

Model Question Paper for Class XII

Business Studies

Q. 1 Which of the following statements most appropriately describes the purpose of time study.

- (a) Determining a fair day's work.
- (b) Minimising the wasteful moments in work flow.
- (c) Determining a fair day's wages.
- (d) Improving the over all effectiveness of an organisation.

Q. 2 The following table contains two columns on the elements of directing and main purposes thereof. You are required to indicate the best alternative combination of the element and main purpose.

Elements of Directing		Main purpose	
Sl. No.	Description	Sl. No.	Description
A	Supervision	1	Instructing, feedback
B	Motivation	2	Introducing change
C	Leadership	3	Fulfilment of needs
D	Communication	4	Performance overseeing

- (a) A-1, B-2, C-3, D-4.
- (b) A-4, B-3, C-2, D-1.
- (c) A-2, B-3, C-4, D-1.
- (d) B-1, C-2, D-4, A-3

Q.3 Which of the following is not at all set of physiological needs.

- (a) Clothing, food, water
- (b) Shelter, sleep, food
- (c) Shelters, stability, self respect
- (d) Status, self fulfilment and self respect.

Q.4 Indicate from among the following the marketing philosophy and the corresponding prime focus

Marketing Philosophy		Main focus	
S.No.	The Underlying Concept	S. No.	Prime focus
A	Production concept	1	Convince, lure and attract a customer
B	Product Concept	2	Consumer needs
C	Selling Concept	3	Quality
D	Marketing Concept	4	Availability

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