



माध्यमिक शिक्षा बोर्ड, राजस्थान, अजमेर

उच्च माध्यमिक परीक्षा



(परीक्षार्थी द्वारा स्वयं भरा जाना चाहिए)

प्रश्नवार प्राप्तांकों की सारणी (परीक्षक के उपयोग हेतु)

प्रश्नों की क्रम संख्या	प्राप्तांक	प्रश्नों की क्रम संख्या	प्राप्तांक
1	18	19	04
2	06	20	04
3	12	21	
4	02	22	
5	02	23	
6	02	24	
7	02	25	
8	02	26	
9	02	27	
10	02	28	
11	02	29	
12	02	30	
13	02	31	
14	03	योग	77+3=80
15	03	प्राप्तांकों का कुल योग (Round off)	
16	03	अंकों में	शब्दों में
17	03	80	Eighty
18	04		

नोट :- परीक्षार्थी उपरोक्त के अतिरिक्त उत्तर पुस्तिका के अन्य किसी भी भाग में अपना नामांक नहीं लिखें।

माध्यम - हिन्दी ☐ अंग्रेजी ☒

विषय Business Studies

परीक्षा का दिन Wednesday

दिनांक 04/03/2026

नोट :- परीक्षार्थी के लिए आवश्यक निर्देश इस पृष्ठ के पिछले भाग पर उल्लेखित हैं। जिन्हें सावधानी पूर्वक पढ़ लें व पालन अवश्य करें।

परीक्षक हेतु निर्देश :- (1) परीक्षक को उपरोक्त सारणी अनुसार प्राप्तांक भरना अनिवार्य है, अन्यथा नियमानुसार दंडित किया जायेगा।

(2) परीक्षक उत्तर पुस्तिका के अन्दर के पृष्ठों के बायीं ओर निर्धारित कॉलम में लाल इंक से अंक प्रदत्त करें।

(3) कुल योग भिन्न में प्राप्त होने पर उसे पूर्णांक में ही परिवर्तित कर अंकित करें (उदाहरणार्थ: 15 ¼ को 16, 17 ½ को 18, 19 ¾ को 20)

परीक्षक के हस्ताक्षर

संकेतांक

35901

प्रमाणित किया जाता है कि इस उत्तर पुस्तिका के निर्माण में 60 जी.एस.एम. ईको मैपलिथो कागज ही उपयोग में लिया गया है। 181/2026

परीक्षार्थियों के लिए आवश्यक निर्देश

1. समस्त प्रश्नों का हल निर्धारित शब्द सीमा में इसी उत्तर पुस्तिका में करना है। विशेष परिस्थिति में अतिरिक्त उत्तर पुस्तिका, उत्तर पुस्तिका भरी हुई होने पर पर्यवेक्षक एवं वीक्षक की अनुशंसा पर ही उपलब्ध कराई जायेगी।
2. प्रश्न-पत्र पर निर्धारित स्थान पर ही अपना नामांक लिखें।
3. प्रश्न-पत्र हल करने के पश्चात् जिस पृष्ठ पर हल समाप्त होता है, उस पर अन्त में "समाप्त" लिखकर अन्त के सभी रिक्त पृष्ठों को तिरछी लाइन से काटें।
4. निम्न बातों का विशेष ध्यान रखें अन्यथा अनुचित साधनों की रोकथाम अधिनियम के तहत कार्यवाही की जा सकेगी:—
 - (i) उत्तर पुस्तिका के ऊपर/अन्दर तथा प्रश्नोत्तर के किसी भी भाग में चाही गई सूचना के अलावा अपना नामांक, नाम, पता, फोन नम्बर अथवा पहचान की कोई अन्य प्रकार की सूचना आदि अंकित नहीं करें अन्यथा "अनुचित साधनों के प्रयोग" के अन्तर्गत कार्यवाही की जावेगी।
 - (ii) उत्तर पुस्तिका के पृष्ठों को फाड़ें नहीं। उत्तर पुस्तिका के मुख पृष्ठ पर अंकित संख्या के अनुसार पृष्ठ पूरे होने चाहिए। परीक्षार्थी उत्तर पुस्तिका प्राप्त करते ही पृष्ठ संख्या जांच कर लें यदि पृष्ठ कम/अधिक या क्रम में नहीं हैं तो वीक्षक से तुरन्त बदलवा लें।
 - (iii) परीक्षा केन्द्रों पर पुस्तक, लेख, कागज, कैल्क्यूलेटर, मोबाईल, पेजर आदि किसी भी प्रकार का इलेक्ट्रॉनिक उपकरण तथा किसी भी प्रकार का हथियार आदि ले जाना निषेध है।
 - (iv) वस्त्र, स्केल, ज्योमेट्री बॉक्स पर कुछ न लिख कर लावें। टेबल के आस-पास कोई अनुचित सामग्री नहीं होनी चाहिए, इसकी जांच कर लें।
 - (v) अपनी उत्तर पुस्तिका/ग्राफ/मानचित्र आदि परीक्षा भवन से बाहर ले जाना दण्डनीय अपराध है, अतः परीक्षा समाप्ति पर उत्तर पुस्तिका वीक्षक को बिना सौंपे परीक्षा कक्ष नहीं छोड़ें।
5. उत्तरों को क्रमानुसार एक ही स्थान पर लिखें। प्रश्न क्रमांक भी सही अंकित करें, अन्यथा दण्ड स्वरूप परीक्षक को 1 अंक कम करने का अधिकार है। बीच में उत्तर पुस्तिका के पृष्ठ रिक्त न छोड़ें। गणित विषय के लिए रफ कार्य उत्तर पुस्तिका के अंतिम पृष्ठों पर करें तथा तिरछी रेखा से काटें।
6. जहाँ तक हो सके प्रश्न के सभी भाग के उत्तर, उत्तर पुस्तिका में एक ही स्थान पर अंकित करें।
7. भाषा विषयों को छोड़कर शेष सभी विषयों के प्रश्न-पत्र हिन्दी-अंग्रेजी दोनों भाषा में मुद्रित हैं। किसी भी प्रकार की त्रुटि/अन्तर/विरोधभास होने पर हिन्दी भाषा के प्रश्न को ही सही माना जाये।

