



Series AB1CD/2

SET~3

रोल नं.

Roll No.

प्रश्न-पत्र कोड
Q.P. Code

66/2/3

परीक्षार्थी प्रश्न-पत्र कोड को उत्तर-पुस्तिका के मुख-पृष्ठ पर अवश्य लिखें।

Candidates must write the Q.P. Code on the title page of the answer-book.

नोट / NOTE :

- कृपया जाँच कर लें कि इस प्रश्न-पत्र में मुद्रित पृष्ठ 7 हैं।
Please check that this question paper contains 7 printed pages.
- प्रश्न-पत्र में दाहिने हाथ की ओर दिए गए प्रश्न-पत्र कोड को परीक्षार्थी उत्तर-पुस्तिका के मुख-पृष्ठ पर लिखें।
Q.P. Code given on the right hand side of the question paper should be written on the title page of the answer-book by the candidate.
- कृपया जाँच कर लें कि इस प्रश्न-पत्र में 12 प्रश्न हैं।
Please check that this question paper contains 12 questions.
- कृपया प्रश्न का उत्तर लिखना शुरू करने से पहले, उत्तर-पुस्तिका में प्रश्न का क्रमांक अवश्य लिखें।
Please write down the serial number of the question in the answer-book before attempting it.
- इस प्रश्न-पत्र को पढ़ने के लिए 15 मिनट का समय दिया गया है। प्रश्न-पत्र का वितरण पूर्वाह्न में 10.15 बजे किया जाएगा। 10.15 बजे से 10.30 बजे तक छात्र केवल प्रश्न-पत्र को पढ़ेंगे और इस अवधि के दौरान वे उत्तर-पुस्तिका पर कोई उत्तर नहीं लिखेंगे।
15 minute time has been allotted to read this question paper. The question paper will be distributed at 10.15 a.m. From 10.15 a.m. to 10.30 a.m., the students will read the question paper only and will not write any answer on the answer-book during this period.

**व्यावसायिक अध्ययन
BUSINESS STUDIES**



निर्धारित समय : 2 घण्टे

अधिकतम अंक : 40

Time allowed : 2 hours

Maximum Marks : 40



General Instructions :

Read the following instructions very carefully and strictly follow them :

- (i) *This question paper contains **12** questions.*
- (ii) *Questions Number **1 – 4** are of **2** marks. These are Short Answer Type Questions and are to be answered in 30 – 50 words.*
- (iii) *Questions Number **5 – 8** are of **3** marks. These are Short Answer Type Questions and are to be answered in 50 – 80 words.*
- (iv) *Questions Number **9 – 12** are of **5** marks. These are Long Answer Type Questions and are to be answered in 80 – 120 words.*
- (v) *There is no overall choice in the question paper. However, internal choice has been given in **1** question of **3** marks and **2** questions of **5** marks.*
- (vi) *This question paper contains Case / Source Based 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**
- (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**
- (b) (i) Give the meaning of a 'consumer' as per the Consumer Protection Act, 2019.
- (ii) State when can a grievance be directly redressed in 'State Commission' and 'National Commission' by the aggrieved party. 5
10. What is meant by 'Financial Market'? State any four functions of 'Financial Market'. 1+4=5
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'.

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OR

- (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.

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