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R M SALGAOCAR HIGHER SECONDARY SCHOOL,
MARGAO-GOA.

Std: XII(OM,CT,AA)
Date: 17/10/2023

FIRST TERM EXAMINATION OCT. 2023
SUB: GENERAL FOUNDATION COURSE

Max. Marks: 60
Duration: 2½ hrs.

INSTRUCTIONS:

- i. All questions are compulsory.
- ii. Figures to the right indicate full marks.
- iii. Question paper consists of four sections: Section A, B ,C & D.
- iv. Under section A the type of questions that can be framed are:
 - a) Fill in the blanks with the most appropriate alternatives.
 - b) Answer in one word or phrase.
 - c) Answer in one sentence.
- v. Section B consists of twelve questions of two marks to be answered in 20-30 words each.
- vi. Section C consists of five questions of three marks to be answered in 50-60 words each.
- vii. Section D consists of three questions of four marks to be answered in 80-100 words each.

SECTION - A

Fill in the blanks with the most appropriate alternative from those given below:

- 1 The excess amount of capital maintained by an enterprise to provide for uncertain circumstances like strikes, lock out, depression etc. is known as _____ 1
 - a) Special working capital.
 - b) Regular working capital
 - c) Reserve working capital
 - d) Seasonal working capital.
- 2 The purchase situation where a buyer buys by giving a single order to a single vendor for supplying the full system/requirement is known as _____ 1
 - a) System buying.
 - b) New task re-buy.
 - c) Straight re-buy.
 - d) Modified re-buy.
- 3 The process of estimating or projecting the number of personnel required for a project over a predetermined period of time is known as _____ 1
 - a) Manpower handling.
 - b) Manpower management.
 - c) Manpower development.
 - d) Manpower planning.
- 4 A subgroup of people or organisations sharing one or more characteristics that cause them to have similar needs is known as _____. 1
 - a) Market sector.
 - b) Market group.
 - c) Market section.
 - d) Market segment.
- 5 The suffix that indicates the top level domain name for government agencies is _____. 1
 - a) .com.
 - b) .org.
 - c) .gov.
 - d) .edu.

- Answer the following questions in one sentence:**
- | | | |
|---|---------------------------------------|---|
| 6 | What is cash management? | 1 |
| 7 | Write the meaning of quality control. | 1 |
| 8 | Write the full form of CRM. | 1 |
| 9 | What is strip cropping? | 1 |

SECTION - B

- Answer the following questions in about 20-30 words:**
- | | | |
|----|--|---|
| 10 | Explain the two stages of production planning. | 2 |
| 11 | Describe the two concepts of working capital. | 2 |
| 12 | Planning is essential for small business enterprises. Give four reasons. | 2 |
| 13 | Explain any two buying considerations. | 2 |
| 14 | State any four objectives of good plant layout. | 2 |
| 15 | Explain any two techniques of human resource development. | 2 |
| 16 | Explain the following terms:
a) Human resource management.
b) Manpower planning. | 2 |
| 17 | Explain any two marketing problems faced by small scale industries. | 2 |
| 18 | State any four responsibilities of consumer. | 2 |
| 19 | Explain any two benefits of E-banking to customers. | 2 |
| 20 | Explain any two causes of deforestation. | 2 |
| 21 | State any four benefits of social forestry. | 2 |

SECTION - C

- Answer the following questions in about 50-60 words:**
- | | | |
|----|--|---|
| 22 | Explain the following terms:
a) Swot analysis.
b) Market research.
c) Quality assurance. | 3 |
| 23 | Explain the following terms:
a) Trade discount.
b) Cash discount.
c) Anticipation discount. | 3 |
| 24 | Explain the following terms:
a) Siltation.
b) Droughts.
c) Desertification. | 3 |
| 25 | Explain the three tier consumer grievance machinery. | 3 |
| 26 | State any three advantages of credit card to card holders. | 3 |

SECTION - D

- Answer the following questions in about 80-100 words:**
- | | | |
|----|---|---|
| 27 | Why small business enterprises need cash? Explain in four points. | 4 |
| 28 | Explain the different forms of E-banking. | 4 |
| 29 | Explain the classification of extension forestry. | 4 |
