STOR MANAGING OF STREET OF

OSDAV PUBLIC SCHOOL,KAITHAL First Unit Test (May,2024) Class -12

Set A

Subject: Business Studies 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. 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. b) Management of people. c) management of operation 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. b) Restricted entry. c) professional association 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. b) Method Study d) Motion Study	1

9	Mr shyamlal is the production foremen of smart kids private limited. He gets instructions from production manager to increase the production due to over purchase of cloth. On the other hand sales manager orders shyamlal to slow down the production due to unpredictable trend of market demand. Which principle of management is being overlooked in the given case. a) Unity of direction. b) Unity of command. c) authority and responsibility d) order	1
10	Gangadhar is a worker in Liberty industries a shoe making company. He is regularly provided instructions by one of his superior. Another superior lays down the sequence of operations. His speed ,efficiency and quality of work are also supervised by different superiors. All are specialised in their respective fields. Identify the scientific technique of management followed by liberty industries. a) Functional for menship. b) c) science not rule of thumb b) Division of work. d) standardization and simplification	1
11	After finishing her BBA degree course, Tanya gets a job of Assistant Manager in a retail company through the reference of her cousin Taruna who works in the same company as a Senior Manager. Taruna decides to guide Tanya through her experience by making her aware of the important facts about management in practice. She tells her that neither the principles of management provide any readymade, straitjacket solutions to all managerial problems nor they are not rigid prescriptions, which have to be followed absolutely. In context of the above case: (a) Identify the two features of principles of management mentioned in the above paragraph by quoting lines from the paragraph. (b) Why do the principles of management not provide readymade, straitjacket solutions to all managerial problems?	3
12	Anshul owns a small scale factory where utility items are prepared from waste material like paper mache items, paper and cloth bags, decorative material etc. Over the past few weeks, he was observing that the productivity of one of his very efficient worker, Ramdas, is going down. So he decides to probe into the matter and confronts Ramdas one day. On being asked, Ramdas shares with Anshul that he has deliberately slowed down in his work as many of the less efficient workers often pull his leg saying that there is no need for him to be more efficient when everybody is being paid at the same rate. Taking a lesson from this insight, a Anshul decides to implement an incentive bonus plan so as differentiate between efficient and inefficient workers. In context of the above case: Name and explain the incentive bonus plan that Anshul may implement so as differentiate between efficient and inefficient workers.	3
13	Ajay and Sanjay are childhood friends. Sanjay had lost his right hand in an accident in childhood. They meet after a long time in a restaurant. On being asked, Sanjay tells Ajay that he feels very discontented in managing his family business after the death of his father as it doesn't match with his areas of interest. Ajay knows that Sanjay possess extraordinary skills in management although he hasn't acquired any professional degree in management. Therefore, he asks Sanjay to wind up his business in India and join him in his hotel business in Dubai as an Assistant Manager in Sales and Marketing Division. In context of the above case: Can Sanjay be deployed at the post of Assistant Manager in Sales and Marketing Division though he hasn't acquired any professional degree in management? Explain by giving suitable justifications in support of your answer.	3
14	Pallavi started a wedding planner company Dreams Unlimited' in 2016 and her target was to be amongst the top 10 companies in this field within the next three years. For this she employed people having different skills. She worked hard and united the efforts of different people to achieve this goal. The requirements of the customers in this industry changed very fast and the	3

	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. 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.	
15	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. 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.	4
16	Radhika opens a jewellry showroom in Jaipur after completing a course in jewellry 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 eales persons are allowed to close a deal with a buyer by giving a maximum of 10% discount, obereas the decision to give any further discount rests with Radhika as the final authority. In #he earlier days of starting of the business, five of her employees were asked to put in extra bours 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 pach 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: (a) Identify and explain the various principles of management that are being applied by Radhika by quoting lines from the paragraph. (b) Identify and explain the principle of management which is being violated by Radhik by quoting lines from the paragraph.	4



OSDAV Public School, Kaithal First Unit Test (May,2024)

