



**OSDAV PUBLIC SCHOOL, KAITHAL**  
**MAY UNIT TEST-2025-26**  
**CLASS-12**  
**SUBJECT - BUSINESS STUDIES (Set-B)**

**Max Marks-40**

**Time -1.5 hrs.**

**General instructions:**

All the questions are compulsory

1	Identify the feature of Management as a science when the principles are based on cause and effect relationship. a) Based on practice and creativity b) Universal validity c) Systematic body of knowledge d) Based on existence of theoretical knowledge	1
2	Which technique of scientific management violates Fayol's principle of Equity.	1
3	Cutting down the cost but not achieving the target production is an example of----- a) Effective but not efficient b) Effective and efficient both c) Efficient but not effective d) Neither efficient nor effective	1
4	Statement I: The principles of management are the rigid prescriptions which have to be followed absolutely. Statement II: The individual principles are like different tools serving same purpose, the manager has to decide which tool to use Under what circumstances Choose the correct option from the options given below: a) Both the statements are true. b) Both the statements are false. c) Statement I is true but statement II is false. d) Statement I is false but statement II is true.	1
5	Assertion A: The principle of discipline emphasizes kindness and justice in the behaviour of managers towards workers Reason R: The principle of discipline suggests that both workers and management should honor their commitment towards each other. Alternatives: (a) Both Assertion and Reason are true and Reason is the correct explanation of Assertion (A) (b) Both Assertion and Reason are true and Reason 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 is true..	1
6	Name the principle of management given by Henry Fayol which aims at preventing overlapping of activities.	1
7	"Management always works by keeping in mind the end result or aim of the organisation. All activities of managers are directed towards the end result". From the above statement identify the feature of Management. a) Management is multidimensional b) Management is continuous c) Management is intangible d) Management is a goal oriented process	1
8	The sum total of all individuals, institutions and other forces that are outside the control of a business enterprise but that may affect its performance is known as -----?	1
9	The nature of the relationship of our country with foreign countries is a major element of which component of the business environment? a) Social environment b) Legal environment	1

	c)Political environment                      d)Economic environment	
10	Dependence on technological gadgets is comparatively higher in America than in India. Which feature of the business environment is highlighted by the statement? a) Interrelated.              b) external forces              c) Relativity.                      d) complexity.	1
11	Captcha Ltd. is a construction company in which all the employees learn various ways of dealing with diverse situations from their seniors. Company provides financial as well as non-financial incentives. This helps the employees to grow and develop their abilities. The organisation behaves as a responsible constituent of society and always creates good quality products. It has a positive image in the market. The training modules are excellent and the employees always try to find unique ways of providing solutions in the context of a rapidly changing business environment. This has helped the organisation to adjust smoothly. Identify and state three points of importance of management being highlighted here.	3
12	Three friends Aman ,Ashish and Ashi after completing their MBA from a reputed management institute formed the start up named “solutions”. The goal of the start up was to make a social and environmental impact through its services. Solutions supports social business ideas to work ,they adopted three different slums of Mumbai and started educating the slum dwellers in their own creative manner. Aman used the play way method, Ashish used music as a method of learning while Ashi used activity based method of learning. They used basic knowledge in their unique manner and were able to educate the slum dwellers. It implies that skillful and personal application of acquired knowledge where is from individual to individual in achieving desired results a) Identify and state the nature of management discussed in the above case b) Quoting lines from the above para state any two features of nature of management identified in (a) above.	3
13	Zulu came from a remote village in Bihar to Delhi in search of employment. With the help of a friend he was given work at a construction site. He was surprised to know that instead of working under one superior he was made accountable to many more specialists. Every morning when he reached the construction site, Neel told him about the work he had to carry out during the day. ketan made him aware about the wages he will be earning for that work. Jay ensured that all the required tools and equipment were made available to him. Whenever any coworker fought with him Lalu settled the conflicts. a) Identify the technique of scientific management being described above b) Also make a mention of the different roles being played by Neel ,Ketan ,Jay and Lalu as specialists.	1+ 2
14	State the importance of business environment from the following: (a) Maruti Udyog became the leader in the small car market because it was the first to recognise the need for small cars in an environment of rising petroleum prices and a large middle class population in India. (b) An Indian firm finds that a foreign multinational is entering the Indian market with new substitutes. On the basis of this information, the Indian firm can prepare itself to meet the threat by adopting such measures as improving the quality of the product, reducing cost of the production, engaging in aggressive advertising, and so on. ( C ) To engage in any type of activity, a business enterprise assembles various inputs like finance, machines, raw materials, power and water, labour, etc., from its environment including financiers, government and suppliers. In return, the business enterprise supplies the environment with its outputs such as goods and services for customers, payment of taxes to the government, return on investment to investors and so on. (d) Today's business environment is getting increasingly dynamic where changes are taking place at	3

