



DELHI PUBLIC SCHOOL

SAIL TOWNSHIP, RANCHI
PRE- BOARD-II EXAMINATION (2017-18)

Class:-XII
Time- 3 Hrs.

Subject:- Biology
M.M-70

General Instructions:-

1. There are a total of 26 questions and five sections in the question paper. All questions are compulsory.
2. Section A contains question number 1 - 5 of one mark each.
3. Section B contains question number 6 -10 of two marks each.
4. Section C contains question number 11 -22 of three marks each.
5. Section D contains question number 23 , value based question of four marks.
6. Section E contains question number 24 - 26 of 5 marks each.
7. There is no overall choice in the question paper, however, an internal choice is provided in one question of two marks, one question of three marks and all three question of 5 marks.
8. Wherever necessary a labelled diagram should be neatly drawn.

Section-A

- Q.1 Mention the two key concepts of Darwinism.
- Q.2 What is meant by 'Standing crop'?
- Q.3 Why are cattle and goats not seen browsing on calotropis growing in the fields?
- Q.4 Name the gas and the bacteria which causes large holes in 'Swiss cheese'.
- Q.5 Name two causative agent of pneumonia.

Section - B

- Q.6 Why is it that transcription and translation can be coupled in prokaryotic cells but not in eukaryotic cells?

OR

Structural genes may be monocistronic or polycistronic. Bring out the differences between the two.

- Q.7 Differentiate :-
- (a) True fruit and parthenocarpic fruit.
- (b) Perisperm and pericarp
- Q.8 Why both the strands of DNA is not copied during the process of transcription? Give two reasons.
- Q.9 Give two reasons why tropics have greater biological diversity than temperate regions.
- Q.10 (a) What is biofortification?
- (b) Name the wheat variety which has high protein content and has been used as donor for improving cultivated wheat.

Section - C

- Q.11 Why are haemophilia and colour blindness usually seen in human males? Can women also develop these disorder? Explain?
- Q.12 Differentiate between divergent and convergent evolution. Give one example of each.
- Q.13 (a) List any four characteristic of an ideal contraceptive devices.
(b) Name two intrauterine contraceptive devices that affects the motility of sperms.
- Q.14 (a) Write the two limitations of traditional breeding technique that led to promotion of micro propagation.
(b) Mention two advantages of micro propagation.
(c) Give two examples where it is commercially adopted.

OR

Differentiate between primary and secondary succession. Provide one example each.

- Q.15 Draw a flow chart to depict the multiplication of an HIV virus in a host cell.
- Q.16 What is a test cross? How can it decipher the heterozygosity of a plant?
- Q.17 (a) What do 'Y' and 'B' stand for in 'YAC' and 'BAC' used in Human Genome Project (HGP). Mention their role in the project.
(b) Write the percentage of the total human genome that codes for proteins and the percentage of discovered genes whose functions are known as observed during HGP.
(c) Expand 'SNPs' identified by scientists in HGP.
- Q.18 (a) Name the stage of the human embryo that gets implanted in the uterus and draw its labelled diagram.
(b) Where do the signal of parturition originate from in humans?
(c) Why is it important to feed the new born babies on colostrum?
- Q.19 Explain the different steps involved in sewage treatment before it can be released into natural water bodies.
- Q.20 (a) Name the selectable markers in the cloning vector P^{BR322} ? Mention the role they play.
(b) Why is the coding sequence of an enzyme B- galactosidase a preferred selectable marker in comparison to the ones named above?
- Q.21 The sacred grooves of Aravalli Hills and Ooty botanical garden both aim at biodiversity conservation. How do they differ in their approaches? Explain.
- Q.22 State the conditions when 'genetic code' is said to be
(a) degenerate (b) unambiguous and specific (c) universal.

Section - D

- Q.23 Arun's father smokes cigarettes sitting in the main hall, while watching T.V. But Arun insists that he smokes outside the house in the lawn and also slowly gives up smoking as it is harmful for health.
- (a) Do you agree with Arun that his father must smoke outside his house? Give reason for your answer.
(b) Why does Arun insist his father to give up smoking? Give reasons?
(c) How can you help in creating awareness that smoking is injurious to health?

