



**Date: 13/06/24**  
**GRADE: XII B**

**MONTHLY TEST -01 (2024-25)**  
**BUSINESS STUDIES (054)**

**Max marks: 20**  
**Time: 50 Minutes**

General Instructions:

- 1) Questions 1 to 4 carries 1 mark each.
- 2) Questions 5 to 8 carries 2 marks each.
- 3) Questions 9 and 10 carries 4 marks each.
- 4) All questions are compulsory.

Sl.No	Questions	Marks
	<b>SECTION A</b>	
1	<p>Laachem Ltd. is a chemical manufacturing company producing dyes and pigments both for domestic and international market. It has enjoyed a considerable market share but lately, it has been facing problems in terms of target sales and customer satisfaction. This is due to the reason that new entrants have emerged with better technology and competitive pricing. The Chairman of the company addressed this issue in the departmental meeting. The production head, Mr. Kamble, advised the Chairman to revamp the system and take immediate necessary actions to rectify the problem so that sales are achieved as per the plans. Identify the relevant function of management being discussed here.</p> <p>(a) Organising (b) Staffing (C) Controlling (d) Planning</p>	1
2	<p>Read the following statements: Assertion (A) and Reason(R). Choose the correct alternative from those given below:</p> <p>(A): The Supervisory Level performs the activities according to the plans of Top and Middle level management. (R): The Supervisory Level motivates the employees and boosts their morale.</p> <p>(a) Both (A) and (R) are true and (R) is the correct explanation of (A) (b) Both (A) and (R) are true but (R) is not the correct explanation of (A) (c) (A) is true but (R) is false (d) (A) is false but (R) is true</p>	1
3	<p>In the company on the basis of several observations, it is determined that the standard time taken by the worker to make one cardboard box is 30 minutes. So, in one hour he will make 2 boxes. Assuming that a worker has to put in 8 hours of work in a shift and deducting one hour for rest</p>	1

	and lunch, it is determined that in 7 hours a worker makes 14 boxes and 2 boxes per hour. Identify the technique of scientific management used in this case (a) Method study (b) Motion study (c) Time study (d) Fatigue study	
4	_____ principle of management offers benefit of specialisation? (a) Discipline (b) Division of work (c) Initiative (d) Equity	1
SECTION B		
5	Explain any two techniques of Scientific Management from the following: a) Method study b) Motion study c) Time study	2
6	Differentiate between Unity of Command and Unity of Direction on any two basis.	2
7	Marketing manager of Kripa Ltd. Has set sales targets of his sales executives. But he did not give them the authority to grant rebate and credit facilities to the customers, which are so essential on various occasions. Consequently, sales executives failed to achieve their targets. (A) Identify the principle of management ignored in this case. (B) Also explain the principle identified in (A)	2
8	Explain any two features of management that establishes it as an art.	2
SECTION C		
9	Sana is the manager of the northern division of large corporate house. At what level of management does she work in the organisation? What are the basic functions?	4
10	What is meant by coordination? State its features.	4
THE END		