	<p>a fast pace. In technology and intense global competition are just a few of the images used to describe today's business environment. All sizes and all types of enterprises are facing an increasingly dynamic environment. Therefore, managers must understand and examine the environment and develop suitable courses of action.</p> <p>(e) Entry of new players in the market, which means more competition may make an enterprise think afresh about how to deal with the situation.</p> <p>(f) Many studies reveal that the future of an enterprise is closely bound up with what is happening in the environment. It really makes a difference in the performance of an employee</p>	
15	<p>Recently many companies have planned for significant investment in organised retailing in India. Several factors have prompted their decision in this regard—customers' income is rising, People have developed a taste for better quality products even though they may have to pay more. The government permitted cent percent foreign direct investment in some sectors of retailing. Identify the change in business environment under different dimensions quoting the lines from the above paragraph.</p>	4
16	<p>The purchase, production and sales manager at Sharda limited, a firm manufacturing readymade garments, are generally at a conflict, as they have their own objectives. Usually each thinks that only they are qualified to evaluate, judge and decide on any matter according to their professional criteria.</p> <p>A) Name the concept which will be required by the see you Mr Raman to reconcile the differences in approach, interest or opinion in the organisation.</p> <p>B) Also explain why this concept is important for any organisation.</p>	4
17	<p>Ankur Sachdeva did his MBA from ITB University. He decided to apply his knowledge of scientific management in the fast food restaurant chain 'Coffee Bean' set up by him. This restaurant was providing burgers, fries, shakes etc, as a part of its menu. Nowadays people are quality conscious, so he was using standardised raw materials, processes, methods, working conditions, machinery etc. The objective was to establish standards of excellence. By doing this he was not only able to reduce the cost but was also able to provide new varieties of burgers, fries and shakes leading to increased turnover. Ankur Sachdeva also believed that there was only one best method to maximise efficiency. As a result, he developed the best way of grilling burgers, cooking fries and preparing shakes. His main objective was to maximise the satisfaction of customers, which he was able to achieve. Not only to learn the best way of doing a job, but to perform their tasks efficiently, 'Coffee Bean' regularly invests in training and development programmes to equip employees with the necessary skill and knowledge. Coffee Bean believed that efficient employees will produce more and earn more. This will ensure greatest efficiency and prosperity for both company and workers. The above case highlights the use of Scientific principles and techniques by 'Coffee Bean'. Explain any one such principle and two techniques.</p>	4
18	<p>Rajat Joined as a CEO of Bharat limited which is manufacturing computer hardware. On the first day he addressed the employees. He said that he believed that a good company should have an employees suggestion system and he wishes to minimise employees turnover to maintain organisational efficiency. He informed all employees that he would ensure that all agreements were clear and there was judicious application of penalties. However he said that he believed that lazy people should be dealt with sternly to send the message that everyone was equal in the eyes of Management. Also that he would want to promote team spirit of unity and harmony among employees, which would give rise to spirit of mutual trust and belongingness among team members and eventually minimise need for using penalties. He told all employees that the interest of the organisation should take priority over the interest of anyone in usual employee</p> <p>Identify and briefly explain any four principles of management given by Fayol which Rajat highlighted in his address to the employees by quoting the relevant lines.</p>	6





OSDAV PUBLIC SCHOOL, KAITHAL  
MAY UNIT TEST-2025-26  
CLASS-12(Marking scheme)  
SUBJECT - BUSINESS STUDIES (Set-B)

Max Marks-40.

Time -1.5 hrs.

