



Grade: XII(MGT)

Winter Vacation Assignments-2022

S. No	Subject	Topic / Chapter	Exercise/ Questions	SubjectTFS(Phone no)
1	English	Hard copy has been given by Richard sir	-----	R.M(9818758468)
2	Nepali	Read and write Detailed Summary of the given chapter	Chapter 7,9 ,10,11,and 12	G.K (9851145635)
3	Economics	Solve the following exercise from the given topics 1. Cost and cost curve. 2. Revenue curve. 3.Standard deviation 4. Mean deviation	1,2,3,4,5 1,2,3 5,6 25,26	T.P.B(9841380769)
4	Account	Solve the following exercise from the given topics 1. Accounting for share 2. Accounting for debenture 3. Financial Statement of the company	5,8,9,12,16,17 6,8,9,10,11 10,11,12,13,14,18,20	S.L.T(9808049897)
5	Business Studies	Complete the work given by the principal	-----	C.P.S(9851058900)
6	Math	Solve the following exercise from this given topics Chapter 4 Complex Number Chapter 5 Quadratic Equations	4.1/1-6 4.2/1-10 5.1/1-14 5.2/1-12	R.S(9841762752)

Happy Christmas and new year 2023

Grade room Facilitator : Shyam Lal Tolange

Malpi International School

Grade XII

Winter Holiday Assignment

Subject: Business Studies

Full Marks: 100

Students are required to give their answer in their own words as far as practicable. Each question carries 25 marks and will be awarded based on your reasoning to the cases. All these case studies have been uploaded in your Google classroom and you will to submit it in the Google classroom taking note of the submission dates. No late submissions will be accepted.

1. As the School's Head Boy and Phy Ex Minister of Malpi International School, Sashwat Parajuli and Season Roka have been given the responsibility of hosting the Teacher's Day programme in the school. In order to conduct the programme in a systematic way, Sashwat and Season first called a meeting of the Student Ministry. In the meeting they decided about the content of the programme after taking into consideration the different available alternatives and choosing the best alternative among them. Then the various tasks required to be performed were identified and divided in accordance with predetermined schedule made by them. After that they grouped the similar activities into main groups as skit group, choir group, instrumental music group and contemporary dance group. Then each group was placed under the charge of a council member in accordance with his/her skills and competencies. These council members were in turn informed that they have to take orders and will be accountable only to Sashwat and Season so as to facilitate coordination amongst various groups.

In context of the above case:

1a. Identify and explain the functions of management being discussed.

1b. Describe briefly any two points highlighting the importance of each of the functions of management as identified in part (1) of the question.

1c. State any two values that 'Malpi International School' wants to communicate to society.

2. 'Hulas Motors Ltd.' is a well-known automobile manufacturing company in Nepal. The company plans to increase the sale of its SUV by 20% in the next quarter. In order to achieve the desired target, the marketing team of the company considers the impact of policy of the government towards diesel vehicles and the level of competition in this segment of SUV. They explore the various available options like offering more discount to dealers and customers specially during this festival season of Dashain and Tihar, providing more customer friendly finance options, lucky draws on test drives, increasing advertising, offering more of free accessories on the purchase of the car, etc. A thorough analysis of the various available options is done keeping in view the relative viability of each option. The company decides to pursue the option of offering more discount to dealers and customers in order to boost the sale of its SUVs. In order to implement the plan, they determine the various discount packages and communicate the same to their product dealers. To make the prospective consumers aware about the new available benefits, advertisements are made through various sources of print and electronic media. The market analysts of the company keep a close watch on the revenue from the SUV to study the effect of new initiatives by the company to promote its sales.

In context of the above case:

2a. Name the function of management described in the above paragraph.

2b. Identify and explain the various steps involved in process the function of management as identified in part (a) by quoting lines from the paragraph.

3. Mr. Tashi Jangbu Sherpa is running an office furniture showroom. Most of his clients are businessmen and they prefer to buy goods on credit. Keeping this in mind, he has given the power to the sales manager, Mr. Kishan Sha, to offer a credit period of only 20 days, while negotiating a deal with a buyer. On a specific day, Kishan finds that if he can offer a credit period of 30 days as an exception to a prospective buyer, he is likely to finalise a highly profitable deal for the business. So Kishan requests Tashi to grant him additional authority for offering a credit period of 30 days in the interest of the business. But Tashi refuses to extend his authority and as a result, the deal is not finalized.

In context of the above case:

3a. Can Kishan be held responsible for loss of the deal? Why or why not? Give a suitable reason in support of your answer.

3b. Also, explain the related principle.

4. Aarsh and Indivar are good friends. Considering the fact that the activities involved in managing an enterprise are common to all organizations, after completing their masters in business management, both of them take up a job at managerial level in different organizations as per their individual areas of interest. Aarsh takes up a marketing job in a retail company and strives to increase sales whereas Indivar joins an NGO and works diligently to realize its objective related to providing employment to specially abled persons. Both of them have to perform a series of continuous, composite, but separate functions. On some days, Aarsh may spend more time in planning a future display layout and on another day, he may spend time in sorting out an employee's problem. Both Aarsh and Indivar make conscious efforts to build a feeling of team spirit and coordination among diverse individuals with different needs who work under them. The effect of their management is noticeable in their respective departments as the targets are met according to plans, employees are happy and satisfied, and there is orderliness in its functioning rather than chaos.

In context of the above case:

4a. Identify the various features of management highlighted in the above paragraph by quoting lines from it.

4b. If you were in their place what would you do differently.

Wishing all the students and their families a very Happy Dashain, Tihar and Chhat.