

ZIET CHANDIGARH
CLASS :- XII
BUSINESS STUDIES
SAMPLE PAPER (2022-23)
MARKING SCHEME, SET-2

MM – 80

TIME : 3 HOURS

| S.NO. | ANSWERS | MARK |
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| 2 | D | 1 |
| 3 | D | 1 |
| 4 | C | 1 |
| 5 | B | 1 |
| 6 | A | 1 |
| 7 | C | 1 |
| 8 | B | 1 |
| 9 | A | 1 |
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| 11 | C | 1 |
| 12 | A | 1 |
| 13 | A | 1 |
| 14 | C | 1 |
| 15 | Key result area | 1 |
| 16 | C | 1 |
| 17 | C | 1 |
| 18 | C | 1 |
| 19 | D | 1 |
| 20 | Call money | 1 |
| 21 | Importance of controlling (Any three): 1. Accomplishing organisational goals: 2. Ensuring Order and discipline: 3. Making efficient use of resources: 4. Improving employee motivation: | 3 |
| 22 | Regulatory Functions of Securities and Exchange Board of India (Any three) 1. Registration of brokers and sub-brokers and other players in the market. 2. Registration of collective investment schemes and Mutual Funds. 3. Regulation of stock brokers, portfolio exchanges, underwriters and merchant bankers and the business in stock exchanges and any other securities market. 4. Regulation of takeover bids by companies. 5. Calling for information by under- taking inspection, conducting enquiries and audits of stock exchanges and intermediaries. 6. Levying fee or other charges for carrying out the purposes of the Act. | 3 |

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| | <p>7. Performing and exercising such power under Securities Contracts (Regulation) Act 1956, as may be delegated by the Government of India</p> <p style="text-align: center;">OR</p> <p>Rate of Return of Investment is $4,00,000/10,00,000 \times 100=40\%$ EBIT after expansion = $40\% \times 15,00,000=6,00,000$ Calculation of EPS Plan 1 Plan 2 EBIT 6,00,000 6,00,000 (-)Interest - 50,000 EBT 6,00,000 5,50,000 (-)Tax(50%) 3,00,000 2,75,000 EAT. 3,00,000 2,75,000 No. Of shares. 15000. 10000 EPS. 20 27.5 The company should use Plan 2 in order to increase the return to the equity shareholders.</p> | |
| 23 | <ul style="list-style-type: none"> • Recruitment i.e., search for qualified people and stimulating them to apply for the job within the organisation. • Prepare job descriptions by analysing jobs, collecting information about jobs etc. • Developing suitable compensation and incentive plans for the employees. • Designing appropriate training and development of employees to foster efficient performance and career growth. | 3 |
| 24 | <ul style="list-style-type: none"> • Judging accuracy of standards: An efficient control system enables management to determine whether the standards set are accurate and objective. This is because it helps to review and revise the standards in light of the changes taking place in the organisation and in the environment. • Ensuring order and discipline: Controlling helps to minimise dishonest behaviour on the part of the employees by keeping a close check on their activities. Thus, it creates an atmosphere of order and discipline in the organisation. | 3 |
| 25 | <p>Rights of a Consumer under the Consumer Protection Act, 2019 (Any four):</p> <ol style="list-style-type: none"> 1. Right to safety: 2. Right to be informed: 3. Right to be choose: 4. Right to be heard: 5. Right to seek redressal: 6. Right to consumer education: <p style="text-align: center;">OR</p> <p>Responsibilities of a Consumer under the Consumer Protection Act, 2019 (Any four):</p> <ol style="list-style-type: none"> 1. Be aware of various goods and services available in the market so that an | 4 |

