

BUSINESS STUDIES-II
SAMPLE PAPER 2023-2024
(COMMERCE AND HUMANITIES GROUP)

Time : 3 Hrs.

Maximum Marks : 80

- Note :** (1) All the questions are compulsory.
(2) There are total 23 questions in the question paper.
(3) The question paper has 3 sections i.e. A, B and C.
(4) **Section A** has **Question No. 1** which has **30 sub-parts** (i) to (xxx) carrying **1 mark each**. This question includes true or false / multiple choice type questions / questions with one word to one sentence answer and fill in the blanks (with two options regarding fill ups). Answer to the questions with one word or one sentence answer should be given in **1-15 words**.
(5) **Section B** has **Question No. 2 to 16**. All question are **compulsory** and each question carries **2 marks**. Answer to each question should be given in **5-10 lines**.
(6) **Section C** has **Question No. 17 to 23**. Do any **5 questions out of 7** questions and each question carries **4 marks**. Answer to each question should be given in **15-20 lines**.

Section-A

Note : All the questions are compulsory.

- (1) (i) Management is an amalgam of science and art. (True/False)
(ii) At which level of management, are the policies formulated ?
(a) Top Level Management (b) Middle Level Management
(c) Lower Level Management (d) At All the Levels of Management
(iii) How many principles of management has Henry Fayol given ?
(iv) Principle of promotes specialization in the organisation.
(Division of Work/Division of Responsibility)
(v) Scientific management is the adoption of scientific methods in place of traditional methods.
(True/False)
(vi) When was New Economic Policy introduced in India ?
(a) Feb. 1990 (b) July 1991
(c) Aug. 1992 (d) Jan. 1991
(vii) What is demonetisation ?
(viii) is thinking before doing. (Directing/Planning)
(ix) Planning is done only in the beginning of the process of management. (True/False)
(x) Which type of organisation has no written rules and regulations ?
(a) Formal organisation (b) Informal organisation
(c) Both (a) and (b) (d) None of these
(xi) What is span of control ?
(xii) The concept of helps to grant authority to subordinates. (Delegation/Gang Plank)
(xiii) Recruitment is a positive process, whereas selection is a negative process. (True/False)
(xiv) Which of the following is not an internal source of recruitment ?
(a) Labour contractor (b) Promotion
(c) Transfer (d) None of these

- (xv) Name the process of guiding and giving instructions to the employees.
- (xvi) Negative motivation is based on the fear of use of (Authority/Affection)
- (xvii) Order is an example of upward communication. (True/False)
- (xviii) Controlling is :
- (a) Forward looking by nature (b) Static
- (c) Rigid (d) All of these.
- (xix) Budgetary control is a system of control of which type ?
- (xx) Co-ordination is the system of the organisation. (Physical/Nervous)
- (xxi) Co-ordination establishes unity of action in the working of the organisation. (True/False)
- (xxii) If cash flow in an enterprise is stable and sufficient, it should obtain funds through :
- (a) Equity (b) Debt
- (c) Sale of assets (d) All of these
- (xxiii) Write any one objective of financial management.
- (xxiv) market helps to obtain short period funds. (Capital/Money)
- (xxv) Who is called a 'Tejiwala' ?
- (a) Bear (b) Bull
- (c) Broker (d) None of these
- (xxvi) Marketing is a broad concept and selling is a part of it. (True/False)
- (xxvii) Write any one function of labelling.
- (xxviii) A firm charges higher introductory price for a product under
(Price Skimming/Price Discrimination)
- (xxix) A consumer can file a consumer complaint directly in the Supreme Court of India. (True/False)
- (xxx) In context of Consumer Protection Act, 2019 ; choose the correct one :
- (a) District Commission : Upto Rs. 2 Crore
- (b) State Commission : Upto Rs. 10 Crore
- (c) National Commission : Upto Rs. 15 Crore
- (d) All of these

Section-B

Note : All the questions are compulsory.

2. "Management is a social process." Explain
3. Explain briefly gang plank.
4. Discuss 'harmony not discord'.
5. What is economic environment ?
6. Write any two features of planning.
7. Write any two points of difference between delegation and decentralization.
8. Define staffing.
9. What is on the job training ?
10. Write any two qualities of a good leader.
11. 'Control implies taking action.' Explain.
12. Discuss briefly any two techniques of effective co-ordination.

13. Which are various sources of fixed capital ?
14. Explain any two protective functions of SEBI.
15. Write any two social and ethical objections against advertising.
16. Who can file a complaint in a consumer court ?

Section-C

Note : Do any five questions.

17. Explain any four functions of management.
18. Explain any four points enumerating the importance of organizing.
19. What is formal communication ? Which are various types of it ?
20. Discuss in brief four main points of importance of financial planning.
21. Discuss main points of difference between primary market and secondary market.
22. What is packaging ? Which are various types of it ?
23. Write any four features of Consumer Protection Act, 2019.
