



OSDAV PUBLIC SCHOOL,KAITHAL
First Unit Test (May,2024)
Class -12
Subject: Business Studies

Set A

MM:30.

Time:1 hr

1	Name the voluntary action on the part of individuals working together in an enterprise for achieving common objective	1
2	Name the process which provides the requisite amount ,quality ,timing and sequence of efforts and ensures that planned objectives are achieved with the minimum of conflict.	1
3	Ram was working in abc limited company manufacturing air purifier. He found that the profits had started declining from last 6 months. Profit has an implication for the survival of the firm so he analyse the business environment to find out the reasons for this decline. Identify the level of management at which Ram was working. a) Top. c) Middle b) Lower. d) none	1
4	Management translate the work to be carried out in the terms of goals to be achieved and assigns the means to achieve it. This statement relates to which dimension of management. a) Management of work. c) management of operation b) Management of people. d) management is multi dimensional	1
5	. "Anyone can be called a manager, regardless of the education qualification possessed". Identify the characteristic of the profession that management does not fulfill in the statement being discussed . a) Well defined body of knowledge. c) professional association b) Restricted entry. d) service motive	1
6	For the last 2 years tulip industries is not functioning smoothly and systematically. The relations between management and employees are becoming bitter day by day. After a complete analysis it was observed that employees are not working effectively and efficiently and management is not full filling its commitment of increments and promotions. Which management principle is being ignored in the given case? a) Harmony not discord. c) aspirit de corps b) Discipline. d) equity	1
7	Principles of management emphasize on logical and rational decision making rather than on the basis of bias and prejudice. The given statement highlights that the knowledge of principles of management leads to: a) Providing managers with useful insight into reality b) Scientific decisions c) Meeting changing environmental requirements d) All of the above	1
8	The objective of this technique of scientific management is to reduce the cost of production and maximize the customer satisfaction. Name the technique a) Time study. c) Method Study b) Fatigue Study. d) Motion Study	1

	<p>company adapted to keep pace with the changing environment. As planned, the company achieved its target within three years. All the employees of the organization were happy and satisfied and the effect of management was noticeable in the organization.</p> <p>The way Pallavi was managing her business highlights some of the features of management. By quoting lines from the above paragraph, explain any two such features.</p>	
15	<p>Real Alliance Ltd. is a well-known cement company in India. It is able to earn adequate revenues to cover costs. Its capital base, number of employees and production turnover has increased manifolds over the years, The rate of profitability of the business is also creditable. The employees of the company are happy and satisfied with their remuneration, working Conditions, promotion policy etc. As a part of its moral obligation, the company has taken many initiatives for providing employment to specially abled persons and promoting literacy in the villages adopted by it.</p> <p>In context of the above case: Identify and explain the various types of objectives of management being fulfilled by Real Alliance Ltd by quoting lines from the paragraph.</p>	4
16	<p>Radhika opens a jewelry showroom in Jaipur after completing a course in jewelry designing. she has employed eleven persons in her showroom. For greater productivity, she divides the work into small tasks and each employee is trained to perform his/her specialised job. The sales persons are allowed to close a deal with a buyer by giving a maximum of 10% discount, whereas the decision to give any further discount rests with Radhika as the final authority. In the earlier days of starting of the business, five of her employees were asked to put in extra hours of work. In return she had promised to give them a special incentive within a year. Therefore, after six months when the business was doing well, she awarded a cash bonus to each of these employees to honour her commitment. However, when it comes to settling the conflicts among her employees, she tends to be more biased towards her female employees. In context of the above case:</p> <p>(a) Identify and explain the various principles of management that are being applied by Radhika by quoting lines from the paragraph.</p> <p>(b) Identify and explain the principle of management which is being violated by Radhika by quoting lines from the paragraph.</p>	4



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Class :12

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SET-B

Time:1 hr.