Section - E

- Q.24 (a) Name the two growth models that represent population growth and draw the respective growth curves they represent.
- (b) State the basis for the difference in the shape of these curves.
- (c) Which one of the curves represent the human population growth at present? Do you think such a curve is sustainable?

OR

- (a) Taking an example of a small pond explain how the four components of an ecosystem function as a unit.
- (b) Name the type of food chain that exists in a pond.

- Q.25 (a) With a neat labelled diagram, describe the parts of a typical angiosperm oval.
- (b) What are chasmogamous flowers? Can cross pollination occur in clistogamous flower? Give reasons for your answers.

OR

- (a) Explain the menstrual phase in a human female. State the levels of ovarian and pituitary hormones during this phase.
- (b) Why is follicular phase in the menstrual cycle also referred as proliferative phase? Explain.
- (c) Explain the events that occur in a graafian follicle at the time of ovulation and thereafter.
- (d) Draw a graafian follicle and label antrum and secondary oocyte.
- Q.26 (a) Describe the series of experiments of F. Griffith. Comment on the significance of the results obtained.
- (b) State the contribution of Macleod, Mc Carty and Avery.

OR

- (a) Show only schematically the 'lac' operon in the 'switched on' position.
- (b) How did Meselson and Stahl prove experimentally that DNA replication is semi-conservative?



DELHI PUBLIC SCHOOL

SAIL TOWNSHIP, RANCHI

PRE- BOARD-II EXAMINATION (2017-18)

Class:-XII
Time- 3 Hrs.

Subject:- Engineering Graphics
M.M-70

General Instructions:-

Attempt all the questions. Use both sides of the drawing sheet, if necessary. All dimensions are in millimeters. Missing and mismatching dimensions, if any, may be suitably assumed. Follow the SP : 46-2003 revised codes (with first angle method of projection). In no view of question 2, Hidden edges or lines are to be shown in views without section.

Q.1 Answer the following Multiple Choice Questions. Print the correct choice on your drawing sheet. [5x1=5]

- (i) Gib head, rectangular and woodruff are type of -
(a) gears (b) key (c) bearings (d) cotter joints
- (ii) How much taper is generally provided in the width of a cotter?
(a) 1:3 (b) 1:10 (c) 1:30
- (iii) What is the purpose of oil hole in a Bushed Bearing?
(a) to provide clearance
(b) to pour oil which reduce the friction between the shaft and the bush
(c) None of these
- (iv) Which one of the following is represented by thin chain lines?
(a) Centre Line (b) Extension Line (c) Visible Line (d) None of these
- (v) Which of the following is represent by thin continuous lines?
(a) hidden (b) centre (c) hatching lines (d) None of these

- Q.2 (i) Construct an isometric scale. - [4]
- (ii) An inverted Pentagonal Pyramid (base side 30 mm and axis height 60 mm) is kept with its axis perpendicular to H.P. Draw its isometric Projection. Show the axis and indicate the direction of viewing. Give all dimensions. [7]
- (iii) A horizontal square prism (side of square 40 mm, length of the prism 70 mm) having it's square face parallel to V.P. It is resting centrally with one of it's rectangular faces on the top circular face of a cylindrical disc (base diameter 90 mm, height 25 mm). Draw the isometric projection of the combination of solids Show the axis of each solid. Indicate the direction of viewing. Give all the dimensions. [13]

OR

A hemi-sphere of 50 mm diameter is centrally placed of it's base on the top hexagonal prism of base side 40 mm, height 55 mm. Base side parallel to V.P. It is resting on the ground of it's base. Common axis perpendicular to the H.P. Draw the isometric projections. Give all the dimensions. Show the direction from viewing.

- Q.3 (i) Draw to scale 1:1 the standard profile of “knuckle thread” taking enlarged pitch 40 mm. Give standard dimensions. [8]

OR

Keep the axis parallel to V.P. and H.P. draw to scale 1:1 , front view and side view of a “Tee headed bolt” of diameter 20 mm. Give standard dimensions.

- (ii) Sketch freehand front view and top view of “socket head screw” of size M20. Keep the axis perpendicular to H.P. Give standard dimensions. [5]

OR

Sketch freehand front view and top view of square nut of 20 mm diameter. Give standard dimension.

