

PRINCIPAL SAAB

Periodic Assessment 1 (PA-1) — Sample Paper**Class XII | Business Studies (054) | Periodic Assessment 1 | Session 2026-27****Time: 40 minutes | Maximum Marks: 25 | Question Paper**

This is a Periodic Assessment (PA-1) style practice paper for Class 12 Business Studies, covering Chapter 1 (Nature and Significance of Management), Chapter 2 (Principles of Management) and Chapter 3 (Business Environment). Time: 40 minutes. Maximum Marks: 25. Every question is tagged with its chapter (Ch 1, Ch 2 or Ch 3) so you can skip chapters your school has not covered yet.

Periodic Assessment pattern — school pattern se thoda alag ho sakta hai.

Section A — Multiple Choice Questions (1 mark each)

- Q1. [Ch 1] Which of the following best describes "coordination" in management?(A) A separate function performed only by top management(B) The force that integrates all other managerial functions to achieve unity of action(C) A principle applicable only in large organisations(D) A one-time activity done only at the planning stage
- Q2. [Ch 1] A production supervisor spends most of the working day directly guiding and supervising workers on the shop floor. This supervisor belongs to which level of management?(A) Top level(B) Middle level(C) Lower / operational level(D) Board level
- Q3. [Ch 2] Which principle of Fayol states that there should be one plan of action for a group of activities having the same objective?(A) Unity of command(B) Unity of direction(C) Division of work(D) Esprit de corps
- Q4. [Ch 2] Taylor's "differential piece wage" system is designed mainly to:(A) Reduce physical fatigue among workers(B) Reward efficient workers with a higher rate per piece and pay inefficient workers a lower rate(C) Standardise tools and equipment(D) Separate planning work from execution work
- Q5. [Ch 3] A clothing brand changes its advertising because young customers are increasingly choosing sustainable, eco-friendly fabrics. Which dimension of the business environment does this illustrate?(A) Economic environment(B) Social environment(C) Legal environment(D) Political environment

Section B — Very Short Answer Questions (2 marks each)

- Q6. [Ch 1] State two objectives of management.
- Q7. [Ch 1] What is meant by "management as a profession"? State one reason management does not fully satisfy the criteria of a profession.
- Q8. [Ch 2] State any two points of difference between a principle of management and a technique of management.
- Q9. [Ch 3] State two features of business environment.

Section C — Short Answer Questions (3 marks each)

- Q10. [Ch 1] Briefly explain the three levels of management and one key responsibility of each level.
- Q11. [Ch 2] Explain any three principles of management given by Fayol, with one short example for each.
- Q12. [Ch 3] Explain any three dimensions of business environment, with one example for each.

Section D — Case Study / Application Question (3 marks)

- Q13. [Ch 3] Read the case below and answer the questions that follow.

Rina runs a small ready-to-wear garment business in Jaipur. When the government announced a sudden nationwide lockdown, her showroom sales fell to almost zero. She quickly noticed that more customers were shopping online, so within two months she built a WhatsApp catalogue, opened a small online store, and tied up with a local courier service. By the next year, this online channel had become her biggest source of revenue.

- Identify the dimension of business environment mainly responsible for the sudden drop in Rina's showroom sales. (1)
- Name the feature of business environment illustrated by the fact that this change happened suddenly and could not be predicted precisely in advance. (1)
- State one dimension of business environment reflected in Rina's decision to adopt WhatsApp and online selling tools. (1)

For the full concept notes behind this paper, see Nature and Significance of Management — Class 12 Notes and Principles of Management — Class 12 Notes. (The Business Environment notes page is still being finalised and will be linked here once it is published.)

Kaizen: One small, honest 40-minute practice paper today is worth more than one long cram session the night before the test. Do a little every day, check your own answers, and the marks take care of themselves.