



# B.K. BIRLA CENTRE FOR EDUCATION

SARALA BIRLA GROUP OF SCHOOLS  
A CBSE DAY-CUM-BOYS' RESIDENTIAL SCHOOL



MID-APRIL TEST 2025-26

BUSINESS STUDIES 054

Class: XII

Date: 21.04.25

Admission no:

Time: 1hr

Max Marks: 25

Roll no:

**General Instructions:**

- This question paper contains 10 questions. All questions are compulsory.
- Marks are indicated against each question.
- Answers should be brief and to the point.
- Question no. 1 to 5 are MCQs of 1 mark each.
- Question no. 6 and 7 are Short Answer Type Questions, carrying 3 marks each. Answer to each question should not exceed 50-75 words.
- Question no. 8 and 9 are Short Answer Type Questions, carrying 4 marks each. Answer to each question should not exceed 120-150 words.
- Question no.10 is Long Type Question, carrying 6 marks. Answer to this question should not exceed 180-200 words.

1. Jay is working as a marketing manager in a company. Has been given the task of selling 100000 units of a product at the cost of ₹100 per unit within 20 days. He is able to sell all the units within the stipulated time, but had to sell last 1000 units at 20% discount in order to complete the target. In such a situation, he will be considered to be (1)

- (A) An efficient manager  
(B) An effective manager  
(C) Both effective and efficient manager  
(D) None of the above

2. Identify the characteristic of management followed in the following pictorial representation. (1)

- (A) Management is a goal oriented process  
(B) Management is multidimensional  
(C) Management is a group activity  
(D) None of these



3.

(1)

Match the technique of scientific management in Column I with their respective explanation in Column II:		
a	Time study	(i) Each specialist is to be assigned work according to her/his qualities. For example, those With technical mastery, intelligence and grit may be given planning work. Those with energy and good health may be assigned execution work.
b	Method study	(ii) Devising new varieties instead of the existing ones and eliminating unnecessary diversity of products.
c	Functional foremanship	(iii) Fixing the standard time taken to perform a well-defined job so as to determine the number of workers to be employed; frame suitable incentive schemes and determine labour costs.
d	Standardisation and simplification of work	(iv) Finding out one best way of doing the job to minimise the cost of production and maximize the quality and satisfaction of the customer.

(a) a (iii), b(ii),c(i),d (iv)                      (b) a(ii), b(i),c (iii),d (iv)  
 (c) a (iii), b(iv),c (i),d (ii)                      (d) a(i), b(iii), c(ii),d (iv)

4. After finishing her BBA degree course, Mania gets a job of Assistant Manager in a retail company through the reference of her cousin Aroma who works in the same company as a Senior Manager. Aroma decided to guide Mania through the experience by making her aware of the important facts about management in practice. She tells her that the principles of management does not provide any ready-made solution to all management problems rather it only guides them in taking decision. Identify the features of principles of management mentioned in the above paragraph. (1)
- (A) General guidelines  
 (B) Universal applicability  
 (C) Flexible  
 (D) All of these
5. **Assertion (A):** Management is termed as a 'Process'. (1)  
**Reason (R):** Management involves a series of inter-related functions, such as planning, organising, staffing, directing and controlling.  
 (A) Both Assertion (A) and Reason (R) are True and Reason (R) is the correct explanation of Assertion (A).  
 (B) Both Assertion (A) and Reason (R) are True and Reason (R) is not the correct explanation of Assertion (A).  
 (C) Assertion (A) is True but Reason (R) is False.  
 (D) Assertion (A) is False but Reason (R) is True.
6. Discuss briefly three points that highlight the Importance of Management. (3)
7. Govinda Ltd. is a highly reputed company. Different functions are performed by different individuals in this company, who are bound together in a hierarchy of relationships. Every individual in the hierarchy is responsible for successful completion of a particular task. Mr. Gauranga is responsible for the welfare and survival of the organization. He formulates overall organizational goals and strategies for their achievement. Mr. Nityanand ensures that quality of output is (3)

maintained, wastage of materials is minimized and safety standards are maintained. Mr. Sanatan assigns necessary duties and responsibilities to the personnel and motivates them to achieve desired objectives.

At what levels of management are Mr. Gauranga, Mr. Nityanand and Mr. Sanatan working in Govinda Ltd.? Justify your answer.

**8. Read the following text and answer the following questions on the basis of the same: (4)**

Rajat Joined as a CEO of Bharat Ltd. a firm manufacturing computer hardware. On the first day he addressed the employees. He said that he believed that a good company should have an employee suggestion system and he wished to minimize employee turnover to maintain organisational efficiency. He informed all employees that he would ensure that all agreements were clear, fair and there was judicious application of penalties. However, he said that he believed that lazy personnel should be dealt with sternly to send the message that everyone was equal in the eyes of management. Also that he would want to promote a team spirit of unity and harmony among employees, which would give rise to a spirit of mutual trust and belongingness among team members and eventually minimize need for using penalties. He told all present that the interests of the organization should take priority over the interests of any one individual employee.

(I) Identify the principle of management in the following line. “ He said that he believed that a good company should have an employee suggestion system”

- (A)Unity of command
- (B)Discipline
- (C)Unity of direction
- (D) Initiative

(II) Identify the principle of management in following line. “He wished to minimize employee turnover to maintain organizational efficiency.”

- (A)Stability of personnel
- (B)Centralization and Decentralization
- (C)Discipline
- (D)Remuneration of employees

(III) Identify the principle of management in the following lines. “He informed all employees that he would ensure that all agreements were clear, fair and there was judicious application of penalties.”

- (A)Initiative
- (B)Discipline
- (C)Equity
- (D)Esprit de corps.

(IV) Identify the principle of management in the following lines “Which would give rise to a spirit of mutual trust and belongingness among team members.

- (A)Discipline
- (B) Initiative
- (C) Unity of command
- (D) Esprit de corps.

9. Kashish Ltd. is facing a lot of problems these days. It manufactures electronic goods like washing machines, microwave ovens, refrigeration and air-conditioners. The company's margins are under pressure and the profits and market marketing department blames production department for producing goods, which are not of good quality to meet customers' expectations. The finance department blames both production and marketing departments for declining return on investment and bad marketing. (4)
- i. What quality of management do you think the company is lacking? Justify your answer.
  - ii. State the importance of the concept identified in (i).
10. Explain the following Principles of Management given by Henri Fayol: (6)
- i. Scalar Chain
  - ii. Order
  - iii. Unity of Command
  - iv. Division of Work

**ALL THE BEST**

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