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(Section - A)

1.

Ques.	(i)	(ii)	(iii)	(iv)	(v)	(vi)
Ans.	C	B	A	B	D	C
Ques.	(vii)	(viii)	(ix)	(x)	(xi)	(xii)
Ans.	B	D	D	B	A	C
Ques.	(xiii)	(xiv)	(xv)	(xvi)	(xvii)	(xviii)
Ans.	D	D	C	C	C	A

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18 Eighteen

①

2. (i) Education ✓

①

(ii) Self - Actualisation ✓

①

(iii) Current ✓

①

(iv) corrective action ✓

①

(v) Fayol ✓

①

(vi) Buyer ✓

6 Six

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3. (i) F.W. Taylor presented the concept of 'Mental Revolution'.

(ii) India announced its new Industrial Policy in the year 1991.

(iii) "Planning involves decision making." ~~It~~ As by planning, a manager is able to identify and evaluate various types of alternatives, so it helps him to take better decisions. So, planning involves decision making.

(iv) D.

(iv) "Decentralisation provides relief to top management." Decentralisation is the delegation of authority among all the levels of management. So, when responsibility and authority is dispersed among the other levels, so, it would reduce the burden of



top level management and hence it provides relief to top management.

(v) Training is needed to increase skills and ability of an employee to perform a particular task.

By Training, an employee can easily learn new technology and advancement as compared to an untrained employee. It increases the productivity of employee.

(vi) Positive Motivation :- Positive motivation is a type of motivation in which an employee is motivated through positive incentives.

for eg :- A manager ~~promis~~ declares promotion for the employee who completes the given task.

So, by this, the employee will feel motivated due to the positive or good incentive rather than because of fear of authority.

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संख्या

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(vii) Bear Bureau of Indian Standards
Hallmark (BIS Hallmark) indicate
the purity of ~~the~~ metal used
in the Jewellery.

for eg:- A gold ring with BIS
Hallmark indicates that the ring
is made up of 100% pure gold.

(viii) The main objective of controlling
is comparing the actual per
formance with the planned
performance and if any deviations
occurs, then find reasons for
deviations and take corrective
actions.

(ix) Qualities of a good leader:-

(a) Physical appearance:- A good
leader should.

(a) Decisiveness:- A good leader
should be good in decision-
making. He should be able to



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प्रश्न
संख्या

परीक्षार्थी उत्तर

make bold decisions by himself.

(b) Effective Communication:- A good leader should have good communication skills so he would be able to ~~can~~ tell ~~the~~ his ideas & plans to his team.

(X) Brand name:- Brand name is that part of brand which can be spoken.

Example:- Nike, Pentonic etc.

(xi) Advertising influences consumer as ~~a consumer~~ believes that if a advertising informs and about the product and persuade customers to buy it.

