal/external sources of recruitment used by Hitashi Enterprises Ltd. to fill – up the above stated vacancies.

(b) Write about any one difference between internal and external source of recruitment. (3+1)

31. Explain Maslow's Need Hierarchy Theory with assumptions.

OR (6)

Explain the following terms:

(a) Free rein leadership (b) Perquisites

(c) Technical jargon (d) Job enrichment

32. Shahana works as a corporate wedding coordinator in a wedding management company. She has been made overall incharge for organizing a jewellery exhibition for one of the clients of the company. For ensuring that the exhibition takes place successfully, she identifies the various activities involved and divides the whole work into various task groups like marketing committee, decoration committee and reception committee.

In order to facilitate coordination within and among committees, she appoints a supervisor for each group. Each member in the group is asked to report to their respective supervisors and all the supervisors are expected to work as per Shahana's order.

(a) Identify and explain the function of management being performed by Shahana.

(b) Describe briefly the various steps involved in the performance of the function of management as identified in part (a) of the question. (2+4)

33. Explain the following terms:

(a) Motion Study (b) Functional Foremanship

(c) Stability of Personnel (d) Fatigue Study (6)

34. What are the steps of Staffing? (6)

OR

Discuss the following methods of training:

(a) Internship training (b) Apprenticeship training

(c) Induction training (d) Vestibule training

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