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| | <p>intelligent and wise choice can be made.</p> <ol style="list-style-type: none"> 2. Buy only standardised goods as they provide quality assurance. 3. Learn about the risks associated with products and services, follow manufacturer's instructions and use the products safely. 4. Read labels carefully so as to have information about prices, net weight, manufacturing and expiry dates, etc. 5. Assert yourself to ensure that you get a fair deal. 6. Be honest in your dealings. Choose only from legal goods and services and discourage unscrupulous practices. 7. Ask for a cash memo on purchase of goods or services. 8. File a complaint in an appropriate consumer forum in case of a shortcoming in the quality of goods purchased or services availed. 9. Form consumer societies which would play an active part in educating consumers 10. Respect the environment. | |
| 26 | <p>Dividend decision: The decision involved here is how much of the profit earned by the company (after paying tax) is to be distributed to the shareholders and how much of it should be retained in the business.</p> <p>Factors affecting Dividend decision: (Any two)</p> <ol style="list-style-type: none"> 1. Amount of Earnings: 2. Growth Opportunity 3. Cash Flow Position: 4. Access to Capital Market: | 4 |
| 27 | <p>Importance of Directing: (Any four)</p> <ol style="list-style-type: none"> 1. Directing helps to initiate action by people in the organisation towards attainment of desired objectives. 2. Directing integrates employees' efforts in the organisation in such a way that every individual effort contributes to the organisational performance. 3. Directing guides employees to fully realise their potential and capabilities by motivating and providing effective leadership. 4. Directing facilitates introduction of needed changes in the organisation. 5. Effective directing helps to bring stability and balance in the organisation since it fosters cooperation and commitment among the people and helps to achieve balance among various groups, activities and the departments. <p style="text-align: center;">OR</p> <p>Leadership indicates the ability of an individual to maintain good interpersonal relations with followers and motivate them to contribute for achieving organisational objectives.</p> <p>Styles of leadership:</p> <ol style="list-style-type: none"> (I) Autocratic or Authoritarian leader (ii) Democratic or Participative leader (iii) Laissez faire or Free-rein leader | 4 |
| 28 | <p>Two sources of internal recruitment:</p> <ol style="list-style-type: none"> 1. Promotion | 4 |

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| | <p>2. Transfer</p> <p style="text-align: center;">OR</p> <p>(a). Selection Steps in the process of selection discussed: 1. Preliminary Screening. 2. Selection Tests. 3. Employment interview</p> <p>(b). Next two steps: 1. Reference and background checks - 2. Selection Decision- 3. Medical Examination-</p> | |
| 29 | <ol style="list-style-type: none"> i. Determining the objectives of the organisation: Their basic task is to integrate diverse elements and coordinate the activities of different departments according to the overall organisational objectives. ii. Welfare and survival of organization: These top-level managers are responsible for the welfare and survival of organisation. iii. Analyze business environment: They analyze the business environment and its implication for the survival of the firm. iv. Formulate organisational goals and strategies: They formulate overall organisational goals and strategies for their achievement. | 4 |
| 30 | <p>Business environment is the sum total of all individuals, institutions and other forces like customers, competitors, suppliers, distributors, industry trends, substitutes, regulations government activities, social and cultural factors that are outside the control of the business enterprise but may affect its performance.</p> <p>Features of business environment are:</p> <p>Dynamic nature Business environment is dynamic as it keeps on changing. It is not static and its components are highly flexible, e.g. technological improvements, increase in competition, etc.</p> <p>Uncertainty Business environment is uncertain as it is difficult to predict future happenings when environment changes are taking place frequently</p> | 4 |
| 31 | <p>Division of Work Discipline Subordination of individual interests to general.</p> <p style="text-align: center;">OR</p> <p>The technique of Scientific Management which is used here is Functional Foremanship. The benefit will be that every worker cannot have all the qualities like intelligence, special knowledge, energy, honesty, etc. Individually each of the functional foremen like gang boss, speed boss, etc. will look after all these qualities. The principle of Fayol which will be violated here will be principle of 'Unity of Command'</p> | 6 |
| 32 | <ol style="list-style-type: none"> 1. Importance of planning <ol style="list-style-type: none"> 1. Reduces the risk of uncertainty 2. Avoiding overlapping and wasteful activities 2. limitation of planning | 6 |

