



JAIN COLLEGE V V Puram

II PUC MOCK PAPER – 2: January. 2025

Course:	II PUC
Subject:	Business Studies
Max.Marks:	80
Duration:	3hr

- Instructions:**
1. The question paper contains 4 parts-A, B, C and D.
 2. 'Part – A' consists of 4 sections. I, II, III and IV.
 3. For 'Part-A' questions, only the first written answers will be considered for evaluation.
 4. Write the serial number of questions properly as given in the question paper while answering.
 5. Write the correct and complete answer.

PART-A

I. Choose and write the correct answer:

(5 x 1 = 5)

- 1) Policy formulation is the function of
 - a) Top level management
 - b) Middle level management
 - c) Operational management
 - d) All the above
- 2) Which of the following statement best describes the principle of ' Division of work'
 - a) Work should be divided into small task
 - b) Labour should be divided
 - c) Resources should be divided among jobs
 - d) It leads to specialization
- 3) Liberalization means
 - a) Integration among economies
 - b) Reduced govt controls and restrictions
 - c) Policy of planned disinvestments
 - d) None of the above
- 4) Name the type of budget which determines the net cash position
 - a) Purchase budget
 - b) sales budget
 - c) cash budget
 - d) Production budget
- 5) Which of the following is not an element of delegation?
 - a) Accountability
 - b) Authority
 - c) Responsibility
 - d) Informal organization

II. Fill in the blanks by choosing appropriate answers from those given in the brackets. (5 x 1 = 5)

(Delegation, Unity of action, Internal, external, Zero level, Bengaluru)

- 6) Co-ordination ensures _____.
- 7) _____ refers to the downward transfer of authority from superior to subordinate.
- 8) _____ Source of recruitment helps to bring in new blood in the organization.
- 9) Direct channel is also called as _____ channel.
- 10) Karnataka Consumer Service Society , a consumer organization is located at _____.

III. Match the following:

(5 x 1 = 5)

- | 11) | A | B |
|-----|---------------------------------------|---|
| | a) Supervisory level | i) Net Working capital |
| | b) Need Hierarchy Theory | ii) Promotion Mix |
| | c) Controlling function | iii) Foreman |
| | d) Current assets-Current liabilities | iv) Abraham Maslow |
| | e) Sales Promotion | v) Indispensable function of every management |
| | | vi) Place Mix |

IV. Answer the following questions in one word or one sentence each:

(5 x 1 = 5)

- 12) “No Smoking in office” is an example of which type of plan.
- 13) Give the meaning of transfer.
- 14) State any one type of Grapevine network.
- 15) A company wants to establish a new unit in which a machinery worth Rs. 5 Lakhs is involved. Identify the type of decision involved in Financial Management.
- 16) Name any one level of Packaging.

PART- B

V. Answer any six of the following questions in 2 or 3 sentences each. Each question carries 2 marks:

(6 x 2 = 12)

- 17) Define Co-ordination.
- 18) What is Gang plank?
- 19) Mention any two standing Plans.
- 20) What is accountability?
- 21) What do you mean by Job rotation?
- 22) Classify the following motivations into positive and negative motivation.
 - a. Threatening
 - b. Promotion
- 23) State any two methods used by manager to analyze deviations.
- 24) A businessmen who wants to start a manufacturing concern approaches you to suggest him whether the following manufacturing concern would require large or small working capital.
 - a. Bread
 - b. Motor car
- 25) List any two characteristics of services.
- 26) State any two, who can file a complaint before the consumer forum.

PART-C

VI. Answer any six of the following questions in 10-12 sentences each. Each question carries 4 marks:

(6 x 4 = 24)

- 27) Write a short notes on.
 - a. Simplification
 - b. Method study
- 28) Explain any four features of business environment.
- 29) Banking sector reforms have led to easier credit terms and better services. This is an example of a key component of “Business environment”. Name the dimension and write a note on it.
- 30) Explain the Four limitations of Planning.
- 31) Explain any four Selection tests.
- 32) “Planning is looking ahead and controlling is looking back” Comment.
- 33) A Capital budgeting decision is capable of changing the financial fortune of a business, Do you agree? Why or Why not?
- 34) Explain the elements of marketing mix .
- 35) Identify the type of sales promotion activities involved in the following statements.
 - a. ‘Scratch a card and win exciting Prizes’
 - b. ‘Buy 2 Get 1 Free’
 - c. ‘A refund of Rs. 5 and return of empty wrapper/ foil’
 - d. ‘Buy 2 kgs of detergent powder and get one bucket free’.
- 36) State any four responsibilities of consumer while purchasing, using and consuming the goods and services.

PART- D

VII. Answer any three of the following questions in 20-25 sentences each. Each question carries 8 marks: (3 x 8 = 24)

- 37) Briefly explain the functions of management.
- 38) Draw a diagram of functional structure and list any four advantages of it.
- 39) "Selection is a process of elimination" Justify the statement.
- 40) Suggest the suitable measures to improve the communication effectiveness.
- 41) List out any eight differences between advertising and personal selling.

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