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| **PB-T2/BSQP/1221/B 25-APR-2022** | | | | | |
| **PRE BOARD EXAMINATION 3 – TERM II (2021 22)** | | | | | |
| **Subject: Business Studies**  **Grade: XII** | | Max. Marks: 40Time:2 hours | | | |
| **Name:** | | | **Section:** | **Roll No:** | |
| ***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 | Most organizations have different ways to prepare pay plans for their employees depending on the net worth of the job. Basically, the price of the job needs to be determined. The above statement is one of the steps of one of the functions of management.  Identify the step and explain. | | | | 2 |
| 2 | Name the function and mention any two other functions that fall under that function in which SEBI is responsible for the registration of mutual funds and collective schemes? | | | | 2 |
| 3 | Mr.Tarun, personnel manager of Target Ltd. is busy making appointments for different departments of his company. By now, he has completed the first two steps of the staffing process. The third step is underway. The name of this step is selection. It has its own lengthy process. He is currently engaged in an employment interview. He has already interviewed the applicants is now directing them to the concerned departmental managers for another interview.  Identify and explain the second step of the staffing process that has been completed. | | | | 2 |
| 4 | Samsung Ltd. is manufacturing mobile phones both for the domestic Indian market as well as for export.  It has enjoyed a substantial market share and also had a loyal customer following.  But lately, it has been experiencing problems because its targets have not been met regarding sales and customer satisfaction. Also, the mobile market in India has grown tremendously and new players have come with better technology and pricing.  This is causing problems for the company.  It is planning to revamp its controlling system and take other steps necessary to rectify the problems It is facing.  It also decides to offer its basic models of mobile phones at a 50% discount to the customer in need. State the two benefits the company derives from a good control system. | | | | 2 |
| 5 | Virgin group offers competitive salaries. This gives employees the means to acquire the basic needs for living. It is also committed to provide a safe and healthy work environment to prevent accidents. It provides clear rule and regulations to employees. For example, how to access the control of the machines is stated clearly to all. There is a RACE Club which provides a variety of interest programs, instructor lead courses and outdoor recreational activities for staff members and their family.  Identify and state the human needs of employees satisfied by Disneyland as per Maslow’s Need Hierarchy Theory of Motivation. | | | | 3 |
| 6 | Simi is working as a Physics teacher in a reputed school in Jalandar. She is very happy to see that the school magazine edition of the current year contains a special mention about the efforts she had made to make her team of students win an international level model making competition.  In context of the above case:   1. Identify the element of one of the functions of management being discussed above. 2. Identify the type of incentive and its category mentioned above. 3. Describe briefly any two other incentives of the same category. | | | | 3 |
|  | **OR** | | | |  |
|  | Lars is the Managing Director of Unilever Global. The company had established a good name for itself and had been doing well. It was known for the timely completion of orders. The Production Manager, Ms. Katrina was efficiently handling the processing of orders and had a team of fourteen motivated employees working under her. Everything was going on well. Unfortunately, she met with an accident. Lars knew that in the absence of Ms. Katrina, the company may not be able to meet the deadlines. He also knew that not meeting the deadlines may lead to customer dissatisfaction with the risk of loss of business and goodwill. So, he had a meeting with his employees in which accurate and speedy processing of orders was planned. Everybody agreed to work as a team because the behavior of Lars was positive towards the employees of the organization. Hence everyone put in extra time and effort and the targets were met on time. Not only this, Lars visited Ms. Katrina and advised her to take sufficient rest.  Identify and explain the leadership style of Lars and draw a diagram depicting the style | | | |  |
| 7 | Chalhoub ltd is a company manufacturing electronic goods. It has a share capital of 150 lakhs having one share of Rs.10 each. The earning per share in the previous year was Rs.0.2. For diversification the company requires additional capital of Rs 90 lakhs. The company raised funds issuing 10% debentures for the same. During the current year the company earned a profit of Rs 18 lakhs on the capital employed. Tax @ 40%.a) State whether the shareholders gained or lost in respect of earning per share on diversification. Show your calculation clearly | | | | 3 |
