



B.K. BIRLA CENTRE FOR EDUCATION

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



PRE MID TERM EXAM, 2026-27 BUSINESS ADMINISTRATION 833 (SET-I)

Class: XII
Date: 20.07.26
Admission no:

Time: 1hr
Max Marks: 25
Roll no:

General Instructions:

Read the following instructions very carefully and strictly follow them:

- This question paper contains 15 questions. Divided into Section A and Section B
- All questions are compulsory.
- Marks are indicated against each question.

	SECTION A (9 marks)	Marks
1.	Which of the following is not a type of communication? (A) Written (B) Emotional (C) Verbal (D) Visual	(1)
2.	How ideas should be conveyed so that it can be implemented further. (A) as drawing (B) as a plan (C) as an ongoing project (D) with proper description	(1)
3.	Statement 1: Advancement in science and technology has greatly contributed to the field of communication. Statement 2: Communication is vital to the success of any individual in any business. (A) Both statements are true (B) Both statements are false (C) Statement 1 is true, Statement 2 is false (D) Statement 1 is false, Statement 2 is true	(1)
4.	Which one of the following is not a barrier to communication? (A) Semantic barriers (B) Psychological barriers (C) Organizational barriers (D) Demographic barriers	(1)
5.	Assertion (A): Effective communication must be clear and concise. Reason (R): Long and complex messages are always more effective. Choose the correct option. (A) Both A and R are true, and R is the correct explanation of A (B) Both A and R are true, but R is not the correct explanation of A (C) A is true, R is false (D) A is false, R is true	(1)
6.	Which of the following is a non-financial incentive? (A) Bonus (B) Promotion (C) Profit-sharing (D) Salary increase	(1)
7.	Frederick Herzberg referred it as vertical loading of the job. (A) Job Enrichment (B) Job Enlargement (C) Job Satisfaction (D) Job Status	(1)
8.	What is NOT true about Theory Z (A) This theory was given by William Ouchi (B) The theory is a mix of both Theory X and Theory Y (C) It is considered as a philosophy of managing organisations (D) According to this theory leader's role should be dictate terms to his subordinates.	(1)
9.	Statement 1: Motivation is external as the individual is persuaded by someone else. Statement 2: Inspiration stays for short term. Choose the correct option	(1)

	(A) Both statements are true (C) Statement 1 is true, Statement 2 is false	(B)Both statements are false (D) Statement 1 is false, Statement 2 is true	
	SECTION B (16 marks)		
10.	Explain open and closed body language, what do they indicate?		(2)
11.	State any four importance of motivation.		(2)
12.	Explain Herzberg's two factor theory.		(2)
13.	State three differences between written and oral communication.		(3)
14.	David McClelland's model of motivation classifies three needs, what are they? Explain any two.		(3)
15.	"Effective communication is when the presentation of views by the sender in a way best understood by the receiver". Explain any four features to highlight the above statement.		(4)

ALL THE BEST