- Q.4 Fig-I , show the details of different parts of a “ Gib and cotter joint”. Assemble all the parts correctly and draw the following views to scale 1:1,

(a) Front view upper half in section - [14]

(b) Side view from left - [8]

Give 6 important dimensions. Write the title. Draw projection symbol and scale used. [6]

OR

Fig - 2 , Assemble the parts “ Solid Web Cast Iron Pulley”. Disassemble these parts and draw to scale 1:1

(a) Front view upper half section of pulley - [8]

(b) Side view from right - [8]

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(c) Front view - [3]

(d) Side view from right - [3]

Print the title of both and scale used. Draw the projection symbol. Give 6 important dimensions. [6]



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SAIL TOWNSHIP, RANCHI

PRE- BOARD-II EXAMINATION (2017-18)

Class:-XII

Time- 3 Hrs.

Subject:- Business Studies

M.M-80

General Instruction:-

- (i) Answer to questions carrying 1 marks may be from one word to one sentence.
- (ii) Answer to questions carrying 3 marks may be from 50-75 words.
- (iii) Answer to questions carrying 4-5 marks may be about 150 words.
- (iv) Answers to questions carrying 6 marks may be about 200 words.

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- Q.1 Name the process which provides the requisite amount quantity, timing and sequence of efforts and ensures that planned objectives are achieved with a minimum of conflict. [1]
- Q.2 Each and every individual. Working in an organization is directly or indirectly involved in Planning. Name the feature of planning. [1]
- Q.3 What stimulates an individual's drives? [1]
- Q.4 Name the concept which determines the levels of Management in the organization structure. Define the concept. [1]
- Q.5 Amit is running an "advertising agency" and earning a lot by providing this service to big Industries State whether the working capital requirement of the firm will be "less or more". Give reason in support of your answer. [1]
- Q.6 Delta Cables Ltd earned a Net Profit – of Rs. 50 crores. Atul the finance manager of Delta Cables wants to decide how to appropriate these profits which financial decision will help him in deciding this? [1]
- Q.7 Which Act seeks to protect and safeguard and reliefs for goods which do not comply with conditions or warranties. [1]
- Q.8 Name the Authority that issues Treasury bills. [1]
- Q.9 Neha runs a factory where in she manufactures shoes. The business has been doing well and She intends to expand by diversifying into leather bags as well as western Formal wear thereby making her company a complete provider of corporate wear. This will enable her to market her business unit as one stop for working women which type of structure would you recommend for her expanded organization and why? [3]
- Q.10 Identify the type of Leadership a leader has adopted in the following situation and explain.
(i) Mr. Ramakant sits in his room and sends emails to all his subordinates regarding what they must do. He also directs the way to do the assigned work.

(ii) The entire staff in the Accounts Department of Ez – Life Ltd comes late to the office. They work at their convenience and never stress about deadlines. Reason for this kind of behaviour is their boss Mr. Nikhil Chintamani. He does not believe in regular reporting or meeting deadlines. He feels every employee has the competence to complete the assigned job. There is no need for instruction or guidance. [3]

Q.11 “Adwitiya” is a company enjoying market leadership in the food brand segment. Its portfolio includes three categories in the food segment namely snack food, Juices and confectionary, keeping in line with the growing demand for packaged food it now plans to introduce Ready – To- Eat – Foods. Therefore the company has planned to undertake Investment of nearly Rs. 450 crores for its new line of business. As per the current financial report the interest coverage ratio of the company and return on investment is higher. Moreover the corporate tax rate is high.

In context of the above case:

(a) As a financial manager of the company which source of finance will you opt for debt or equity to raise the required amount of capital? Explain by giving any two suitable reasons in support of your answer.

(b) Why are the shareholder’s of the company like to gain from the issue of debt by the company? [3]

Q.12 Apple Inc is about to launch its new i-phone. Name the Department which will plan the launch. What activities it will perform before the launch. [3]

Q.13 State the basic conditions an individual must fulfill to be able to ask for relief from business firm or file a complaint against defective products or deficient services. [3]

Q.14 Postage stamps have been unveiled to commemorate 140 years of existence of the country’s first Stock Exchange the Bombay Stock Exchange (BSE). The setting of BSE is considered to be the greatest revolution that took place in the Financial Markets in India as it acts as a key driver for economic growth of the country. This is due to the fact that there exists a strong correlation between economic growth and capital accumulation.

