**DAV PUBLIC SCHOOL, CHANDRASEKHARPUR, BBSR**

**POST SUMMER VACATION TEST -2022-23**

**CLASS – XII COMMERCE**

**SUBJECT – BUSINESS STUDIES (054)**

**Time : 2hours. MaximumMarks:40**

**General Instructions:**

* **This is a Subjective Question Paper containing 12 questions.**
* **This paper contains 4 questions of 2 marks each, 4 questions of 3 marks each and 4 questions of 5 marks each.**
* **2 marks questions are Short Answer Type Questions and are to be answered in 30-50 words.**
* **3 marks questions are Short Answer Type Questions and are to be answered in 50-80 words.**
* **5 marks questions are Long Answer Type Questions and are to be answered in 80-120 words.**
* **This question paper contains Case/Source Based Questions.**

1. **‘Management is multi-dimensional’. Explain? (2)**
2. **What do you mean by level of management? (2)**
3. **The principles of management aren’t rigid and can be modified when the situation demands. Identify and Explain the nature of principles is being discussed here? (2)**
4. Explain “Division of Work” with the help of an example. (2)
5. (a)How does coordination ensure unity of action in Management? (3)

(b) At which level of management coordination takes place in an organisation?

(c) How does coordination integrate group efforts?

1. Nishtha is a manager of a company selling laptops. She plans the target sale of 2,000 laptops per month. She allocates necessary resources to carry out the plan. She has six salesmen working under her. She works with them, guiding and motivating them to achieve the target sales. At the end of the month, after comparison of actual sales with the target sales she found that actual sales exceeded the target sales.

Identify and explain by quoting the lines from the above paragraph, the functions of management Nishtha is performing. (3)

1. Short Notes : (3)
2. Contingent
3. Authority and Responsibility

OR

A manager should have the right to punish a subordinate for wilfully not obeying a legitimate order but only after sufficient opportunity has been given to his/ her case.Identify and explain the principles of management highlighted above.

1. Ashutosh Goenka was working in 'Axe Ltd.' a company manufacturing air purifiers. He found that the profits had started declining from the last six months. Profit has an implication for the survival of the firm, so he analysed the business environment to find out the reasons for this decline.  
   (a) Identify the level of management at which Ashutosh Goenka was working  
   (b) State three other functions being performed by Ashutosh Goenka. (3)
2. A company's target production is 5000 units in a year. To achieve this target the manager has to operate on double shifts due to power failure most of the time. The manager is able to produce 5000 units but at a higher production cost.

(a) Is the manager effective and efficient ? Give reasons .

(b) Why is it important for a manager to be both effective and efficient? Explain. (5)

1. Define management. Do you think management has the characteristics of a full-fledged profession? Give reasons in support of your answer. (5)

OR

Discuss the significance of coordination to an industrial enterprise.

1. **Explain briefly any five characteristics of Principles of Management (5)**
2. **Define Principles of Management . Explain any three points highlighting the significance of principles of management. (5)**