

CBSE Class 12 Business Studies 2022 - 66/2/3



Question Paper

Conducted by the Central Board of Secondary Education (CBSE)

Time Allowed: 2 Hours

Maximum Marks: 40

General Instructions

- (i) This question paper contains 12 questions, including case/source-based questions.
- (ii) Questions 1–4 carry 2 marks each and should be answered in 30–50 words.
- (iii) Questions 5–8 carry 3 marks each and should be answered in 50–80 words.
- (iv) Questions 9–12 carry 5 marks each and should be answered in 80–120 words.
- (v) There is no overall choice. Internal choice is provided in one 3-mark question and two 5-mark questions. Attempt one alternative in each.

Questions

1. How does 'Controlling' function of management motivate the employees and help them in giving better performance? State. 2

2. 'Calling for information by undertaking inspection, conducting enquiries and audits of stock exchanges and intermediaries' is a function performed by Securities and Exchange Board of India. State any two other functions of the same category. 2

3. 'Promotion stops infusion of new blood in the organisation.' However, it is still being used as a good source of filling the vacancies internally. State any two reasons for the same. 2

4. 'Staffing ensures optimum utilisation of human resources.' Justify the statement by giving any two points. 2

5. Explain 'Private Placement' and 'e-IPOs' as methods of floatation of new issues in the primary market. 3

6. Name and give the meaning of the process which is career-oriented and designed to help the employees in the progress towards maturity and actualisation of their potential capabilities. 3

7. Tanushree is working in a multinational company. Her performance is appreciated by everyone in the company. As an incentive, the company offered her to buy the shares of the company at a price that is less than the market price. 3 (a) Name and give the meaning of the incentive offered to Tanushree. (b) State any two more incentives of the same type.

8(a). What is meant by 'Leadership'? State any two leadership styles. 3

OR

8(b). State the last two steps in the process of 'Controlling' function of management. 3

9(a). Explain the following rights of a consumer provided under The Consumer Protection Act, 2019 • 5 (i) Right to be Informed (ii) Right to be Heard

OR

9(b). (i) Protection Act, 2019. State when can a grievance be directly redressed in 'State (ii) Commission' and 'National Commission' by the aggrieved party. 5

10. What is meant by 'Financial Market'? State any four functions of 'Financial Market'.

11. Rahul has just completed his B.Tech. and joined a leading company manufacturing inverters. To capture 70% of the market share, the company is planning to enter into the manufacturing of solar inverters. To achieve this target it requires trained workforce. The Human Resource Manager asked Rahul to give any five benefits to the organisation, with reasons, for training the workforce. State the five points of benefits of trained workforce to the organisation that might have been sent by Rahul in his reply to the Human Resource Manager. 5

12(a). Sahil is the Finance Manager of 'Knitwear Ltd'. The company is engaged in the manufacturing of woolen clothes. The demand of the company's products is seasonal, whereas the production continues throughout the year. Due to the quality of its products, the company's business is spreading across the country. The company is operating at a large scale having its regional offices in Northern, Southern, Eastern and Western India. The performance of its each division is of very high level. For uninterrupted availability of raw materials, the company requires high stock levels. Not only this, to face the competition and to meet the urgent orders of the customers, the company also needs enough stock of finished goods. Considering the above discussion, state five factors affecting working capital requirements of 'Knitwear Ltd'. 5

12(b). 'Abhishek Engineering Ltd.', a leading manufacturer of steel rods wants to enter into the business of manufacturing trucks. For this, the Finance Manager has to ensure the availability of funds whenever required and its possible sources. He has to see that the company does not raise funds unnecessarily. In this way he has to match the funds requirement and their availability. (i) Identify and give the meaning of the concept discussed in the above para which will help the Finance Manager to achieve his objectives. (ii) Also, state any three points of importance of the concept identified in (i) above. 5

- End of Question Paper -