In the context of the above case.

(a) Identify the dimensions of Business Environment of India being referred here.

(b) State any three factors which broadly affect the dimensions of business Environment of India as identified in part (a) of the questions. [4]

Q.15 Most Government across the world have banned smoking in Public Places. But we still see people smoking all over the places.

(a) State the type of plan formulated by government.

(b) Identify the values the government wants to put in place.

(c) State the values , which people ignore or violate while smoking in public place. [4]

Q.16 Discuss Maslow’s . Need Hierarchy theory of motivation and enumerate the assumptions on which these needs are based. [4]

Q.17 Rupali intends to start enterprises that produce chocolates. She used social media and online survey etc. Thereafter she prepared a detailed SWOT (analysis) of her enterprises to devise a strategy that will give her an edge over the competitors. Based on her analysis of the market , she decided to launch. Sesame and Jaggery based chocolates relatively at lower level in the beginning and later on as the demand picks up she may revise the prices. In Context of the above case:

- (a) Identify the element of the marketing mix being taken into consideration by Rupali.
- (b) Explain briefly the functions of marketing highlighted here.
- (c) Do you think she has selected an appropriate brand name for her product? Why or why not?
Give a reason for your answer in support of your answer. [4]

Q.18 State the first four steps which are involved in the screen based trading for buying and selling of securities in the Secondary Market. [4]

Q.19 Ajay was appointed as a marketing head of 'Alfa Enterprises.' Manufacturers of tooth the paste and tooth brushes. His target sale was 2000 units a month. Apart from thinking about various channels of distribution to achieve the target he himself started visiting schools in backward areas. He found that even after taking various steps and counseling , some school children had not started brushing their teeth . He investigated and found that they could not afford to buy toothbrush and toothpaste. So with due permission he started donating 200 toothbrushes and toothpaste every month to the school.

- (i) Identify the channel of distribution "Ajay" would adopt for distribution of toothpaste and justify it by giving one reason.
- (ii) State any two values which Ajay wants to communicate to the society. [4]

Q.20 Anju and Manju are good friends, considering the fact that the activities involved in management of the enterprise are common to all organizations, after completing their masters in business management, both of them take up a job at managerial level in different organizations as per their individual areas of interest. Anju takes up a Marketing job in a retail company and strives to increase sales, whereas Manju Joins an NGO and works diligently to realize its objectives related to providing employment to specially abled persons. Both of them have to perform a series of continuous, composite, but separate functions on some days 'Anju may' spend more time in planning a future display layout and on another day she may spend time in sorting out an employee's problem both Anju and Manju make conscious efforts to build a feeling of team sprit and co-ordination among diverse individuals with different needs who work under them. The effect of their Management is noticeable in their respective department as the targets are met according to plans , employees are happy and satisfied and there is orderliness in its functioning rather than chaos.

In context of the above case:

Identify the various features of Managements highlighted in the above paragraph by quoting lines from it. [5]

Q.21 Manish is engaged in the business of garments manufacturing. Generally he sells his garment in Delhi Identify the working capital requirement of Manish giving reasons in support of your answer. Further Manish wants to expand and diversity his Garment business. Explain any two factors that will affect his fixed capital requirements. [5]

Q.22 “Planning is looking ahead and controlling is looking back” comment. [5]

Q.23 Explain the technique of “Functional Foremanship” and concept of “Mental Revolution” as enunciated by Taylor. [6]

Q.24 Sudhir is working as a purchase manager in a power sector company. All his subordinates hold him in high regard for his exceptional managerial skills. On one hand as a manager, he is a tough task master and expects strict compliance to the organisational rules and procedures from his subordinates on the other hand , he makes conscious efforts to develop rapport with them during lunch break in the cafeteria. Many a times these interactions help him to get an insight into the views and opinions of his team members about the policies of the organization.

In the context of the above case: [6]

(a) Identify and explain the two types of organisations discussed in the above para.

(b) State any three difference between the types of organizations as identified in part (a) of the question.

Q.25 Explain the following methods of off the Job Training Methods.

(a) Induction training

(b) Vestibule training

(c) Programmed instruction

(d) Computer Modelling .

