

Sample questions
Class 12
Subject-Business studies

1. 'Success of management is not by chance but is a deliberate process'. Name the process.
2. Name two factors responsible for higher profits and prosperity of an organization.
3. State the characteristics of management which explains that management is required at all the levels and in all types of organization.
4. State two examples of personal objectives a business must fulfill.
5. State two features of art present in management.
6. State the main responsibility of top level management.
7. For effective achievement of organizational goals there must be complete openness between management and employees .Name the scientific principle of Taylor in the given statement.
8. He specifies the route for production .Name the foreman.
9. State the difference between standardization and simplification.
10. Principles of management intend to establish cause and effect relationship. Is it true for all situations and relationships.
11. State the main objective of time and motion study.
12. What is the difference between unity of command and unity of direction.
13. Identify the principle of management being violated in the following situations:
 - a) The workers of QC production have to look for tools every morning because everyone in the company has a habit of leaving tools wherever it is convenient for them.
 - b) Manu a sales manager sell products to only those customers from whom he can receive incentive. He makes no effort to increase the sale to other customers.
 - c) Kartar and avi are part of a sales team responsible to achieve target collectively. In order to be superior to others they never discuss their plans with others.
14. Explain with an example how the effect of forces of business environment is relativity.
15. State two reasons why it is important to understand the business environment.
16. The consumers act has forced business organizations to produce quality products and provide after sale services. Identify the business environment affecting business enterprise.

17. State three positive effects of economic changes initiated by the government of India since 1991.
18. Identify the dimension of business environment:
 - a. Each private and public companies working in the medical industry has to get its stock inspected by Drug inspectors.
 - b. Availability of e-books.
 - c. Demand for home loans decreased due to an increase in interest rates.
 - d. People accept high prices for goods if they are produced using pollution free techniques.
 - e. The government restricted the issue of LPG cylinders at subsidized rates to nine per family per year.
19. Name the steps in the planning process which involves other functions of management as well.
20. How does planning reduce the risk of uncertainty?
21. Can planning eliminate risk and uncertainty?
22. Planning is considered as a controlling device. How does planning contribute to controlling as a function of management?
23. State three dimensions of a strategy.
24. Government recently put restrictions on selling fast food in school canteens. Identify the type of plan followed by the government. Also state the values government wishes to achieve through this policy.
25. Why is it that the organizations are not always able to achieve their objectives?
26. What are the main features to be considered by the management while planning?
27. After the following logical steps in the process of planning, explain the steps required to complete the process:
 - a. Setting objectives
 - b. Developing premises
 - c. Identifying alternative courses of action
28. Explain any two types of plans and explain each with a suitable example.
29. Explain the relationship between authority and responsibility.
30. Name the function of management which translates plans into action.

31. State how a functional structure is created.
32. State the point of origin for authority.
33. This is the basis of for management hierarchy. Identify the basis.
34. Discuss the elements of delegation.
35. How does informal organization support formal organization.?
36. Decentralisation is extending delegation to the lowest level. Comment.
37. Delegation of authority must be equal to the responsibility assigned. Do you think it is the ideal solution ? Why?
38. What is meant by divisional structure of an organization? For which type of business enterprise is this form of structure most suitable. State any four advantages of this form of organizational structure.
39. Name the resource which is most responsible for the success of any business.
40. What is meant by recruitment? How it is different from selection.?
41. The workers of a factory are unable to work on new machines and always demand the help of the supervisor. The supervisor is overburdened with their frequent calls . suggest the remedy.
42. A company is manufacturing paper plates and bowls. It produces 10000 plates each day. Due to local festival it got an urgent order of extra 50000 bowls. Advise how the company will fulfill its order and which method of recruitment will you suggest.
43. Ramu is working under the guidance of Harish , a carpenter, for the last three years to learn the different skills of this job.name and explain the method of training Ramu is undergoing.
44. "Direction is the heart of management process." Do you agree. Give reasons to support your answer.
45. Explain the role of supervisor as an element of directing.
46. Explain the following non financial incentives: Status, organizational climate, career advancement opportunities.
47. Describe psychological barriers to effective communication.
48. Controlling without planning is blind. Do you agree?
49. An effort to control everything may end up in controlling nothing. Comment.
50. Explain the relationship between planning and controlling.