| 8 | A manufacturing company has a target of 200 units a day per worker. Till two months back it was achieving the target. But it is now noticed that production is in the range of 150-160 units a day per worker.  a) Name the function of management which helped to know this fact and name the step which identified this deviation.  b) What are the next steps in the process of controlling to ensure performance as per goals? | | | | 3 |
| 9 | Who can file a complaint under the Consumer Protection Act, 1986? State any Five points. | | | | 5 |
|  | **OR** | | | |  |
|  | Annie buys a packet of biscuits from Morning Stores Ltd. without asking for a bill. Besides the name of the shop Morning Stores Ltd., the pack does not bear any other details. After reaching home she finds the biscuits to be stale. From the given information about “Morning Stores Ltd.”, answer the following questions:   1. Identify which right of the consumer as provided by Consumer Protection Act. has been violated? 2. Identify any 4 duties not fulfilled by Annie as a consumer | | | |  |
| 10 | These days, the development of a country is also judged by its system of transferring finance from the sector where it is in surplus, to the sector where it is needed most. To give strength to the economy, SEBI is undertaking measures to develop the capital market. In addition to this, there is another market in which unsecured and short-term debt instruments are actively traded every day. These markets together help the savers and investors in directing the available funds into their most productive investment opportunity.  (a) Name the function being performed by the market in the above case.  (b) Also, explain briefly three other functions performed by this market. | | | | 5 |
| 11 | Mr. Tehlani is an H.R.Manager of “ Fahima Furniture Pvt. Ltd.” at the beginning of the new year he anticipated that the company will need new 30 additional persons to fill up different vacancies. He gave an advertisement in the newspaper inviting applications for filling up different pots. As many applications were received. The same was scrutinized. Out of these, the conditions of 15 applicants were not acceptable to the company. Letters of regret, giving reasons, were sent to them. The remaining candidates were called for a preliminary interview. The candidates called for were asked to fill up the blank application form. Thereafter, they were given four tests. The objective of the first test was to find out how much interest the applicant does take in his work. The objective of the second test was to find out the ‘specialization’ of the applicant in any particular area.  The third test aimed at making sure whether the applicant was capable of learning through training or not. The purpose of the fourth test was to find out how much capability a person has to mix – up with other persons, and whether he can influence other persons and get influenced by them.  Answer the following questions on the basis of the above information.  A) Identify the first two steps of staffing. mentioned in the paragraph and explain second last step of the same  b) Identify different tests given to the applicants by Mr. Tehlani | | | | 5 |
| 12 | I-Bank, India’s largest private sector bank by assets, posted shocking results for the quarter ended March 31, 2018. The analyst forecast for the bank’s net profit was Rs 3,100 crores; the bank reported a loss of Rs 702 crores. This was an annual decline of 76%.  The main culprit for this fall was the over and above provisions made for non-performing and restructured loans of Rs 3,600 crores affecting the cash flows of the bank. I-Bank, in its press release, stated that management will forego payment of dividends for 2018.  The I-Bank stock closed at Rs 215 on May 5, a decline from Rs240 on April 28. With that, the bank lost its position as the second-largest private sector bank by market capitalization to K- bank.  The stock market reacted negatively because the company failed to meet the expectations of shareholders  What do you mean by dividend decision? Identify and explain factors that are responsible for the fall in the amount of profits to be distributed to shareholders of I-Bank. | | | | 5 |
|  | **OR** | | | |  |
|  | Gauri Khan Design Ltd. is known for offering innovative designs and high-quality furniture at affordable prices. The company deals in a wide product range of home and office furniture through its eight showrooms in Delhi. The company is now planning to open five new showrooms each in Mumbai and Bengaluru. In Bengaluru, it intends to take the space for the showroom on lease whereas, for opening showroom in Mumbai, it has collaborated with a popular home furnishing brand, ‘Gauri Khan Design Ltd.’   1. Identify and explain the factors mentioned in the paragraph which are likely to affect the fixed capital requirements of the business for opening showrooms in Bengaluru and Mumbai. 2. “With the increase in the investment in fixed assets, there is a commensurate increase in the working capital requirement.” Explain the statement with reference to the case above. | | | |  |

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