[6]



DELHI PUBLIC SCHOOL

SAIL TOWNSHIP, RANCHI PRE- BOARD-II EXAMINATION (2017-18)

Class:-XII
Time- 3 Hrs.

Subject:- Chemistry
M.M-70

General Instructions:-

1. All questions are compulsory.
2. Question 1 to 5 are very short answer questions and carry 1 mark each. Question 6 to 10 carry 2 marks each. Questions Number 11 to 22 carry 3 marks each Question Number 23 carry 4 marks Question Number 24 to 26 carry 5 marks each.

- Q.1 How is sol different from emulsion? [1]
- Q.2 Arrange the following in the order of increasing bond dissociation enthalpy
 F_2, Cl_2, Br_2, I_2 [1]
- Q.3 Why aldehydes are more reactive than ketone towards nucleophile? [1]
- Q.4 Convert phenol to aspirin. [1]
- Q.5 Why does white ZnO (s) becomes yellow on heating. [1]
- Q.6 What is meant by hydroboration-oxidation reaction? Illustrate with example. [2]
- Q.7 Explain why both N and Bi do not form pentahalides while phosphorous does? [2]
- Q.8 An element with molar mass $2.7 \times 10^{-2} \text{ kg mol}^{-1}$ forms a cubic unit cell with edge length 405 pm. If the density is $2.7 \times 10^3 \text{ kg m}^{-3}$, what is the nature of the cubic unit cell? [2]

OR

Lithium metal crystal has body centred cubic structure. Its density is 0.53 g cm^{-3} and its molar mass is 6.94 g mol^{-1} . Calculate the volume of a unit cell of lithium metal.

- Q.9 Explain the following observations:
- (i) H_2S is less acidic than H_2Te
 - (ii) Ne is not particularly reactive [2]
- Q.10 The rate constant for a first order reaction is 60 sec^{-1} . How much time will it take to reduce the initial concentration of the reactant to its $1/16^{\text{th}}$ value. [2]
- Q.11 Explain (a) Pseudo first order reaction
- (b) Threshold energy
 - (c) Molecularity of a reaction [3]
- Q.12 (a) What happens when (i) Orthophosphorous acid is heated (ii) X_eF_6 undergoes complete hydrolysis?
- (b) Why is HF acid stored in wax coated glass bottles? [3]

- Q.13 (i) A coordination compound with molecular formula $\text{CrCl}_3 \cdot 4\text{H}_2\text{O}$ precipitates one mole of AgCl with AgNO_3 solution. Its molar conductivity is found to be equivalent to two ions. What is the structural formula and name of the compound?
- (ii) On the basis of crystal field theory, write the electronic configuration for d^4 ion if $\Delta_o > P$
- (iii) Write the hybridisation and shape of $[\text{CoF}_6]^{3-}$ [3]

OR

Explain the following cases by giving appropriate reasons:

- (i) $[\text{Co}(\text{NH}_3)_6]^{3+}$ is an inner orbital complex where as $[\text{Ni}(\text{NH}_3)_6]^{2+}$ is an outer orbital complex.
- (ii) The molecular shape of $[\text{Ni}(\text{CO})_4]$ is not the same as that of $[\text{Ni}(\text{CN})_4]^{2-}$
- (iii) $\text{CuSO}_4 \cdot 5\text{H}_2\text{O}$ is blue in colour while CuSO_4 is colourless. Why?
- Q.14 An aromatic compound A on treatment with aqueous ammonia on heating forms a compound B, which on heating with Br_2 and KOH forms a compound C of molecular formula $\text{C}_6\text{H}_7\text{N}$. Write the structure, explain the reaction and IUPAC names of compound A, B, and C. [3]
- Q.15 Calculate the efficiency of packing in case of metal crystal for body centred cubic. [3]
- Q.16 (i) What is the difference between fibrous protein and globular proteins? [3]
- (ii) What happens when glucose react with
- (a) Br_2 water (b) HI
- Q.17 (i) Write the mechanism of the following reaction [3]
- $$\text{C}_2\text{H}_5\text{OH} \xrightarrow[413 \text{ K}]{\text{Conc H}_2\text{SO}_4} \text{C}_2\text{H}_5 - \text{O} - \text{C}_2\text{H}_5 + \text{H}_2\text{O}$$
- (ii) Explain, why propanol has higher boiling point than that of butane.
- Q.18 (i) What is the role of cryolite in metallurgy of aluminium?
- (ii) Although thermodynamically feasible, in practice, magnesium metal is not used for reduction of alumina in the metallurgy of aluminium. Why?
- (iii) Explain: Zone refining method. [3]
- Q.19 (i) Between sodium hydrogen carbonate and magnesium hydroxide which is better antacid and why?
- (ii) Why do paracetamol preferred over aspirin?
- (iii) Explain broad spectrum antibiotic with example. [3]
- Q.20 (i) Allyl chloride can be distinguished from Vinyl chloride by NaOH and silver nitrate test. Comment.
- (ii) Alkyl halide reacts with Lithium aluminium hydride to give alkane. Name the attacking reagent which will bring out this change.
- (iii) Chloroform is stored in dark bottle, why? [3]

