



JAIN COLLEGE, Bangalore
Mock Paper - 1 January - 2016
II PUC – Business Studies (27)

Time: 3 Hours 15 Minutes

Max. Marks: 100

SECTION-A

I. Answer the following questions in a sentence each. Each question carries one mark. $10 \times 1 = 10$

1. Give one example for middle level management position.
2. Give the meaning of authority.
3. State a type of plan.
4. Give the meaning of formal organization.
5. What is man power planning?
6. Define Motivation.
7. State any one process of controlling?
8. What is Demat account?
9. What is a price?
10. State any one consumer right.

SECTION B

II. Answer any ten of the following questions in not more than two sentence each. Each question carries two marks

$10 \times 2 = 20$

11. State any two levels of management.
12. What is meant by esprit de corps?
13. What are objectives?
14. Define organising.
15. What is Apprenticeship Training?
16. What is campus interview?
17. What is grapevine communication?
18. State any two corrective action when there is deviation.
19. Name any one capital market instruments.
20. What do you mean by packaging?
21. Give the meaning of a product.
22. State any two consumer rights.

SECTION C

III. Answer any six of the following in not more than fifteen sentences each. Each question carries five marks

$6 \times 5 = 30$

23. Explain the principle of scientific management of F W Taylor.
24. Explain the importance of De-centralisation.
25. Briefly explain any five external sources of recruitment.
26. Write the meaning and importance of communication.
27. Explain briefly the controlling process.
28. Distinguish between money market and capital market.
29. State the factors affecting fixed capital requirements and explain.
30. Explain briefly the channels of distribution.
31. State the feature of National Commission.

SECTION D

IV. Answer any three of the following in not more than thirty lines each. Each question carries ten marks

$3 \times 10 = 30$

32. Explain the features of Management.
33. What is planning? Explain the different types of plans.
34. Explain the sources of recruitment.
35. Describe the different objectives of financial management.

36. Explain the good qualities of successful salesman.

SECTION E

Practical oriented questions

V. Answer any two of the following. Each question carries five marks

2 × 5 = 10

37. Bring out the steps involved in planning while establishing a new business unit.

38. Draw the functional chart of an organization.

39. Draw a neat diagram of Maslow's hierarchy of needs.



JAIN COLLEGE, Bangalore
Mock Paper - 2 January - 2016
II PUC – Business Studies (27)

Time: 3 Hours 15 Minutes

Max. Marks: 100

SECTION-A

I. Answer all the following questions in a sentence or a word.

Each question carries one mark:

10 × 1 = 10

1. State any one social objectives of management.
2. What is meant by centralization of authority?
3. State a benefit of planning.
4. Give the meaning of informal organization
5. What do you mean by placement?
6. Write any one quality of a successful leader
7. What is control?
8. Expand NASDAQ
9. Name a middleman in the channel of distribution
10. When was Consumer Protection Act enacted?

SECTION-B

II. Answer any 10 questions in two or three sentences.

Each question carries two marks

10 × 2 = 20

11. What is management?
12. What is meant by division of work according to Fayol?
13. What is a procedure?
14. What is organizing process?
15. What is decentralization?
16. What is Internship Training?
17. Give the meaning of Semantic barriers of communication.
18. State any two importance of controlling
19. Name any two Depositories operating in India
20. Name any two elements of marketing mix
21. What do you mean by Personal Selling?
22. Name any two persons who can file a complaint with the redressal agencies.

SECTION-C

III. Answer any six questions 15 to 20 sentences. Each question carries five marks:

6 × 5 = 30

23. Explain any five Fayol's principles of management.
24. Explain the steps in organizing process.
25. Explain the different methods of on-the-job training.
26. Explain briefly the importance of supervision.
27. Explain the importance of controlling.
28. Distinguish between money market and capital market.
29. Explain briefly the importance of financial planning.
30. Write any five factors affecting pricing decisions.
31. What are the remedies available to a consumer as per Consumer Protection Act?

SECTION-D

IV. Answer any three questions 20 to 30 sentences. Each question carries ten marks: 3 × 10 = 30

32. "Management is both an art and science"- justify.
33. Explain the importance and limitations of planning.
34. "Selection is the process of elimination"- justify this statement by explaining different steps in selection process.
35. State any ten functions of SEBI.
36. Bring out the merits and demerits of advertising?

SECTION-E

Practical Oriented Questions

V. Answer any two questions .Each question carries five marks

5 × 2 = 10

37. Assuming that you are the HR manager of a firm, state any ten sources you would look into while recruiting employees.
38. State any ten qualities of a successful leader.
39. As an aggrieved consumer, write a complaint to District Forum seeking redressal.