Consumer's choice gets influenced by advertisements as people believe what is displayed on advertisement they think that if a product is being advertised, then it is a good product.

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प्रदत्त अंकप्रश्न
संख्या

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पन्ना
संख्या

(xii) Under the Consumer Protection Act, the following persons can file a complaint :-

(a) A consumer who has paid for the product.

(b) A legal heir of a consumer.

(c) Any authorised consumer organisation.

(d) Central government, State government or any other government.

(Section - B)

4. Management is multidimensional as it has three dimensions -

(a) management of work :- Every organisation has some work. So, management of work says that an organisation should only focus on its main work.

for egi- a hospital should focus on giving good treatment and not on teaching.



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संख्या

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(b) management of People:- People ^(Human) are an ~~ex~~ organisation's greatest resources. An organisation has to manage its human resources.

(c) management of operations:- It links management of work with management of people. It transforms inputs into outputs.

BSER-18/2026

5. Business Environment:- Business environment refers to all those individuals or institutions which are outside the control of Business organisation but may affect its performance.

It is the sum of totality of all forces. The forces can be general and specific.

General Forces includes legal, political, economic, social and technological factors.

Specific forces includes customers, suppliers etc.

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प्रदत्त अंकप्रश्न
संख्या

परीक्षार्थी उत्तर

6. Two External forces factors over which an enterprise has no control are :-

(a) Legal factors: Legal factor includes the legislations, court orders and different acts which an organisation has no control.
Eg:- Income tax act.

(b) Economical factors: - Economical factors are those factors which affects the economy of the country. It includes interest rates, inflation, bank rate, repo rate, reverse repo rate etc.

<u>7.</u> <u>Production Concept</u>	<u>Product Concept</u>
(a) It focuses on <u>availability</u> and <u>affordability</u> of product	(a) It focuses on <u>high quality</u> of product.
(b) Cost of product is <u>minimum low</u> .	(b) Cost of product is <u>high</u> .



परीक्षक द्वारा
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संख्या

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8. Under the Consumer Protection Act, following reliefs are available to consumers:

- (a) Replacement of defected product.
- (b) Refund of defected product.
- (c) Compensation for the damage due to defective product.

9. In that situation, where my friend is not satisfied with the order of State Commission, I will suggest him to appeal in national Commission as any person consumer who is not satisfied with the orders of state commission can appeal in national commission within 30 days of order from the date of order.

10. "Individual interest must be subordinated or sacrificed for the general interest. In this principle, Fayol says that employees should not prioritize his individual interest above the general

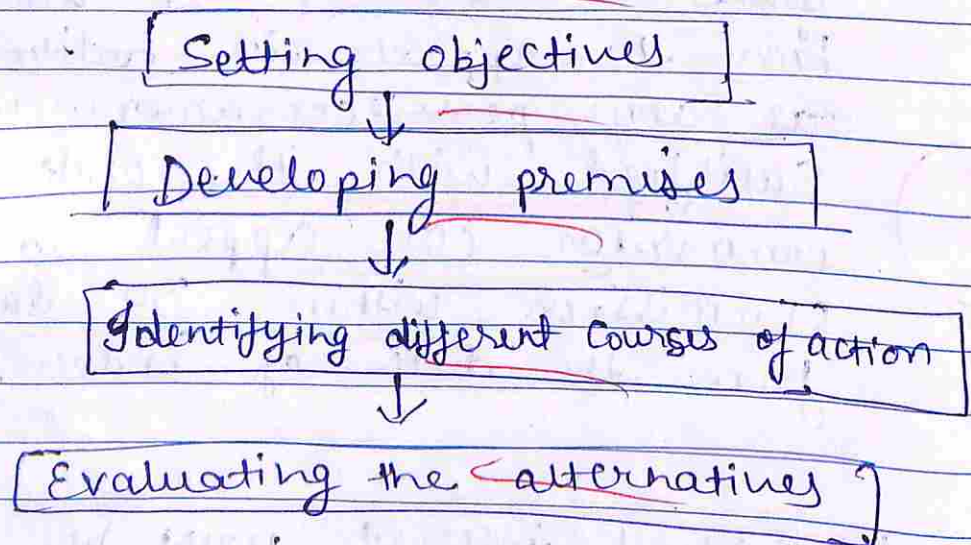
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प्रदत्त अंकप्रश्न
संख्या

परीक्षार्थी उत्तर

2 interest of the organisation because if every worker starts prioritizing their individual interest over general interest then it will be bad for organisation. And if they prioritize the general interest over individual interest then it will help the in achieving the organisation's goals and will ultimately give benefits to the employee.

