



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 SET - 2

Class: XII

Date: 20/07/2026

Admission no:

General Instructions:

Time: 1hr

Max Marks: 25

Roll no:

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

1. Uranus Limited is a company dealing in metal products. The work is mainly divided into functions including production, purchase, marketing, accounts and personnel. Identify the type of organisational structure followed by the organisation. (1)

- (a) Functional structure
- (b) Relational structure
- (c) Divisional structure
- (d) None of above

2. Assertion (A): Functional Structure promotes specialisation. (1)

Reason (R): Each department has to perform a specific function in the case of Functional Structure.

- 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.

3. Identify the correct sequence of steps to be followed in an organising process. (1)

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

4. Identify the type of training method from the image given: (1)



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

5. In the job application form for the post of Production Manager, Ketan had given details of his present employer. The company contacted the General Manager of his present company to establish Ketan's credibility. Identify the step in selection process being described in the above lines. (1)

- (a) Job offer
- (b) Contract of employment
- (c) Reference and background checking
- (d) Selection decision

6. Distinguish between 'Formal and Informal organisation' on the basis of : (3)
 (i) Meaning; (ii) Origin; (iii) Authority; and (iv) Flow of communication.

7. Mr. Fradeen, personnel Manager, of Rufaid Kids wear Ltd is busy in making some appointments for different of his company. By now, he has completed the first two steps of staffing process. The third step is underway. Name of this step is "selection". It has its own lengthy process. He is currently engaged in employment interview. He has already interviewed the applicants and is now directing them to the concerned departmental managers for another interview. The objective behind directing them to the departmental managers is that they too satisfy themselves by conversing face – to – face with the applicants. (3)

- a) Identify the first two steps of staffing process that have since been completed.
- b) Third step of "Selection" is under completion. Name the existing and next two steps.

8. Aman runs a factory wherein he manufactures leather shoes. The business is doing well and he intends to expand by diversifying into leather bags as well as leather jackets. (4)

- (a) Which type of organisation structure would you recommend for his expanded organisation and why?
- (b) Explain in detail three advantages of the type of organisation identified in (a) part.

9. Mr. Thaha is an H.R. Manager of "Fahima Furniture Pvt. Ltd." at the beginning of the new year he anticipated that the company will need new 30 additional persons to fill up different vacancies. He gave an advertisement in the newspaper inviting applications for filling up different posts. As many as applications were received. The same were scrutinized. Out of these, conditions of 15 applicants were not acceptable to the company. Letters of regret, giving reasons, were sent to them. Remaining candidates were called for preliminary interview. The candidates called for were asked to fill up blank application form. Thereafter, they were given four tests. The objective of the first test was to find out how much interest the applicant does take in his work. The objective of the second test was to find out 'specialization' of the applicant in any particular area.

Third test aimed at making sure whether applicant was capable of learning through training or not. The purpose of the fourth test was to find out how much capability a person has to mix – up with other persons, and whether he can influence other persons and get influenced by them.

Answer the following questions on the basis of the above information.

(4)

a) Quoting the lines, identify the first two steps of staffing.

b) Identify different tests given to the applicants by Mr. Thaha

10. Home Creations Ltd.' is a well known chain of large department store offering various types of products under one roof. The company owns fifty stores in various parts of the country. Each store is placed under the charge of a manager who is allowed to run their stores autonomously by deciding about the products which may be promoted, appointment of staff, ways to handle customer complaints etc. As these managers have a deeper knowledge of the local situations, it enables them to take these decisions effectively keeping in view the local circumstances and consumers' needs. This approach helps to improve customer service and at the same time serves to boost morale and increase the job satisfaction of the store managers as it empowers them to innovate and use their initiatives.

(a) Identify and explain the important concept of organising function followed by 'Home Creations Ltd.' to run their stores successfully.

(b) Also, give any three points highlighting the importance of the approach followed as identified in part (a) of the question.

(c) List any two values that 'Home Creations Ltd.' wants to communicate to its employees. (6)

ALL THE BEST