Q21. (i) Explain the terms

- (a) Electrophoresis (b) Coagulation

(ii) What happens when persistent dialysis of a colloidal sol is carried out? [3]

Q.22 Calculate emf of the following cell at 298 K



Given ; $E^\circ\text{Cr}^{3+}/\text{Cr} = -0.74\text{ V}$, $E^\circ\text{Fe}^{2+}/\text{Fe} = -0.44\text{ V}$ [3]

Q.23 A large number of polymers are quite resistant to the environmental degradation processes and are thus responsible for the accumulation of polymeric solid waste materials. These solid wastes remain integrated for a quite long time and cause environmental problems. Due to this, certain new biodegradable synthetic polymers have been designed and developed. These polymers contain functional groups similar to the functional groups present in biopolymer.

Answer the following questions based on the above passage :-

- (i) Name one biodegradable synthetic polymer and also mention the name of monomers.
(ii) Name the chemical substance present in cotton, jute and rayon fibre.
(iii) What are the monomer units of Bakelite?
(iv) What values do you get from this passage? [4]

Q.24 (i) State Henry's Law. What is the significance of K_H ?

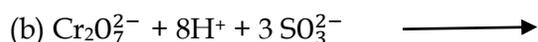
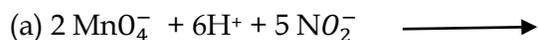
(ii) 2 g of benzoic acid ($\text{C}_6\text{H}_5\text{COOH}$) dissolve in 25 g of benzene shows a depression in freezing point equal to 1.62 K. Molal depression constant for benzene is 4.9 K kg mol^{-1} . What is the percentage association of acid if it forms dimer in solution? [5]

OR

(i) Define Reverse Osmosis . Give one use of it.

(ii) Two elements A and B form compounds having molecular formula AB_2 and AB_4 . When dissolved in 20 g of benzene (C_6H_6) , 1 g of AB_2 lowers the freezing point by 2.3 K where as 1.0 g of AB_4 lower it by 1.3 K. The molal depression constant for benzene is 5.1 K kg mol^{-1} . Calculate the atomic mass of A and B.

Q.25 (i) Complete the following equation [5]



(ii) Account for the following

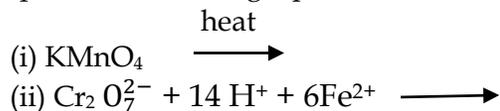
- (a) Cd^{2+} salts are white in colour.
(b) The metallic radii of third (5d) series of transition metals are virtually the same as those of the corresponding group member of second (4d) series.
(c) Many of the transition elements are known to form interstitial compounds.

OR

Account for the following :

- (a) (i) Eu^{2+} is strong reducing agent
(ii) Transition metals form coloured compounds.
(iii) Zn has lowest enthalpy of atomization

(b) Complete the following equations:

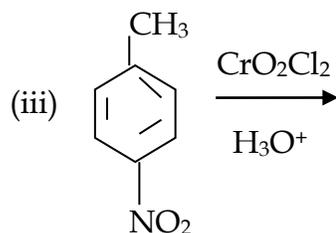
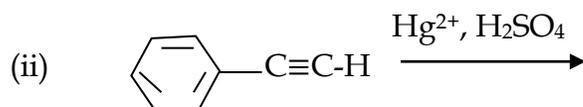


Q.26 (a) Give chemical test to distinguish between

[5]

- (i) Formic acid and Acetic acid.
(ii) Benzophenone and Acetophenone .

