

## **Subject: II PUC Business Studies**

### **Mock Paper – I**

Max Marks =100

#### **SECTION – A**

I. Answer any **ten** of the following questions and each question carries one mark. 10\*1=10

1. State any one differences between effectiveness and efficiency.
2. What is meant by standardization?
3. What do you mean by privatization?
4. Give an example of budget.
5. Centralization refers to
  - a. Retention of decision making authority
  - b. Dispersal of decision making authority
  - c. Creating divisions as profit centers
  - d. Opening new centers or branches
6. What is staffing?
7. What is motivation?
8. Give the meaning of controlling.
9. What is working capital?
10. Expand NSE.
11. What is Market?
12. Name any one redressal agency set up under consumer protection act to redress consumer grievances.

#### **SECTION – B**

II Answer any **ten** of the following questions and each question carries two mark 10\*2=20

13. State any two objectives of management.
14. Give the meaning of motion study.
15. What do you mean by scalar chain?
16. What is planning premises?
17. What is accountability?
18. Define Leadership
19. What is meant by democratic leader?
20. What do you understand by budgetary control?
21. Give the meaning of financial decision.
22. What is capital market?

23. What do you mean by pricing?
24. State any two reasons to emphasize the importance of consumer protection from the point of view of business.

### SECTION – C

III Answer any **seven** of the following questions and each carries four marks. 7\*4=28

25. Explain the principles of scientific management.
26. Explain any four challenges that were to be faced by business and industry due to changes in government policy.
27. Explain the different types of plan.
28. Explain the importance of staffing.
29. Explain briefly the steps involved in controlling process.
30. Explain the factors affecting dividend decisions.
31. Explain the factors affecting the fixed capital requirement of an organization.
32. Write any four differences between selling and marketing.
33. Explain the major activities involved in the physical distribution of products.
34. Explain any four ways in which the objective of consumer protection can be achieved.

### SECTION – D

IV Answer any **four** of the following questions and each question carries eight marks. 4\*8=32

35. “Management is considered to be both a SCIENCE and an ART.” Explain.
36. What is a divisional structure? State any three advantages and any three disadvantages of it.
37. Explain the benefits of training and development to the organization and to the employees.
38. What are the common barriers to effective communication?
39. Briefly explain the steps in the screen based trading and settlement procedure in a stock exchange.
40. Explain the functions of marketing.

### SECTION – E (PRACTICAL ORIENTED)

V. Answer any **two** of the following questions. Each carries five marks 2\*5=10

41. As a manager what logical steps you follow in planning process before executing a project.
42. As a manager of an organization, what are the modern techniques of controlling you would like to adopt?

43. As a marketing manager suggest any five sales promotion activities to boost up the sales.