



GOVERNMENT OF KARNATAKA

KARNATAKA SCHOOL EXAMINATION AND ASSESSMENT BOARD

6<sup>TH</sup> CROSS, MALLESHWARAM, BENGALURU-560003

**2025-26 II PUC MODEL QUESTION PAPER – 1**

SUBJECT : BUSINESS STUDIES

MAXIMUM MARKS: 80

TIME: 03 HOURS

NUMBER OF QUESTIONS: 41

**Instructions:**

- This question paper contains of four parts A, B, C and D
- Part – A consists of four sections I, II, III and IV
- While answering write the correct serial numbers of the questions as given in the question paper.
- Write the correct and complete answer.

**PART-A**

**I. Select and write the correct alternative from the choices given below:**

**5x1=5**

1. Which of the following is not a function of Management?
  - a. Planning
  - b. Staffing
  - c. Co-operating
  - d. Controlling
  
2. Henri Fayol was a \_\_\_\_\_
  - a. social scientist
  - b. mining engineer
  - c. accountants
  - d. Production engineer
  
3. Which of the following is not a type of Plan?
  - a. objectives
  - b. Coordination
  - c. Budget
  - d. Rule

4. Under this type of Organisational structure manpower is grouped on the basis of different products manufactured.
  - a. Functional structure
  - b. Divisional structure
  - c. Network structure
  - d. Matrix structure
  
5. The focus on satisfaction of customer's needs is the key to the success of any organization in the market. This indicates which marketing management philosophies.
  - a. Production concept
  - b. Product concept
  - c. Marketing concept
  - d. Selling concept

**II. Fill in the blanks by choosing the correct answer given in the bracket :**

**5x1=5**

**( Job-Rotation , Order, Business finance, Single use plan, Discount, Standing plan )**

6. \_\_\_\_\_ principles states that there is a place for every thing and every thing in its place.
7. \_\_\_\_\_ is developed for a one time event.
8. Shifting of trainees from one department to another is know as \_\_\_\_\_
9. Finance used for the business activities is called \_\_\_\_\_
10. \_\_\_\_\_ offering products at less than list price.

**III. Match the following :**

**5x1=5**

- | <b>11. A</b>                | <b>B</b>                              |
|-----------------------------|---------------------------------------|
| a. Interest rate            | (i) Aspect of staffing                |
| b. Accountability           | (ii) Marketing mix                    |
| c. Recruitment              | (iii) Economic environment            |
| d. planning and Controlling | (iv) Answerable for the final outcome |
| e. Place                    | (v) twin Management function          |
|                             | (vi) Current Assets                   |

**IV. Answer the following questions in one word or sentence each question carries one mark :5X1=5**

12. Give an example for Top level Management.
13. What is Transfer?
14. Name the Theory evolved by Abraham Maslow.

15. Sunrise limited has decided to replace its existing machine with modern machinery that has higher production capacity. What type of decision has Sunrise limited taken?

16. Who is a Consumer?

### **PART-B**

**V. Answer any six of the following questions in two or three sentences wherever applicable each question carries two marks: 6x2=12**

17. Define Management.

18. A factory worker takes long breaks and becomes less productive due to tiredness which scientific management technique can help? Explain in one sentence.

19. State the first two steps in planning process.

20. State any two differences between Functional and Divisional structures.

21. State two internal sources of recruitment.

22. What is Leadership?

23. Explain briefly the importance of controlling.

24. Give the meaning of "Trading on Equity".

25. What is Industrial products? Give an example.

26. State any two unfair trade practice of manufacturers and service providers by which consumers are exploited.

### **PART-C**

**VI. Answer any six of the following questions in ten to twelve sentences wherever applicable. Each question carries four marks: 6x4=24**

27. Briefly explain any four natures of principles of management.

28. Explain briefly any four importance of Business environment.

29. Identify the type pf dimension of business environment relating to the following:

a. Banks reduced the interest rate on housing loans.

b. Number of working women is increasing.

c. Reservation of tickets through internet.

d. prohibition of advertisement on alcohol beverages.

30. As a manager of an enterprise what steps you will follow in the planning process before executing a project?

31. Explain any four types of tests used for selection of employees.

32. Explain any four limitations of controlling.

33. XYZ company is planning to acquire Land, Building and Machinery. Which type of capital is required for it? Explain any three factors affecting such capital requirements.
34. Briefly explain any four functions of marketing.
35. Identify the promotional activity indicated by the following statements:
- A car manufacture's offer to sell a particular brand of a car at a discount of ₹ 10,000 for a limited period.
  - Pack of a ½ kg of rice with the purchase of a bag of Atta (wheat flour)
  - A shaving cream offer of 40% extra.
  - Scratch a card with the purchase of a TV and win an instant prize.
36. State any four responsibilities of consumers while purchasing, using and consuming goods and services.

#### **PART-D**

**VII. Answer any three of the following questions in twenty to twenty-five sentences each. Each questions carries eight marks:**

**3x8=24**

37. Explain the objectives of management.
38. What is organizing? Explain the importance of organizing.
39. Explain the stages in Staffing process.
40. Explain any four financial incentives and non-financial incentives to motive the employees of an organization.
41. Explain any eight differences between advertisement and personal selling.