

POST SUMMER VACATION TEST
D.A.V. PUBLIC SCHOOL, POKHARIPUT
SUBJECT: BUSINESS STUDIES

CLASS: XII

TIME ALLOWED: 1Hrs 30 minutes

MAXIMUM MARKS: 40

I. Read the following text and answer the following questions on the basis of the same:

Sana is the branch manager of ABC Handicrafts Pvt. Ltd. The company's objective is to promote the sales of Indian handloom and handicraft products. It sells fabrics, furnishings, ready-mades and household items made out of traditional Indian fabrics. Sana decides quantities, variety, colour and texture of all the above items and then allocates resources for their purchase from different suppliers. She appoints a team of designers and crafts people in the company, who developed some prints for bed covers in bright colour on silk. Although the products looked very attractive and impressive, they were relatively expensive on the front of affordability for an average customer. Sana suggested that they should keep the silk bed covers for special festive occasions and offer the cotton bed covers on a regular basis to keep costs under control.

Q.1 "She appoints a team of designers and crafts people in the company, who developed some prints for bed covers in bright colour on silk." Which function of management is highlighted in this context? (1)

(A) Controlling (B) Staffing (C) Planning (D) Directing

Q.2 In the above case "company's objective is to promote the sales of Indian handloom and handicraft products." The above line focuses on which feature of management? (1)

(A) Management is an intangible force (B) Management is a goal oriented process (C) Management is pervasive in nature (D) Management is a continuous process

Q.3 With reference to the above case, at which level of management Sana is working? (1)

(A) Lower level (B) Top level (C) Middle level (D) Shop floor

Q.4 "Sana suggested that they should keep the silk bed covers for special festive occasions and offer the cotton bed covers on a regular basis to keep costs under control." Which function of management is highlighted in this context? (1)

(A) Controlling (B) Staffing (C) Organising (D) Planning

II. Read the following text and answer the following questions on the basis of the same: After completing her Bachelors in Fashion Designing from a well-known college in France, Aditi has opened a boutique in a posh market in Kolkata. She has divided the work in smaller units and each employee is well trained to perform his/her task efficiently. The sales persons are allowed to close a deal with a buyer by giving a maximum of 5 percent discount, whereas the decision to give any further discount rests with Aditi as the final authority. In the earlier period of her business venture, employees were asked to put in extra hours of work. In return she had promised to give them a special incentive within a year. Therefore, when the business was doing well, she honoured her commitment by giving bonus to her employees. She also instructed her employees that communication from top to bottom should follow the official lines of command. However, she tends to be more biased towards her female employees, when it comes to solve the conflicts among employees.

Q .5 Aditi has divided the work in smaller units and each employee is well trained to perform his/ her task efficiently. Which principle of management is being followed here? (1)

(a) Centralization and Decentralization (b) Division of work (c) Discipline (d) Order

Q .6 "The sales persons are allowed to close a deal with a buyer by giving a maximum of 5 percent discount, whereas the decision to give any further discount rests with Aditi as the final authority." Identify the principle of Management being followed here: (1)

(a) Centralization and Decentralisation (b) Authority and Responsibility (c) Unity of Command (d) Unity of Direction

Q . 7 "Therefore, when the business was doing well, she honoured her commitment by giving bonus to her employees." Which principle of management is being highlighted here? (1)

(a) Discipline (b) Order (c) Remuneration to Employees (d) Unity of Direction

Q.8 Aditi tends to be more biased towards her female employees, when it comes to solve the conflicts among employees. Which principle is being violated here?

(1)

(a) Discipline (b) Order (c) Equity (d) None of these

Q9. The court issued the order that it is essential for the vehicles to be smokeless and that any one violating this order shall have to pay a heavy fine. Abiding by this order was necessary for the health of people. Making this strict order of the court as the base; 'Gyan Motors Limited' resolved to manufacture such vehicles by using modern technology as should not produce any smoke at all. The government should also announce to provide help in several ways to set up such industrial units. Identify the three dimensions of Business Environment described in the paragraph above by quoting the relevant lines. (3)

OR

'Understanding of environment by business managers enables them not only to identify and evaluate, but also to react to the forces external to their firms.' In the light of this statement, explain by giving any five points why in the present day competitive market, it is essential for a business enterprise to remain alert and aware of its environment(3)

Q10. At which level of management, are the managers responsible for the welfare and survival of the organization? And also explain the functions of it.(3)

Q11. Success of an organisation largely depends upon its management" Explain any three reasons to fortify the above statement. (3)

Q12. Name the process that synchronises the activities of different departments. And also explain the importance of it.(3)

Q13.i. Name and explain that principle of Fayol which suggest that communication from top to bottom should follow the official lines of command

ii. Name and explain the technique of Taylor which is one of the strongest motivator for a worker to reach standard performance(2+2=4)

Or

- i. Explain the technique of scientific management that is extension of “Principle of Division of work” and specialisation?
- ii. Differentiate between unity of command and unity of directions
(2+2=4)

Q14 X.Ltd. Company does not consider ideas and thoughts of employees and acts according to earlier formulated plan. Identify the above limitation of planning and write other limitations too. (4)

Q15. PK Ltd. has been well known for delay in decision making and overlapping of work done. Identify management function lacking in the organisation and state importance of this function? (6)

Or

A company gave its sales executives, the directives that they would sell goods on credit but told the employees to strictly inform the customers that if they will not make payment within 1 month they will have to pay an interest of 10% per annum. In the above given paragraph 2 types of plans have been mentioned. Identify them and explain them with their features. (6)

Q16. Explain the nature of Management. (6)