M.M. : 30

General Instructions:-

I. All questions are compulsory.

Q.No.	Questions	Marks
1.	A manager applies the existing theoretical knowledge in his own unique manner. This reflects that management is: A) Universally applicable. B) a science C) An art. D) all pervasive.	1
2.	The managers at which level of management are responsible for the maintenance of quality of output. A) Top. B) middle C) lower. D) all of the above	1
3.	"A manager in a conscious manner has to ensure that even where members of a department willingly cooperate, co-ordination gives direction to the willing spirit."the characteristic of coordination being highlighted above is- A) Coordination is the responsibility of all managers B) Coordination is a deliberate function C) Coordination integrates group efforts. D) Coordination is a continuous process	1
4.	Which dimension of characteristic of management specifies that the task of management is to make the strength of human resources effective and their weaknesses irrelevant towards achieving the organization's objectives. A) Management of work B)Management of people C). Management of operation D) Management of goals.	1
5	-----is the process by which the manager brings order out of chaos,removes conflict among people over work or responsibility sharing and creates an environment suitable for teamwork. A) Controlling B) organising C) directing. D) staffing	1
6.	The technique of scientific management given by Taylor which AIMS to established interchangeability of manufactured parts and project is: A) Method study B) Motion study C)Standardization D) Simplification	1
7	The principal of management given by Fayol Which aims of preventing overlapping of activities is: A) Division of work. B) unity of command C) unity of direction. D) order	1
8.	The CEO of Radhe cycle private limited Mr Kumar wants to get maximum output from the employees at a competitive cost. On the other hand, Ramakant an employee of the company, wants to get the maximum salary while working least. Which principle of management given by Fayol being violated by Ramakant. A)Remuneration. B) equity C) Discipline. D) subordination of individual interest to general interest	1

performance. He observed that the methods of production as well selection of employees in the company were not scientific.

He believe that there was only one best method to maximize efficiency. He also felt that once the method is developed,the workers of the company should be trained to learn that best method

He asked production manager to develop the best method and carry out the necessary training. The production manager developed his method using several parameters right from deciding the sequence of operations, place for men machine and raw material till the delivery of product to the customers. This method was implemented throughout the organisation. It helped in increasing the output ,improving the quality and reducing the cost and wastage.

Identify and explain the two principles and name one technique of scientific management followed by the production manager in the above case.



May Test (Set A)
Class -12(marking scheme)
Subject: Business Studies

MM:30.

Time:1 hr

1	Cooperation	1
2	Coordination	1
3	Top	1
4	A)	1
5	B)	1
6	B)	1
7	B)	1
8	C)	1
9	B)	1
10	A)	1
11	A) General Guidelines and flexible B) Because principle of management are behavioral by nature and they are simply general guidelines. They are applicable on human beings and nature of human being varies from person to person and time to time. That is why it is said that management principle do not provide readymade straight jacket solutions to all the managerial problems.	3
12	Differential piece wage system with explanation	3
13	Yes, Sanjay can be deployed at the post of assistant manager in sales and marketing division even though he has not acquired any professional degree management because of the reason that in management there is no restricted entry and it is not compulsory to join any kind of professional association.	3
14	Management is Goal Oriented Management is Dynamic Management is a group activity Management is intangible Any two with explanation by quoting relevant lines	3
15	Organisational objective (survival,profit and growth) Personal objective Social objectives Explanation with relevant lines	4
16	A) Division of work Centralisation and decentralisation Discipline With explanation by quoting relevant lines from paragraph	4

	B) Principle of Equity.	
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SET-B(mark scheme)

Time:1 hr.

M.M. : 30

General Instructions:-

I. All questions are compulsory.

Q.No.	Questions	Marks
1.	C	1
2.	C	1
3.	B	1
4.	B	1
5	B	1
6.	C	1
7	C	1
8.	D	1
9.	C	1
10.	False	1
11	Scalar chain with explanation Gang plank is its exception.	3
12	Pyramid form of level of management depicts that top level has more authority and responsibility than middle level and low level and middle level come above the lower level in managerial hierarchy. Murugan it also tell about the number of employees working at the top level are lesser than the number of employee working at the lower level.	3
13	Scientific decisions and contingent	3
14	a) Coordination with explanation b) Coordination ensures unity of action	3
15	Initiative and esprit de corps with explanation	2+2
16	1) Science not rule of thumb 2) Development of each and every person to his or her greatest efficiency and prosperity. 3) Method Study	4