



B.K. BIRLA CENTRE FOR EDUCATION

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



PRE MID TERM EXAMINATION 2026-27 BUSINESS STUDIES 054

Class: XII

SET - 1

Time: 1hr

Date: 20/07/2026

Max Marks: 25

Admission no:

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. Resident Welfare Association (RWA) of Noida, Sector 15 decided to organise Diwali mela on the eve of Diwali. They listed all the activities to be done, grouped them as per their nature and assigned the activities/duties to different people of their association. After completion of the mela they found that it was not a success. While analysing the reasons the President of RWA found that mere allocation of work was not enough in the organisation. (1)

He found that an important step in the organising process was missing. Identify the step from the following:

- | | |
|---|--|
| (a) Assignment of duties | (b) Establishing authority and reporting relationships |
| (c) Identification and division of work | (d) Departmentalisation |

2. **Assertion (A):** Decision-making is very slow in a centralised organisation. (1)

Reason (R): In a centralised organisation, every decision is taken by top management and information has to pass through many levels.

- Both Assertion (A) and Reason (R) are true and Reason (R) is the correct explanation of Assertion (A).
- Both Assertion (A) and Reason (R) are true and Reason (R) is not the correct explanation of Assertion (A).
- Assertion (A) is true but Reason (R) is False
- Assertion (A) is False but Reason (R) is true.

3. Identify the External source of Recruitment illustrated by the given picture. (1)



- (a) Direct Recruitment
- (b) Casual callers
- (c) Advertisement
- (d) Labour contractor

4. **Statement I:** Delegation is the process of entrusting authority and responsibility from a superior to a subordinate. (1)

Statement II: Accountability is the ultimate end result of delegation and cannot be delegated entirely by the superior.

- (a) Both Statement I and Statement II are correct
- (b) Both Statement I and Statement II are incorrect
- (c) Statement I is correct and Statement II is incorrect
- (d) Statement I is incorrect and Statement II is correct

5. Lalit has always been fascinated by the hand woven textile designs. Therefore, he decided to become a weaver. He was told that in order to understand and learn this workmanship, he will have to work under the guidance of a master worker for a certain number of years. Identify the type of training being described in the given lines. (1)

- (a) Vestibule training
- (b) Apprenticeship training
- (c) Internship training
- (d) Induction training

6. A company is manufacturing washing machines. There is a well defined system of jobs with a clear and definite authority, responsibility and accountability in the company. But people are not allowed to interact beyond their officially defined roles. As a result the company is not able to adapt to the changing business environment. The workforce is also not motivated due to lack of social interaction. The company is facing problems of procedural delays and inadequate recognition to creative talents. (3)

- (a) Suggest how the organisation can overcome the problems faced by it.
- (b) Give any two benefits it will derive from your suggestion.

7. Akanksha, Nikita and Parishma are the owners of a handicraft unit in the urban area of Dibrugarh in Assam, which is involved in the manufacturing and marketing of Sital Pati, traditional mats and Jappi (the traditional headgear). They decided to shift this manufacturing unit to a rural area to reduce the cost and provide job opportunities to the locals. They followed the functional structure in this organisation with a view to increasing managerial and operational efficiency. They assessed and analysed the type and number of employees required, keeping in mind that they had to encourage the women and the people with special needs belonging to the rural area. (3)

State the next three steps that they will have to undertake to obtain a satisfied workforce for their handicraft unit.

8. A company manufacturing consumer goods has grown in size. It was a market leader but with changes in economic environment and with the entry of MNCs its market share is declining. The company was following a centralized business model as even the minor decisions were in the hands of top level. Before 1991 this model was suitable for company but now the company is under pressure to reform. (4)

What changes should the company bring about in order to retain its market share? Give its three points of importance.

9. The employers of 'Food Darbar,' a restaurant, are trained through a structured programme that provides training in each area within the restaurant. The trainees learn the skills necessary for running each of the 12 workstations in the restaurant, from taking orders to the cooking area.

This enables the employees to gain a broader understanding of all parts of the business and how the restaurant functions as a whole. The trainee gets fully involved in the department's operations and also gets a chance to test her won aptitude and ability. When employees are trained by this method, the organization finds it easier at the time of promotions, replacements or transfers. (4)

In the context of the above case:

- (a) Name the type of training which 'Food Darbar' provides to its employees.
- (b) Distinguish between training and development on the basis of meaning, purpose and scope.

10. Tanushree runs a factory wherein she manufactures shoes. The business has been doing well and she intends to expand by diversifying into leather bags as well as western formal wear, thereby making her company a complete provider of corporate wear. This will enable her to market her business unit as the one shop for working women. (6)

- (a) Which type of structure would you recommend for the expanded organization and why?
- (b) State any four advantages of this organisational structure.

ALL THE BEST