1	C	1
2	Differential piece wage system	1
3	C	1
4	B	1
5	D	1
6	Unity of direction	1
7	d	1
8	Business Environment	1
9	C	1
10	C	1
11	1.Management helps in achieving personal goals 2.Management helps in the development of the society 3.Management creates a dynamic organization	3
12	a) Management as Art b) Existence of theoretical knowledge Personalised application Based on creativity and practice	3
13	a) Functional Foremanship b) Neel-Instructions Card Clerk Ketan-Time and Cost clerk Jay - Gang Boss Lalu- Disciplinarian	3
14	Importance of business environment: (i) It enables the firm to identify opportunities and getting the first mover advantage. ..it was the first to recognise the need for small cars... ii) It helps the firm to identify threats and early warning signals. "...finds that a foreign multinational is entering the Indian market with new substitutes. iii) It helps in tapping useful resources. "...a business enterprise assembles various inputs like finance, machines, raw material, .. from its environment iv) It helps in coping with rapid changes. "...changes are taking place at a fast pace. .managers must understand and examine the	3

	<p>environment and develop suitable courses of action.</p> <p>v) It helps in assisting in planning and policy formulation.  “.... think afresh about how to deal with the situation .</p> <p>vi) It helps in improving performance.  "... future of an enterprise is closely bound up with what is happening in environment .It really makes a difference to the performance of an enterprise.</p>	
15	<p>Dimensions of business environment</p> <p>(i) Economic environment-Customers' income is rising.  Companies planned for significant investment</p> <p>(ii) Social environment-People have developed a taste for better quality products even though they have to pay more.</p> <p>(iii) Political environment- The government permitted cent per cent foreign direct investment in some sectors of retailing.</p> <p>iv) Technological environment - investment in organised retailing.</p>	4
16	<p>A) Coordination</p> <p>B) Growth in size</p> <p>Functional differentiations</p> <p>Specialisation</p> <p>With explanation.</p>	4
17	<p>Principles of scientific management:</p> <p>Development of each and every person to his or her greatest efficiency and prosperity</p> <p>Science not rule of thumb</p> <p>Techniques of scientific management</p> <p>Method study</p> <p>Standardization and simplification of work</p>	4
18	<p>Following are the principles of management highlights by Rajat in his address to employees are:</p> <p>Initiative</p> <p>Stability of personal</p> <p>Discipline</p> <p>Equity</p> <p>Espirit de corps</p> <p>Subordination of individual interest to general interest</p> <p>Any four with explanation</p>	6



OSDAV PUBLIC SCHOOL, KAITHAL  
MAY UNIT TEST-2025-26  
CLASS-12  
SUBJECT - BUSINESS STUDIES (Set-A)

Max Marks-40.

Time -1.5 hrs.

General instructions:

All the questions are compulsory

1	<p>“Coordination unifies unrelated interests into purposeful work activity”. Identify the nature of coordination</p> <p>a) Coordination is an all pervasive function b) Coordination is a continuous process c) Coordination ensures unity of action d) Coordination integrates group efforts</p>	1
2	<p>“Management always works by keeping in mind the end result or aim of the organisation. All activities of managers are directed towards the end result”. From the above statement, identify the features of Management.</p> <p>a) Management is multidimensional b) Management is continuous c) Management is intangible d) Management is a goal oriented process</p>	1
3	<p>Cutting down the cost but not achieving the target production is an example of-----</p> <p>a) Effective but not efficient b) Effective and efficient both c) Efficient but not effective d) Neither efficient nor effective</p>	1
4	<p>Statement I: Values are general rules for behaviour of individuals in society formed on the basis of common practice and principles after research in work situations. Statement II: While practising principles of management values cannot be neglected as businesses have to fulfill social and ethical responsibilities towards society. Choose the correct option from the options given below:</p> <p>a) Both the statements are true. b) Both the statements are false. c) Statement I is true but statement II is false. d) Statement I is false but statement II is true.</p>	1
5	<p>Assertion A: Derivation of principles of management may be said to be a matter of science and their creative application may be regarded as an art. Reason R: The principles of management have been developed on the basis of observation and experiment as well as personal experience of the managers. Alternatives:</p> <p>(a) Both Assertion and Reason are true and Reason is the correct explanation of Assertion (A) (b) Both Assertion and Reason are true and Reason 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 is true.</p>	1
6	<p>According to Henry Fayol , if this principle of general management is violated then authority is</p>	1





