



Maheshwari Public School, Ajmer
Pre mid Test; Session: 2018-2019
Class: XII; Subject: Business Studies

Time allowed: 45 Minutes

Maximum Marks: 20

General Instructions:

- i) All 8 questions in this paper are compulsory to attempt.
 - ii) Marks are indicated against each question.
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1. List any two organisational objectives of management. (1)
2. Why is management a pervasive function? (1)
3. Define 'Globalisation' as a process of economic reform. (1)
4. What is included in political environment? State. (1)
5. Explain principle of 'functional foremanship' with the help of suitable example. (3)
6. Why have the principles of management gained importance these days? Give three reasons. (3)
7. In each of the following cases which principle of management as given by Fayol is being violated?
 - a) When a manager awards contract for supply of raw material to a particular party, which happens to be owned by his relative ignoring other parties, who can supply the same at a cheaper rate.
 - b) When a subordinate habitually contacts higher authorities in the company by passing his/her immediate superior.
 - c) When the manager grants one month medical leave to a supervisor with pay and only one week medical leave to accountant.
 - d) When a sales manager is not given the right to discount to the buyer necessary to conclude a large sales contract, which will be profitable for the company. (4)
8. Naman and Govind after finishing their graduation under vocational stream decided to start their own travel agency which will book Rail Tickets and Air Tickets on commission basis. They also thought of providing tickets within ten minutes through the use of internet. They discussed the idea with their Professor Mr. Mehta who liked the idea and suggested them to first analyse the business environment which consists of investors, competitors and other forces like social, political etc. that may affect their business directly or indirectly. He further told them about the technological improvements and shifts in consumer preferences that were taking place and hence they should be aware of the environmental trends and changes which may hinder their business performance. He emphasised on making plans keeping in mind the threat posed by the competitors, so that they can deal with the situation effectively. This alignment of business environment will result in better performance.
 - a) Identify and state the component of business environment highlighted in the above Para.
 - b) State any two features of business environment as discussed by Professor Mehta with Naman and Govind.
 - c) Also state two points of importance of business environment as stated by Professor Mehta in the above situation. (6)