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| | <p>1. Planning may not work in a dynamic environment</p> <p style="text-align: center;">OR</p> <p>2. Planning is a primary function: “... without good planning he will not be able to organise, direct, control or perform any of the other managerial functions efficiently and effectively. “</p> <p>3. Planning is futuristic: “Only on the basis of sales forecasting, he would assist in the preparation of the annual plans for its production and sales.”</p> <p>4. Planning is continuous “Besides, he will have to prepare sales plans regularly on weekly, monthly, quarterly and half yearly basis.”</p> <p>5. Planning is a mental exercise: “While preparing the sales forecasts, he undertakes intellectual thinking involving foresight, visualisation and issued judgement rather than wishful thinking or guess work.”</p> <p>6. Planning focuses on achieving objectives “Most importantly, all these planning activities will be meaningful only if they will coincide with the purpose for which the business is being carried out.”</p> | |
| 33 | <p>1. The step of organizing process which has not been carried out properly and contributed to this problem is Assignment of duties. Assignment of Duties:</p> <p>2. The two steps of the organizing process which have been taken by Kanaputti to respond to the complaint of Ramdas are listed below:</p> <ul style="list-style-type: none"> ○ Assigning the duties ○ Establishing reporting relationship. <p>3. The two points of importance of organizing as reflected in the above case are described below:</p> <ul style="list-style-type: none"> ○ Optimum utilization of resources: ○ Adaptation to change: | 6 |
| 34 | <ul style="list-style-type: none"> • Gathering and analyzing market information: • Standardisation and grading: • Branding: | 6 |

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- Chapter Reconstitution of a Partnership Firm
Admission of a Partner
- Chapter Issue and Redemption of Debentures
- Chapter Financial Statements of a Company
- Chapter Dissolution of Partnership Firm
- Chapter Cash Flow Statements
- Chapter Analysis of Financial Statements
- Chapter Accounting Ratios
- Chapter Accounting for Share Capital

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- ❓ Chapter Planning
- ❓ Chapter Organising
- ❓ Chapter Nature And Significance Of Management
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- ❓ **Chapter Entrepreneurship Development** (Deleted 2023-24)
- ❓ Chapter Directing
- ❓ Chapter Controlling
- ❓ **Chapter Consumer Protection** (Deleted 2023-24)
- ❓ Chapter Business Environment

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- Chapter : The Theory Of The Firm Under Perfect Competition
- Chapter : Production And Costs

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- **Chapter : Non Competitive Markets** (Deleted 2023-24)
- Chapter : Market Equilibrium
- Chapter : Introduction To Microeconomics

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- 🔗 Chapter Algebra of Matrices I
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- 🔗 Chapter Application of Derivatives
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- 🔗 Chapter Determinants
- 🔗 Chapter Differential Equations
- 🔗 Chapter Integrals
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- 🔗 Chapter Probability
- 🔗 Chapter Relations and Functions
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- Chapter Nuclei
- Chapter Moving charges and magnetism II
- Chapter Moving charges and magnetism I
- Chapter Magnetism and Matter
- Chapter Ray Optics and Optical Instruments II
- Chapter Ray Optics and Optical Instruments I
- Chapter Electrostatic potential and capacitance II
- Chapter Electrostatic potential and capacitance I
- Chapter Electromagnetic Waves
- Chapter Electromagnetic Induction
- Chapter Electric Charges and Fields
- Chapter Dual Nature of Radiation and Matter
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- Chapter Alternating current II

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| Hindi Core  Click to Join | Home Science  Click to Join | Sanskrit  Click to Join | Psychology  Click to Join |
| Political Science  Click to Join | Painting  Click to Join | Vocal Music  Click to Join | Comp. Science  Click to Join |
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