MAHARASHTRA BOARD · CLASS 12 · ORGANISATION OF COMMERCE AND MANAGEMENT

Maharashtra Board Class 12 Organisation of Commerce and Management Guess Paper 2027

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Time: 3 hours · Maximum marks: 80 · 36 questions

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Section 1

Q1 objectives: MCQ, match the pairs, true/false, arrange in order (1 mark each)

Q1. State whether true or false : The term market is derived from the Latin word 'mercatus.' — 1 mark

Q2. Select the correct option : For online transaction _____ is required. (a) registration (b) trading (c) business — 1 mark

Q3. Select the correct option : The functions of management end with _____. (a) directing (b) staffing (c) controlling — 1 mark

Q4. Select the correct option : Air transport is _____ mode of transport. (a) the cheapest (b) the costliest (c) free — 1 mark

Q5. Select the correct option : The term 'Ethics' is derived from the _____ word 'ethos.' (a) Latin (b) French (c) Greek — 1 mark

Q6. Find the odd one : Debit card, Credit card, Aadhar card, ATM card — 1 mark

Q7. State whether true or false : Co-operation is not necessary for smooth flow of organizational activities. — 1 mark

Q8. Give one word / phrase / term : The right of consumer which is about safety and protection to his life and health. — 1 mark

Q9. Select the correct option and complete the table [E-business, Apex bank of the country, Responsibility towards Government, 2019, Warehouse] : _____ - Time and place utility — 1 mark

Q10. Select the correct option and complete the table [E-business, Apex bank of the country, Responsibility towards Government, 2019, Warehouse] : _____ - Consumer Protection Act — 1 mark

Q11. Give one word / phrase / term : Giving of distinct name to one's product. — 1 mark

Q12. State whether true or false : Business ethics is a code of conduct. — 1 mark

Q13. Correct the underlined word and rewrite : Esprit de corps means division is strength. — 1 mark

Q14. Find the odd one : Principle of authority and responsibility, Motion study, Principle of division of work, Principle of discipline. 1 mark

Q15. Select the correct option : Start-up India is an initiative of the _____ (a) RBI (b) Government of India (c) World Bank 1 mark

Q16. Give one word / phrase / term : An art of exchanging ideas, facts, information, etc. from one person or entity to another. 1 mark

Q17. Give one word / phrase / term : The transaction which is done with the help of internet. 1 mark

Q18. State whether true or false : Lok Adalat can rightly be described as people's court. 1 mark

Q19. Select the correct option : Businessmen are _____ of the society. (a) representatives (b) members (c) trustees 1 mark

Q20. Find the odd one : NABARD, RBI, SIDBI, EXIM 1 mark

Section 2
Q2 explain the following terms/concepts (any four)

Q21. Explain the following term / concept : Public interest litigation (Janahit Yachika) 2 marks

Q22. Explain the following term / concept : Time study 2 marks

Q23. Explain the following term / concept : Staffing 2 marks

Q24. Explain the following term / concept : Warehousing 2 marks

Section 3
Q3 study the case/situation and express your opinion (any two)

Q25. Study the case and express your opinion : Ajay purchases some gift articles online from www.flipkart.com. At the same time Jyoti purchases gift from e-bay.com. (a) Which website is related to C2C? (b) Which website is related to B2C? (c) Which first step in online transaction does Ajay need to follow? 3 marks

Q26. Study the case and express your opinion : Mr. Anil is a businessman. He has his own factories in Pune and Nashik. He lives in Pune with his wife and two daughters aged 5 and 8 years old. (a) Can Mr. Anil take a life insurance policy for his wife and two daughters? (b) Can Mr. Anil take a marine insurance policy for his factories? (c) Which type of insurance should Mr. Anil take for protecting his factories from loss due to fire? 3 marks

Section 4
Q4 distinguish between (any three)

Q27. Answer in brief : Explain any four functions of marketing. 4 marks

Q28. Answer in brief : Explain any four rights of consumers. 4 marks

Q29. Answer in brief : Explain any four principles of management of Henry Fayol. 4 marks

Section 5
Q5 answer in brief (any two)

Q30. Justify the following statement : Marketing is significant to the consumers. 4 marks

Q31. Distinguish between : Road Transport and Rail Transport 4 marks

Section 6
Q6 justify the following statements (any two)

Q32. Answer in brief : Explain any four significance of marketing to the society. 4 marks

Q33. Answer in brief : Explain any four characteristics of an entrepreneur. 4 marks

Section 7
Q7 attempt the following (any two)

Q34. Attempt : Explain the functions of an entrepreneur. 5 marks

Q35. Attempt : Explain types of warehouses. 5 marks

Section 8
Q8 answer in detail (any one)

Q36. Answer in detail : What is Marketing? Explain 7 Ps of Marketing Mix. 8 marks

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