

PS SENIOR SECONDARY SCHOOL, MYLAPORE, CHENNAI – 600 004.  
CLASS XII – BUSINESS STUDIES  
WORKSHEET – NATURE AND SIGNIFICANCE OF MANAGEMENT

- 1 'Is management concerned only with doing the right task, completing activities and achieving goals without taking into consideration the cost benefit'? Give reason in support of your answer. 1
- 2 Hero Ltd.'s target is to produce 10,000 shirts per month at a cost of ₹150 per shirt. The Production Manager could achieve this target at a cost of ₹160 per shirt. Do you think the Production Manager is 'effective' ? Give reason in support of your answer. 1
- 3 Hero Ltd.'s target is to produce 20,000 shirts per month at a cost of ₹150 per shirt. The Production Manager could achieve this target at a cost of ₹170 per shirt. Do you think the Production Manager is 'efficient' ? Give reason in support of your answer. 1
- 4 Give any one fact that denies management to be regarded as profession. 1
- 5 Management has its own theory and principles, vocabulary of terms and concepts. Which feature of science is justified by management here ? 1
- 6 Principles of management are not exact as the principles of science and they have to be modified according to a given situation. Which feature of science is not applicable in this statement? 1
- 7 Identify the nature of management when it is practised as personal application of existing knowledge to achieve desired results. 1
- 8 Your grandfather has retired as the Director of a manufacturing company. At which level of management was he working? State any one function. 1
- 9 Your grandfather has retired from an organisation in which he is responsible for implementing the plans developed by the top management. At which level of management was he working? State one more function performed at this level. 1
- 10 Your grandfather has retired from an organisation in which he is responsible for overseeing the efforts of the workforce. At which level of management was he working? State one more function performed at this level. 1
- 11 \_\_\_\_\_ is the process of defining and grouping activity of an enterprise and to establish authority relationship within the hierarchy. 1
- 12 \_\_\_\_\_ integrates and coordinates the various activities of an organisation and formulates organisational goals and policies for it. 1
- 13 A manager should maintain balance between \_\_\_\_\_ and \_\_\_\_\_. 1
- 14 Middle level management is responsible for the welfare and survival of an organisation. (True/False) 1
- 15 Coordination and cooperation are required together in an organisation. (True/False) 1
- 16 Pizza Hut, the fast food giant made major changes in its menu so as to survive in the Indian market. Which characteristic of management is being highlighted here? 1
- 17 Anmol and Ankur both did their MBA from a top B-school in India. They both joined different 3

MNCs at managerial positions. Anmol discusses all proposals with his subordinates, listens to their suggestions and then takes the decisions. Whereas Ankur orders his subordinates and expects them to follow them. Both are committed and are able to achieve their targets though their way of functioning is different. State the nature of management highlighted above.

18 Management of M/s R.K. Apparels who is manufacturing jeans under brand 'Jimmy Davis' seeks to achieve different objectives like organisational, social and personal objectives. Under personal objectives, the management ensures maximum prosperity for employees by providing competitive salary, personal growth and development, peer recognition and social recognition, good working conditions. 3

(a) How will the above steps taken by the management benefit the individuals/employees?  
(b) Will the employees feel motivated by these steps? How will it help the firm in achieving the organisational goals?

19 Sacred Heart School organized an Inter School Commerce Fest. A committee of twenty students was made to organize different competitions. All the committee members worked together in harmony systematically to make the Fest a grand success. After the fest, all the team members were appreciated by their teachers and principal. They felt very happy and satisfied. 3

State any three features of management by quoting the lines, highlighted in the above paragraph.

ABC Ltd. is a renowned company in Kirti Nagar market of Delhi for manufacturing quality furniture. From last 20 years, ABC Ltd. has occupied the No. 1 position in the market. It also specialised in imported furniture besides domestic one. It manufactures for both commercial and residential/domestic use. For this, company has hired two managers one each for commercial department and residential department.

20 Mr. Sharma, who is the incharge of manufacturing furniture for commercial purpose, got the target of manufacturing 100 pieces of office tables from a corporate house. To achieve this target, Mr. Sharma has to operate on double shifts due to power failure most of the time. He is able to manufacture 100 pieces of office tables but at a higher production cost. 4

Whereas, Mr. Gupta, who is the incharge of manufacturing furniture for residential/domestic use, got the target of manufacturing 50 double beds for one *Ashram* in Vrindavan. Mr. Gupta concentrated more on manufacturing beds with fewer resources (i.e., cutting down the cost of production) due to which he could not achieve his target.

(a) From the two, which manager is effective but not efficient? Why?  
(b) Name the manager who is efficient but not effective. Give reason also.  
(c) What should be the ideal aim of managers in given situations?

21 The profits and market share of Dana Choga, which was in food catering and bakery business, started declining. The customers were annoyed as many a times they did not get what they had ordered for. The chef was always short tempered as the ingredients required by him were usually not available, the store manager complained that he always ordered whatever requisitions were given to him but then also he was blamed, the delivery boys were frequently late to deliver, the person at the reception always complained that the orders taken by her were not met promptly. 4

(a) State which quality of management is missing in the above organization.  
(b) Also, highlight the importance of this quality of management.