

**Sample Question Paper (For DA Students)**  
**CLASS-XII**  
**BUSINESS STUDIES**  
**(Session 2025-26)**

**Time: 3 Hrs.**

**Max. Marks: 80**

**Sections - A**

**Q. 1 All parts are compulsory. Each question carries 2 marks:**

**(2x26 = 52 marks)**

***Answer the following Questions:***

- i. At which level of management policies are framed?
- ii. Who is known as the father of scientific management?
- iii. In which direction authority flows?
- iv. Which decision is related to allocation of funds among various assets?
- v. Under which pricing policy firm charges higher introductory price of a product?

***Fill in the Blanks:***

- vi. The concept of \_\_\_\_\_ is related to principle a scalar chain. (gang plank / gang boss)
- vii. Social environment of the country is also the part of \_\_\_\_\_.  
(business environment / technological environment)
- viii. Policies are the \_\_\_\_\_ to perform the functions. (principles / guidelines)
- ix. The staffing is concerned with \_\_\_\_\_ resources. (human / physical)
- x. Motivation is an \_\_\_\_\_ force which simulate a person to achieve his objectives.  
(internal / external)
- xi. \_\_\_\_\_ are an example of upward communication. (Rules / Reports)
- xii. Marketing and selling are the \_\_\_\_\_ concepts. (same / different)

***Write True or False:***

- xiii. Co-operation can be substituted for co-ordination.
- xiv. Business environment is dynamic.
- xv. Leadership is synonymous with management.
- xvi. Formal organisation is compulsory if goals have to be achieved.
- xvii. Controlling is forward looking by nature.
- xviii. A product refers to tangible goods only.
- xix. A consumer has only rights, and no responsibilities.

**Multiple choice questions:**

- xx. How many principles of management has Fayol given?  
(a) Ten (b) Fourteen  
(c) Twelve (d) Fifteen
- xxi. When a strategy is formulated?  
(a) To implement policies (b) To evaluate policies  
(c) To help others (d) To counter the others
- xxii. Under which method of training, is the employee attached with an experienced senior?  
(a) Apprenticeship training (b) Vestibule training  
(c) Off the job training (d) None of these
- xxiii. Controlling is exercised:  
(a) When something goes wrong (b) When the management desires  
(c) Regularly (d) None of these
- xxiv. Which of the following is a limitation of financial planning?  
(a) Lack of coordination (b) Farsightedness  
(c) Economical (d) None of these
- xxv. Which tool of promotion mix involves direct face to face conversation with potential customers?  
(a) Sales promotion (b) Personal selling  
(c) Publicity (d) All of these
- xxvi. The best measure for consumer protection is:  
(a) Legal Remedies (b) Consumer Education  
(c) Both (a) and (b) (d) None of these

**Sections - B**

**Q. 2 All parts are compulsory. Each question carries 3 marks:**

**(3x4 = 12 marks)**

- i. What is management as a group?  
or  
What is Functional Foremanship?
- ii. What is meant by demonetisation?  
or  
What is formal organisation?

iii. What is non-verbal communication?

or

Write any three traditional techniques of control.

iv. Discuss any three sources of fixed capital.

or

What do you mean by marketing research?

### **Sections - C**

**Q. 3 All parts are compulsory. Each question carries 4 marks:**

**(4x4 = 16 marks)**

i. Explain any four principles of management given by Henry Fayol.

or

Explain how management is a science as well as an art.

ii. Write any four limitations of Planning.

or

Give any four differences between delegation and decentralisation.

iii. Discuss in brief four features of supervision.

or

What is the need for training?

iv. What do you mean by packaging?

or

What do you mean by Consumer Protection?

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