14	<p>Recently many companies have planned for significant investment in organised retailing in India. Several factors have prompted their decision in this regard-customers income is rising People have developed a taste for better quality products even though they may have to pay more. The government permitted cent percent foreign direct investment in some sectors of retailing. Identify and explain the change in business environment under different dimensions quoting the lines from the above paragraph.</p>	3
15	<p>The purchase, production and sales manager at Sharda limited, a firm manufacturing readymade garments, are generally at a conflict ,as they have their own objectives. Usually each thinks that only they are qualified to evaluate, judge and decide on any matter according to their professional criteria.</p> <p>a) Name the concept which will be required by the see you Mr Raman to reconcile the differences in approach, interest or opinion in the organisation.</p> <p>b) Also explain why this concept is important for any organisation.</p>	4
16	<p>Skincare firm Kaya Ltd. had acquired a 75% stake in two dermatology centres based in Dubai and Sharjah to expand its presence in the United Arab Emirates thereby increasing its profitability and overseas turnover. This acquisition has strengthened the company's network of clinics in the UAE region and added a new set of customers to its existing base in the region by becoming the first Indian company in this space to do the same.</p> <p>On the basis of the given information about Skincare firm Kaya Ltd. ,answer the following question: Identify and explain the main benefits of understanding the business environment discussed in the above case by quoting the relevant lines.</p>	4
17	<p>Abhishek studied management principles and techniques of Henry Fayol and F.W. Taylor when he was in class 12th. Now he is trying to apply his knowledge while doing his business. By using different techniques and scientifically analysing work he found one best way of doing the job. By removing unproductive movements of the workers he reduces the time to complete the job. Not only this to increase productivity and to regain stamina he started giving more rest intervals to his employees</p> <p>He followed no discrimination policy on account of sex, religion, caste etc in his organisation. He ensured that the compensation should be fair to both employees and the organisation</p> <p>Identify and explain any two techniques of scientific management and any two principles of general management adopted by Abhishek..</p>	4
18	<p>Rajat Joined as a CEO of Bharat limited which is manufacturing computer hardware. On the first day he addressed the employees. He said that he believed that a good company should have an employees suggestion system and he wishes to minimise employees turnover to maintain organisational efficiency. He informed all employees that he would ensure that all agreements were clear and there was judicious application of penalties. However he said that he believed that lazy people should be dealt with sternally to send the message that everyone was equal in the eyes of Management. Also that he would want to promote team spirit of unity and harmony among employees, which would give rise to spirit of mutual trust and belongingness among team members and eventually minimise need for using penalties. He told all employees that the interest of the organisation should take priority over the interest of anyone in usual employee</p> <p>Identify and briefly explain any four principles of management given by Fayol which Rajat highlighted in his address to the employees by quoting the relevant lines.</p>	6



OSDAV PUBLIC SCHOOL, KAITHAL  
MAY UNIT TEST-2025-26  
CLASS-12(Marking scheme)  
SUBJECT - BUSINESS STUDIES (Set-A)

Max Marks-40.

Time -1.5 hrs.

1	D	1
2	D	1
3	C	1
4	A	1
5	B	1
6	Unity of command	1
7	Differential piece wage system	1
8	C	1
9	C	1
10	Business Environment	1
11	A) Personal objective is not fulfilled B) Organisational objective is fulfilled C) Social objective	3
12	Management as Art Existence of theoretical knowledge Personalised application Based on creativity and practice	3
13	Functional Foremanship Neel-Instructions Card Clerk Ketan-Time and Cost clerk Jay - Gang Boss Lalu- Disciplinarian	3
14	Dimensions of business environment (i) Economic environment-Customers' income is rising. (ii) Social environment-People have developed a taste for better quality products even though they have to pay more. (iii) Political environment- The government permitted cent per cent foreign direct investment in some sectors of retailing.	3
15	Coordination Growth in size Functional differentiations	4

	Specialisation With explanation.	
16	<p>1) Enables the firm to identify opportunities and getting the first mover advantage This acquisition will strengthen the-----</p> <p>2) Helps in improving the performance Skin care from Kaya Limited head acquired a 75% stake----- with explanation</p>	4
17	<p>Techniques followed:</p> <p>Motion Study</p> <p>Fatigue Study</p> <p>Principles of general management</p> <p>Principle of Equity</p> <p>Principle of remuneration</p>	4
18	<p>Following are the principles of management highlights by Rajat in his address to employees are:</p> <p>Initiative</p> <p>Stability of personal</p> <p>Discipline</p> <p>Equity</p> <p>Esprit de corps</p> <p>Subordination of individual interest to general interest</p> <p>Any four with explanation</p>	6