Class:12

Subject : Business studies 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	1
	reflects that management is:	
	A) Universally applicable. B) a science	
	C) An art. D) all pervasive.	
2.	The managers at which level of management are responsible for the maintenance of	1
	quality of output.	
	A) Top. B) middle	
	C) lower. D) all of the above	
3.	"A manager in a conscious manner has to ensure that even where members of a	1
	department willingly cooporate, 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	
4.	Which dimension of characteristic of management specifice that the task of management	1
	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.	
5	—is the process by which the manager brings order out of chaos,removes conflict	1
	among people over work or responsibility sharing and creates an environment suitable	
	for teamwork.	
	A) Controlling B) organising	
	C) directing. D) staffing	
6.	The technique of scientific management given by Taylor which AIMS to established	1
	interchangeability of manufactured parts and project is:	
	A) Method study B) Motion study	
	C)Standardization D) Simplification	
7	The principal of management given by Fayol Which aims of preventing overlapping of	1
	activities is:	
	A) Division of work. B) unity of command	
	C) unity of direction. D) order	
8.	The CEO of Radhe cycle private limited Mr Kumar wants to get maximum output from	1
	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	

9.	Read the below statement of assertion and reason and choose one of the correct	1
	alternative given below:	
	A) Both assertion A and reason R are true and reason R is the correct explanation	
	of assertion	
	B) Both assertion A and reason R are true and reason R is not the correct	
	explanation of assertion A	
	A) Assertion A is true but reason R is false	
	B) Assertion A is false but reason R is true	
	Assertion (A): Fayol suggested that employee in an organisation must be given an	
	opportunity to take some initiative in making and executing a plan.	
	Reason (B): It does not help to develop feeling of belongingness among the employees.	
10.	The objective of time studies is to determine the standard time required to complete job	1
	only	
	A) True. B) False	
11	Nowadays in schools students and parents can file their complaints or requests to the	3
	respective class teachers and if needed, class teacher may discuss the issue with head of	
	the department followed by vice Principal and if the issues are extremely serious it may	
	be taken to the notice of the principal.	
	Which principle of management is indicated here? Explain it with its exception.	
12	There are three levels of Management and these levels of management are always	3
	depicted in pyramid form. What does the pyramid form of levels of Management	
	indicate. Also explain any two functions of lower level.	
13	In a meeting while talking with the subordinates, regarding features and significance of	3
	principles of management, the senior manager of ABC limited explained that principles	
	of management emphasize on logic rather than bias and prejudice and the application of	
	principal of management is dependent upon the prevailing situation at a particular point	
	of time.	
	In his talk the senior manager discussed about one feature and one significance of	
4.4	principles of management: identify those feature & significance and explain them.	
14	Noorani owns a garment factory in Gurgaon. She has observed that frequent conflicts	3
	emerge between production and marketing department which adversely affects the sales	
	of the company.	
	When she shared this problem with her father, he told her that these conflicts arise due	
	to the fact that each department is performing activities in isolation from others and	
	barriers between departments are becoming more rigid.	
	In the context of the above case: A) Identify and explain the agreet of Management which is looking because of	
	A) Identify and explain the aspect of Management which is lacking because of which each department is performing activities in isolation from others.	
	A) Also identify and explain the feature of the concept as identified in part (a) of	
	the question which is being discussed in above para.	
15	Consolidated construction limited had never given any importance to employees	2+2
10	suggestions. All employees of the company considered themselves superior to others.	
	They neither help anybody nor got help from anyone. Last year Mr Gurpreet was	
	appointed as chief manager of the company. He was an MBA from IIM Ahmedabad and	
	also had 7 years experience of the same post. Immediately after taking charge he decided	
	to deal with both the problems of the company and applied the required principles to	
	solve them. Mr Gurpreet prove to be a good leader and his application of principles	
	worked.	
	Identify and explain the principles which in your opinion Mr Gurpreet has	
	introduced to solve the problems and brought success in the organisation.	
16	Karan nath took North motor company from his ailing father 3 months ago. In the past	4
	the company was not performing well. Karan was determined to improve the companies	

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	Тор	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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Class:12

Subject : Business studies SET-B(mark scheme)

Time:1 hr. M.M.: 30

General Instructions:-

I. All questions are compulsory.

Q.No.	Questions	Marks
1.	С	1
2.	С	1
3.	В	1
4.	В	1
5	В	1
6.	С	1
7	С	1
8.	D	1
9.	С	1
10.	False	1
11	Scalar chain with explanation	3
	Gang plank is its exception.	
12	Pyramid form of level of management depics that top level has more authority and responsibility then 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 explanationb) Coordination ensures unity of action	3
15	Initiative and espirit de corps with explanation	2+2
16	 Science not rule of thumb Development of each and every person to his or her greatest efficiency and prosperity. Method Study 	4