

**PRACTICE QUESTIONS – 2019-20**  
**CLASS – XII – BUSINESS STUDIES**

**Unit 1 and 2**

**Chapter – 1 – Nature and Significances of Management.**

1. Two managers are conversing that management is broadly divided into two concepts; one is tradition and the other is modern. As per your opinion, are they correct or not? 1
2. As per the reader's understanding, what is the major tasks of manager? 1
3. Arora Ltd. offers employment to widows and weaker sections of the society. Identify the objective of the organization in the given case? 1
4. Aircel started an earnest awareness campaign 'Save Our Tigers'! The campaign's main agenda was to conserve tigers. This campaign's highlights one of the objectives of management. Discuss in brief. 3
5. With a suitable example, define how management is an intangible force? 3
6. Krishna Automobiles is a leading automobile company, with various departments working with their own objectives, ignoring the organizational objectives. Name the values ignored by the departmental heads and its impact on the organization? 4
7. Raghav is the manager of Eastern Zone of a large corporate house. At what level does he work in the organization? State some of the functions, which he performs at this level. 5
8. What is science and why management is considered a science? Give 4 reason? 6

**Chapter – 2 Principles of management.**

9. Which technique of Taylor is the extension of the principle of division of work and specialization? 1
10. Name the principle of scientific management which emphasizes on the study and analysis of methods rather than estimation. 1
11. Why Taylor techniques may not be applicable to all types of organisation? 1
12. Which techniques of Taylor acts as the strongest motivator for a worker to reach standard performance? 1
13. Which concepts helps subordinates of the same level of different departments to communicate each other directly in case of emergency? 1
14. What does 'Gang Plank' in scalar chain indicate about nature of management principles? 1
15. If an organization does not provide the right place for physical and human resources in the organization. Which principles is violated? 1
16. In a company different departments are formed for looking after production, sales marketing and finances. identify the principles of management applicable here? 1
17. Name the principle of management which resembles military organization? 1
18. State few values that are taken care of by applying Fayol's principles in management? 3
19. Fayol's principles of management are very effective. Can you draw a table which shown the traditional and present implications of any four principles of management? 3
20. Which techniques of scientific management helps in eliminating superfluous varieties and making economical use of machine and tools? Identify and discuss it briefly. 4
21. Discuss the relevance's of Taylor's and Fayol's contribution in the contemporary business environment? 4
22. Taylor's techniques are universally applicable. Defend or refuse. 4

23. Identify the techniques of scientific management in which planning and production departments are segregated? Discuss in brief. **5**
24. Develop an imaginary plan of differential piece rates to be introduced for the workers, engaged in making furniture? **5**
25. Principles of Taylor and Fayol are mutually complementary. One believed that the management should share the gains with the workers, while the other suggested that employees compensation should depend on the earning capacity of the company and should give them a reasonable standard of living. Identify and explain the principles of Fayol and Taylor referred to in the above para? **6**

### **Chapter – 3 Business Environment**

26. MarutiUdhyog Ltd. became the leader in the market of small car segment. State the significances of business env, which is highlighted in the given case. **1**
27. Nothing can be said with certainty about the factors of business environment. Why? **1**
28. If the packets of tobacco would not carry the statutory warning it is related to which dimensions of business environment? **1**
29. Banking sector reforms have led to easier credit terms and better services. Identify this example is associated to which component of business environment? **1**
30. What is the main reason behind the inefficiency of the public sector understandings? **1**
31. Which industrial policy has opened the doors of Indian economy for multi-national companies. **1**
32. Enumerate the various ways in which managers respond to change in business environment? **3**
33. Diwali, Holi, Eid , Christmas are the auspicious occasions of a country. Producers are offering varieties in sweets, cards, gifts, clothes and many more. as all these things are useful and mandatory for their respective religious.
- i) what values of customers are depicted in the quoted lines?
- ii) Why is the necessary to study such values for a business unit? **3**
34. Even after opening up of our economy in 1991, foreign companies found it extremely difficult to cut through bureaucracy and red topism. Identify the elements of business environment and explain it with the help of an example. **4**
35. National optiefibre network project. One of the most expensive and ambitious projects in India's technology history connects 25000 gram panchayats in the country with a fibreoptic network. **4**
- i) Identify which dimensions of business environment is hidden n the quoted lines.
- ii) How this project adds value to the society?
36. A leather bag manufacturing company produces bags by using cow's skin as a raw material, which hurts hindus customs.
- i) Find out the component of business environment which is being overlooked?
- ii) Which value do you find disturbing in the above paragraph? **5**
37. The Indian Corporate Sector has come fall to face with several challenges due to government policy change. Explain any 5 such challenges? **6**
38. Explain by giving any four points, why in the present day competitive market it is essential for a business to remain alert and aware of its environment? **6**

## **Chapter – 4 Planning**

39. Planning strangulates the initiative of the employees and compels them to work in an inflexible manner. What does it mean? **1**
40. Mention the step in which each course of alternative is to be weighed against each other? **1**
41. ABCD Ltd. gives promotion on the basis of seniority. Which type of plan is it? **1**
42. Use of alcoholic beverages is banned during office timings. Identify which type of plan is it? **1**
43. How planning bridges the gap between where we are and where we want to go? Explain in brief. **3**
44. What do you mean by Primacy of planning? **3**
45. What are derivative plans and why they are formulated? **3**
46. You are a strategic analyst in XYZ Ltd. while developing the planning premises list out certain assumptions regarding.
- i) Tangible and intangible premises.
  - ii) Controllable and uncontrollable premises. **4**
47. MC. Donald Company does not give its franchise to other company. Which type of plan is it. Discuss? **4**
48. Useless and redundant activities are minimized or eliminated, when managers adopt planning. Comment? **4**
49. No enterprises can achieve its objectives without systematic planning. Do you agree with this statement? Give any five reasons in support of your answer. **5**
50. A company is manufacturing baby garments. the manager wants to increase the profits by purchasing new high speed machines or increasing the sale price or using waste material in manufacturing soft toys.
- i) Identify the concept of management involved.
  - ii) Mention the steps involved in the above process by quoting the liens from the question. To complete the process of the concept identified, what further steps does the manager have to take? **5**
51. There is a growing competition in the market of electronics, due to technological advancement and ever increasing demand of households. As a result, ABC Ltd. is facing the problem of decline in market share. In order to combat competition, the company plans to introduce new models with added features and technological advancements?
- i) How will you seek to remove the problem of ABC Ltd?
  - ii) Identify the missing values in the above case? **5**
52. Suryoday Ltd appointed a team of five efficient managers to plan for its new project of building a residential colony. For this they are paid a huge amount of remuneration also.
- i) Explain giving reasons, incurring such huge expenditure on planning is justified for the company.
  - ii) Explain the process that would be followed by the team.
53. An auto company C Ltd is facing a problem of declining market share due to increased competition from other new existing players in the market. Its competitors are introducing lower priced models for mass consumers who are price sensitive. For quality conscious consumers, the company is introducing new models with added features and new technological advancements.
- 1. Prepare a model business plan for C Ltd to meet the existing challenge. You need to be very specific about quantitative parameters. You may specify which type of plan you are preparing.
  - 2. Identify the limitations of such plans.