BSEH-181/2026

11. first four steps of planning process:-



• Planning process:-

① Setting objectives

② Developing premises



- ③ Identifying different Courses of action.
- ④ Evaluating different Courses of action
- ⑤ Selecting the best alternative
- ⑥ Implementing the plan
- ⑦ Follow up action.

12. Departmentalisation:- Departmentalisation is the process of grouping similar activities under one department.

for eg:- Activities relating to production are grouped under production department. And activities relating to sales are grouped under sales department.

It leads to Specialisation.

13. Net Working Capital :- Net working Capital is the excess of Current Assets over Current Liabilities.

Net Working Capital = Current Assets - Current Liabilities

Current Assets:- CA are those assets which are converted into cash and cash equivalents within one year.

Current Liabilities:- CL are those liabilities which are paid off within one year.



परीक्षक द्वारा
प्रदत्त अंक

प्रश्न
संख्या

परीक्षार्थी उत्तर

(Section - C)

14. Main limitations of Planning are:-

(a) Adds to Cost :-

Planning is a costly process and the cost of planning adds up to the cost of product and eventually increases the price of product.

(b) Planning does not guarantee Success;

~~Planning~~ If a plan had previously succeeded does not mean it would work again and even after spending so much on planning and ~~not~~ mental exercise, it does not guarantee the success of organisation.

(c) Planning may not work in dynamic environment :-

As the business environment is dynamic (changes continuously), it may lead to the failure of planning because business environment is changes continuously and planning is rigid.



परीक्षक द्वारा
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प्रश्न
संख्या

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15. Steps involves in organisation process are:-

① Identification and Division of work:-

The first step of organising is to identify the various works to be done and divide them into small units called jobs.

② Departmentalisation:- After dividing the work into small units [jobs], then similar work is grouped under one department.

for eg:- All activities relating to production are grouped under the production department.

③ Assignment of Duties:- After the work has been ~~divided~~ grouped into departments, people are then assigned duties ^{according to} ~~as per~~ their skills, qualities, and ability matching his ability.

④ Establishing working Relationships:- After ~~as~~ assignment of duties, there is establishment of working relationships i.e. who is to get work from whom and who is to report to ~~to~~ whom



establishing the superior-subordinate relationship ..

(a) Adds Proper Staffing :-

Planning the combination of human to the organisation. With proper staffing, the organisation is able to fully utilise its human resources.

(b) PL As human resources are the greatest assets of an organisation.

(c) Helps in achieving Organisational Goals :-

As the humans are the greatest resources or assets of an organisation who hold the power of taking the organisation to its top and also can destroy it. An organisation can have other identical resources but human resources cannot be replicated and differentiate the performance of one organisation from another.



③ Minimum Duplication of Work :-

By proper Staffing, every individual knows his / her work and it will lead to minimum duplication of work and resources will also not get destroyed.

17. ① Unity of Command :- The unity of command is a principle given by Henri Fayol. In this, he says that one employee or one worker should receive orders from only one boss. It follows the prin 'one man, one boss'. Because if he takes orders from more than one boss, then it will lead to ambiguity, confusion, chaos, ego clashes between superiors etc.

② Unity of Direction :-

Unity of direction is a principle given by Henri Fayol. In this he says that the organisation should follow 'one head ^{unit}, one plan' which means the goals of different

परीक्षक द्वारा
प्रदत्त अंकप्रश्न
संख्या

परीक्षार्थी उत्तर

establishing the superior-subordinate relationship ..

16. Benefits of Proper Staffing :-

① Efficient Utilisation of Human Resources :- With proper staffing, an organisation is able to fully and efficiently utilise its human resources. As human resources are the greatest assets of an organisation.

② Helps in achieving Organisational Goals :- As the humans are the greatest resources or assets of an organisation who hold the power of taking the organisation to its top and also can destroy it. An organisation can have other identical resources but human resources cannot be replicated and differentiate the performance of one organisation from another.



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प्रदत्त अंकप्रश्न
संख्या

परीक्षार्थी उत्तर

departments should be integrated towards one common goal which is organisational goals. Because the goal of one department can conflict with the goal of other department and then they will not think of fulfilling organisational goals. So, the efforts of people of different departments should be integrated towards the common goal of organisation.

~~Section - D~~ (Section - D)

18. Packaging :-

Packaging is the act of designing and producing the container or wrapper of a product. It helps in product differentiation and protection of product and helps in maintaining standards of sanitation.



there are three levels of packaging:-

① Primary Packaging:- Primary packaging is the packaging which is closest to the product, and the first level of packaging which protects the product from environment.

