



**INDIAN SCHOOL SOHAR**  
**UNIT TEST 1 (2022 – 2023)**  
**BUSINESS STUDIES (054)**  
**[SET 1]**

**STD: - XII**  
**Date: - 22/05/ 2022**

**Max Marks: - 20**  
**Duration: 45 min**

**General Instructions: -**

- (i) Answers to questions carrying 1 mark may be from one word to one sentence.
- (ii) Answers to questions carrying 3 marks may be from 50 – 75 words.
- (iii) Answers to questions carrying 4 marks may be about 150 words.
- (iv) Answers to questions carrying 5 marks may be about 200 words.
- (v) Attempt all parts of a question together.

1. Suraj works as a salesman in a company selling pet accessories and food. He has been given a target of selling 1200 units of the food packets in a month by offering a maximum of 10% discount to his customers. In order to meet his monthly sales target, on the last two days of the months, he offers 15% discount to his customers. In the context of the above case: Is Suraj effective in his work? Explain by giving a suitable reason in support of your answer. [1]
2. The principles of management are said to be flexible as: [1]
  - a. they aim at influencing behaviour of human beings.
  - b. they are general guidelines to action, but do not provide readymade solutions to management problems.
  - c. they can be modified by the manager when the situation so demands.
  - d. their application is dependent upon the prevailing situation at a particular point of time.
3. Arnav has recently started a business to sell computers. He hired a shop in Nehru Place in New Delhi, where he assembles various components to make computers and supplies them as per order. He performs a series of composite but separate functions simultaneously and ensures that computers are delivered in time as per orders. These functions are performed by all managers at all times. The feature of management highlighted above is: [1]
  - a. Management is a continuous process.
  - b. Management is pervasive.
  - c. Management is dynamic.
  - d. Management is a group activity.
4. Which technique of scientific management is the extension of Fayol's principle of division of work? [1]
  - a. Mental revolution
  - b. Simplification of work

- c. Functional foremanship
  - d. Standardization of work
5. Arun is responsible for making annual appraisal reports of line managers. At which level of management Arun is working. [1]
- a. Top Level
  - b. Middle Level
  - c. Lower Level
  - d. Supervisory Level
6. Vaibhav Sharma was working as the Production Manager in Crescent Pharmaceuticals Pvt. Ltd. To get his son admitted in school he wanted to take leave from the office but on the same day, an important meeting with the Chief Executive Officer (CEO) of the company was scheduled to discuss about some new medicines to be manufactured. Considering the significance of the meeting, he did not take leave. The CEO appreciated his exemplary behaviour as he gave priority to the organizational interest over his personal interest. Name and explain the principle of management being followed by Vaibhav Sharma in the above case. [3]
7. Ramarjuna joins an IT firm as a system analyst after completing his master's in computer science. As the nature of his work demands he has to work in very close coordination with all the departmental heads in the firm, very soon Ramarjuna realizes that each departmental head has own individual style of working. They differ greatly in their day-to-day approach to work. They tend to deal with a given situation, an issue, or a problem through a combination of their own experience, creativity, imagination, initiative, and innovation. [3]
- In the context of the above case, Identify and explain the nature of management highlighted in the above case.
8. 'Work is Worship' is a leading construction company. The organisation has grown from strength to strength because of its innovative ideas and scientific approach of working. Ten years back the organisation went through a revolution. All the operations and activities were properly noticed, and the standard time taken to perform them was noted. This took a few months and now the company could find out the number of workers required and the number of days to be involved in the various manufacturing processes. A year later they moved to another level by considering the stress involved in the lives of the workers. The amount and frequency of rest intervals in finishing a particular task were noted. This helped the company in optimizing the rest intervals for the workers so that their outputs could be increased. After six more months the company decided to reward the efficient workers. A different rate of wage payment was decided for those workers who performed above the standard. The standard was decided. This led to a revolutionary change in the perspective of the [4]

workers who now started giving their full efforts in order to increase their wages.

Which concept of management has been discussed in the above case? Name the three types of this management concept highlighted above. Also identify the lines where these types have been indicated.

9. The management of Brinda Ltd. strongly believes that the members of an organization should work towards fulfilling the common organizational goals. This requires teamwork and integration of efforts of all individuals, departments, and specialists. This is because all the individuals and departments depend on each other for information and resources to perform their respective activities. Managers need to reconcile differences in approach, timing, effort, or interest. At the same time, it should enable all its members to grow and develop. Thus, there is a need to harmonize individual goals and organizational goals. [5]
1. Identify the concept of management discussed above.
  2. State any three features of the concept identified in (a).
  3. Identify and explain the characteristic of management which is reflected from the above para.

**OR**

Davinder is a class twelfth commerce student in a reputed school in Punjab. Satinder is his elder brother who is doing his Masters in Hospital administration from Delhi after completing his B. Sc course. During vacations when Satinder comes home, Davinder shows him the business studies project that he is preparing on the topic 'Principles of Management.' Satinder tells him that these principles are also a part of MBA course curriculum at the beginner's level as they form the core of management in practice. But he finds this principle different from those of pure science.

In context of the above case:

1. Outline the concept of principles of management.
2. Why does Satinder find the principle of management different from those of pure science?
3. Why do the principles of management form the core of management in practice? Explain by giving any two points highlighting the importance of principles of management.