

Class 12 **OCM** IMP Questions 2026

Most Expected Questions





**Maharashtra State Board of Secondary and
Higher Secondary Education, Pune**
Sub. : Organisation of Commerce and Management
Std. XII

Unit-wise distribution of marks.

Topic No.	Topic	Total Marks	Marks with option
1.	Principles of Management	07	12
2.	Functions of Management	12	15
3.	Entrepreneurship Development	05	05
4.	Business Services	20	27
5.	Emerging Modes of Business	07	10
6.	Social Responsibilities of Business Organisation	07	10
7.	Consumer Protection	07	17
8.	Marketing	15	20
	Total	80	116

Q.2 Define and concepts Any FOUR [8]

- **Management**
- **Entrepreneur**
- **Agrotourism**
- **Start-ups**
- **Intrapreneur**
- **Communication**
- **Insurance**
- **Warehouse**
- **E-business**
- **Social Responsibility**
- **Concept of Trusteeship**
- **Moral Values**
- **Social Values**
- **Banking**
- **Lok Adalat**
- **Outsourcing**
- **Organising**
- **Directing**
- **Planning**
- **Controlling**
- **Staffing**
- **Mental revolution**
- **Espirt de crops**
- **Central bank**
- **Commercial Bank**
- **Janhit yachika**
- **Communication**
- **Principle of Unity of Command**
- **KPO**
- **Entrepreneurship Development Programme**
- **Outsourcing**
- **Corporate Social Responsibility**
- **National Commission**
- **Promotion of the product**
- **Product**
- **Packaging**
- **Labelling**
- **Marine Insurance**
- **Life Insurance**
- **Fire Insurance**
- **Business Ethics**

Q. 4. Distinguish between the following (Any THREE) : [12]

1. State Commission and National Commission
2. District Commission and National Commission
3. District Commission and State Commission
4. Organising and Directing
5. Planning and Controlling
6. Staffing and Directing
7. Directing and Coordinating
8. Current Account and Fixed Deposit Account
9. Road Transport and Water Transport
10. Life Insurance and Fire Insurance
11. Road transport and Rail transport

Q.5. Answer in brief. (Any 2) 8 Marks

- Explain any five principles of Management of Henry Fayol.
- State any four rights of the consumer.
- State social responsibilities towards consumers.
- State responsibilities of business towards the government.
- What is outsourcing? explain the Advantages and Disadvantages of outsourcing?
- Define entrepreneur. Explain the functions of an entrepreneur.
- State four types of deposits.
- Explain the importance of planning.
- Explain the importance of ORGANIZING.
- Explain the importance of STAFFING.
- Explain any five points of the Importance of directing.
- Explain the importance of COORDINATING.
- What is BPO? Explain in detail.
- What is KPO? Explain in detail.
- State any four CSR Activities.

Q.6. Justify the following STATEMENTS.

- Principles of management are flexible in nature.
- Management principles are helpful in optimum utilization of resources.
- Taylor emphasized on standardization of tools and equipment.
- The right person at the right job with the right pay is the basic principle of staffing.
- An entrepreneur must be an innovator.
- The principle of subrogation is applicable to all contracts of indemnity.
- It is easy to set up an e-business as compared to traditional business.
- E-business allows users to work across the globe in any field.
- Online transaction is done with the help of the internet.
- Businesses should allow workers participation in management.
- Marketing helps in increasing consumer awareness.

Q.7. Attempt the following.

- Elaborate principles of scientific management.
- Explain the characteristics of Entrepreneurship Development.
- What is Entrepreneurship Development Program?
- Explain types of Warehouse.
- What are the functions of Warehouse?
- Explain marine insurance policies
- What are the Advantages and Disadvantages of e-business?
- State rights of the consumer.
- Explain the importance of Marketing to the firm.

Q.8. Answer the following.

1. Explain the functions of marketing in detail. (March 2023, March 2022, July 2023, July 2022, Sept 2021)
2. Explain in detail 7P's of Marketing ((March 2022, July 2022)
3. Explain the importance of marketing to society and consumers and firms (March 2023, July , Sept2021)
4. Define Marketing and explain in detail the concepts of marketing (July 2022)
5. Explain different types of markets in detail. (July 2023)
6. What is insurance? Explain the principles of insurance.
7. What is life insurance? Explain the types of life insurance policy
8. What is fire insurance? Explain the types of fire insurance policy
9. Define Bank, Explain different types of Banks.



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