Eg:- tube of toothpaste.

② Secondary Packaging:- Secondary packaging is the second level of packaging. Packaging over and above the primary packaging is referred to as Secondary packaging. Additional packaging apart from primary packaging.

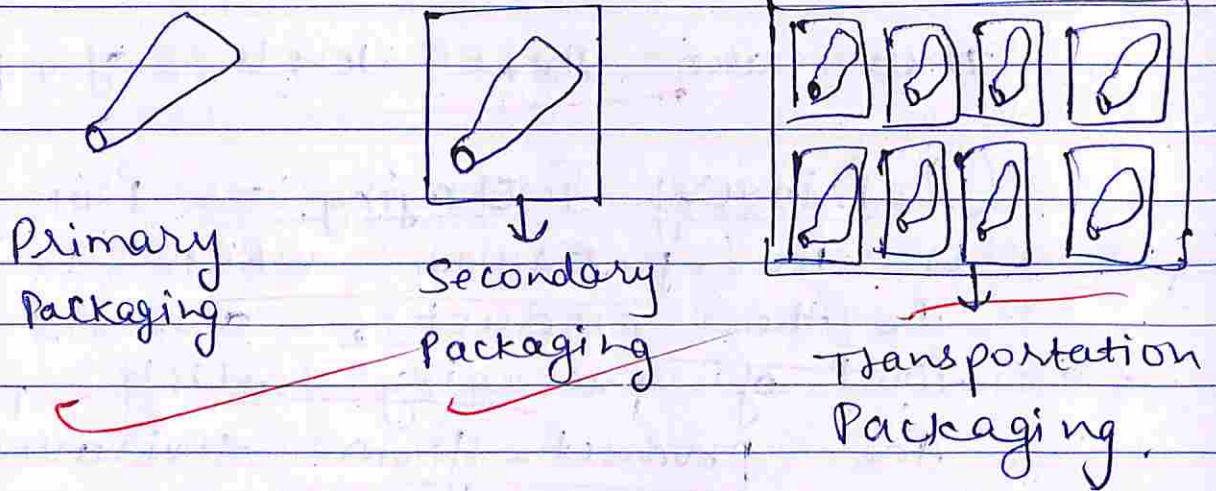
Eg:- Box under which the tube is put.

③ Transportation Packaging:- Additional packaging above the secondary packaging ~~which~~ to facilitate transportation is known as Transportation packaging.

Eg:- ~~Can~~ Big Boxes containing various tubes.

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संख्या

परीक्षार्थी उत्तर



19. factors affecting the requirement of fixed Capital :-

(A) Nature of Business :-

If the nature of business is manufacturing, then it would need more fixed Capital, as it will require machinery for production. whereas a ~~The~~ Trading Business will require less of Fixed Capital because it does not require machinery for production.

(B) Scale of Operations :-

If a business is working on large scale, then it would require more ~~to~~ fixed Capital as it would require more building, offices, etc. whereas a business working on small scale would require less ~~more~~ fixed Capital as it would not require more buildings and offices.

(C) Growth Prospects :-

If a business has growth opportunities in future and has growth prospects then it would require more ~~to~~ fixed Capital as to diversify its products etc.

whereas if a business does not have growth prospects then it would need less fixed Capital.

P.T.O. →

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संख्या

परीक्षार्थी उत्तर

(D) Choice of Technique :-

If a business uses advanced or updated technology then it would need more fixed capital as updated or advanced technology is expensive.

Whereas ~~if~~ if a business uses outdated technology, then it would ~~be~~ require less fixed capital.

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20. Incentives :- Incentives are all those baits or temptations which help a manager to motivate ~~at~~ his employees to perform to their best abilities.

Incentives can be financial as well as non-financial.

* Financial Incentives :-

(i) Bonus :- Bonus is a one time extra payment which an organisation provides to its employees on



Some special event like Diwali or Eid.

② Pay & allowances :-

It refers to the ^{increase in} salary and wages or different allowances like Dearness allowance, Home allowance, Car allowance etc.

* Non-Financial Incentives :-

① Status :- It refers to the ~~more~~ ^{increase} higher post, attention which adds to his prestige and pride. It motivates the employee.

② Healthy Working environment :-

4 If an employee is getting healthy working environment ~~and~~ then ~~it~~ it would also act as an incentive for him to continue with the organisation.

Complete.

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BSER-181/2026



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प्रश्न
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BSER-181/2026



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