(b) Write the structures of the main products of following reactions:



OR

(a) How will you convert the following:

- (i) Ethanol to 3-Hydroxybutanal
(ii) Propanone to 2-methylpropan-2-ol
(iii) Phenol to benzoquinone

(b) Illustrate the following reactions giving suitable example for each of the following:

- (i) Crossaldol Condensation
(ii) HVZ reaction



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SAIL TOWNSHIP, RANCHI

PRE- BOARD-II EXAMINATION (2017-18)

Class:-XII
Time- 3 Hrs.

Subject:- Entrepreneurship
M.M-70

General Instructions:-

1. All questions are compulsory.
2. There are 24 questions in all.
3. Marks for each question are indicated against it.
4. Questions No. 1 to 5 are very short answer type questions, carrying 1 mark each.
5. Questions No. 6 to 10 are short answer type questions carrying 2 marks each.
6. Questions No.- 11 to 17 are Long Answer – I type questions, carrying 3 marks each.
7. Questions No. – 18 to 21 are Long Answer – II type questions, carrying 4 marks each.
8. Questions No. – 22 to 24 are Essay type questions , carrying 6 marks each.
9. Answer should be brief and to the point.

- Q.1 Air India is planning to expand its flights to Pakistan and Afganistan over the next five years. Enumerate any two political factors that it should consider as per the 'PESTEL MODEL' for the same. [1]
- Q.2 Pranav was working with Hemanth, a new entrepreneur, as a production manager. To achieve the objectives, he issues necessary orders and guidelines to his subordinates pertaining to work and they give practical shape to the production plan . Identity and state the element being discussed above which is related to one of the components of a 'Business Plan'. [1]
- Q.3 List any two Public Relation Tools. [1]
- Q.4 Pareto's law has given the basis for a control technique. Identify and name it. [1]
- Q.5 Explain 'offer for sale' as one of the methods of floatation of securities in primary market. [1]
- Q.6 Differentiate between standardized product and customized product, on the basis of meaning and suitable channel of distribution. [2]
- Q.7 Priya has completed her B.Tech in Textile designing. She wants to start a readymade garments manufacturing unit. She wants to manufacture trendy garments for children below the age of one year. She approached a popular trend spotter to help her with the same. The trend spotter demanded Rs. 2,00,000 from Priya to help her. Looking at the high fees demanded, she decided to do the trend spotting by herself. She decided to identify the trend by talking to the parents of the newly born. Explain the method that Priya adopted to spot the trend. [2]

Q.8 Saransh’s father owned a small piece of agricultural land in Chaksu, around 60 km, away from Jaipur. During one of his visit to Jaipur to sell ‘wheat’ in Mandi, Saransh happened to visit a “ flower show” and was surprised to see the response and interest of people for it. Back home he, decided to convert his agricultural land into a Botanical Garden, to be used, both for growing flowers for sale and organizing flower shows:

(i) Identify the frame of reference used by Saransh for this idea generation.

(ii) List the various sources of the identified concept. [2]

Q.9 Before operationalisation of a Hindu Undivided Family Business, its Karta has to fulfill certain legal formalities . Explain any two such legal formalities. [2]

Q.10 State any two points of importance of stock-exchange from the view point of entrepreneurs. [2]

Q.11 ‘Jarata Foods Ltd’ is a restaurant situated on a national highway near Hyderabad. The following figures have been extracted from the books of Janata Foods Ltd. [3]

	Rs.
Stock of Raw Materials	1,50,000
Short –Term loans	1,83,000
Trade Creditors	96,000
Trade Debtors	2,25,000
Dividend Payable	1,50,000
Tax Payable	1,32,000
Short – Term Investments	2,28,000

From the above information , calculation the following :

(a) Gross working capital.

(b) Net working capital.

Q.12 What is meant by ‘Problem identification ‘? State any four uses of it and also give an example. [3]

Q.13 Name any three central level financing institutions and explain how they support entrepreneurs. [3]

Q.14 Bob, Panny, Honey and Lily were childhood friends. They studied together till class XII. Bob and Panny became doctors and Honey and Lilly became Engineers. All of them had good earnings. They were creative and innovative and wanted to start a business. Bob and Panny gave an idea to manufacture a machine which would help the surgeons in doing surgery without much blood loss. Honey and Lilly agreed to it, but they were short of capital. They estimated that approximately Rs. 2 crores would be required to finance the project, which would be collected by them from their friends and relatives. They also wanted that their private properties should not be used to pay off the liabilities of the business.

(i) Considering the above facts suggest the suitable ‘type of business organisation’ to be formed.

(ii) State any two privileges of this type of business organisation. [3]

Q.15 “Personal Selling is a better method of sales promotion than advertising”. How? Explain with help of any three points. [3]

- Q.16 Sunil started a shoe business with his brother. Both were very excited about the new venture. With meticulous planning and a lot of hard work they were able to sell 700 pairs of shoes in the first year. But they did not earn any profit . Both were happy because they were not at loss and revenue generated was equal to the cost. Now they were moving towards earning profit in the second year.
- (i) Identify the component of financial plan discussed above.
- (ii) By giving any four points state how this component is useful for the entrepreneur? [3]
- Q.17 Explain , the factors or area assessed by an entrepreneur under ‘Market Assessment ‘ at the time of selection of a product or service? Explain any three points. [3]
- Q.18 PATA Group as a part of its corporate social Responsibility activity decided to invest in sports. They established an ‘Archery Training Academy’ at Jharkhand for tribals where students from all parts of the state could enroll. They also provided boarding and lodging facilities to the selected sports person free of cost. Besides this , the company also decided to organize computer literacy program for these candidates.
- (i) Identify the type of value added by PATA Group.
- (ii) Give any three values communicated by PATA Group, by quoting the lines from the above paragraph. [4]
- Q.19 Geeta has completed her B.Tech in Chemical Engineering from a famous Indian Institute of Technology . She wants to start a chemical production unit wherein such chemicals will be produced which are used in automobile colouring and are being imported from other countries now a days. The technology to be used by Geeta is new and untried involving high risk factors along with high growth potential . She wants to raise funds for her project from such a source that provides private equity capital as seed funding to early stage, to give shape to her ideas. [4]
- (a) Suggest Geeta the source of finance from where she can fund her project.
- (b) Give the meaning of the source suggested in (a) above and state any four features of this source.
- Q.20 ‘Anjali Exports’ , a leading house wants to diversify its business from cotton ladies dress, suits to bed sheets, handicraft items, etc., because of demand in foreign countries. For this she required capital of Rs. 1 crore. She decided to take this amount as loan from Bank of Baroda for a period of 10 years. In order to avoid any kind of risk, she conducted a market survey to have an edge over the competitors and to maximize its profits, capturing foreign markets.
- (a) Identify the type of plan Anjali exports has to make to analyse her business situation.
- (b) Also explain the first three steps in preparing such plan. [4]
- Q.21 Explain any four types of mergers briefly and give suitable example of the same. [4]
- Q.22 Kiano Mobile solutions (KMS) has been a leader in the mobile handset industry for years. After Technological advancement , many players entered the market and started to take up the sales share. KMS failed to understand the changing trends in the mobile phone and lost its market share majorly whereas Hanhung Mobitech could understand the sensitivity to the environment factors which is crucial for an entrepreneur.
- How has the understanding of environment helped Hanhung Mobitech? Explain. [6]

Q.23 In order to distinguish their products from that of their competitions, the marketers give some name to their products. After identifying the concept, name, explain and give two examples each of its different types. [6]

Q.24 The School Gear Ltd. manufactures three products. [6]

Tiffin careers, Bottle covers and Pencil Pouch. The variable expenses and sales prices of all the products are given below.

	Tiffin Covers	Bottle Covers	Pencil Pouch
Sales per unit	Rs. 200	Rs. 100	Rs. 75
Variable cost per unit	Rs. 100	Rs. 60	Rs. 25

The total fixed expenses of the company are Rs. 55,000 per month. For the coming month, it expects the sale of three products in the following proportions.

Tiffin Covers - 20 %

Bottle Covers - 50 %

Pencil Pouch - 30 %

Compute the break -even point of the company in units and rupees for the coming month.

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