



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

Role behind designing Evaluation framework

Reconstructed text book of XII is introduced in academic year 2020-21.

Changes in the text book material and incorporation of new ideas need to be clear to the teacher in the field. The teachers also need to have constant guidance on the evaluation framework to be followed.

Question Paper Pattern of First Term Exam of Std XII (Minimum 50 Marks)

Q. 1	A) Answer in one sentence	5 Marks
	B) Give one word/ phrase/ term	5 Marks
	C) Select correct option from the bracket	4 Marks
Q. 2	Explain the following terms/ concepts. (any 2 out of 4)	4 Marks
Q. 3	Distinguish between. (any 2 out of 3)	8 Marks
Q. 4	Answer in brief. (any 2 out of 3)	8 Marks
Q. 5	Justify the following statements (any 2 out of 3)	8 Marks
Q. 6	Answer the following (any 1 out of 2)	8 Marks
	(Long Answer Type Question)	

Question Paper Pattern of Application Based Test of Std. XII **20 Marks**

Q. 1	Correct the underlined word and rewrite the following sentences.	4 Marks
Q. 2	Complete the sentences	4 Marks
Q. 3	Find the odd one/ arrange in proper order	3 Marks
Q. 4	Study the following case/ situation (any 3 out of 4)	9 Marks

Application Based Test

1. An application based test should be conducted for internal assessment for 20 marks
2. Application based test should be based on the entire syllabus.
3. Time allotted for Application based test is 1 hour.
4. Question paper for application based test is to be framed in such a way that the student will be able to write the answer on the same sheet.

5. Application based Test for std. XII should be conducted in Jan/Feb depending upon examination schedule of the respective college.

Evaluation framework is as follows

XII

First Term Exam 50 Marks

Preliminary Exam -

(A) Theory Exam - 80 Marks

(B) Application Based Test 20 Marks

Board Exam -

(A) Theory 80 Marks

(B) Application Based Test (Internal Evaluation) 20 Marks

Final result will be based on marks obtained in Board exam and Application Based Test (Internal valuation) $80 + 20 = 100$ marks



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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



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Weightage to Objectives				
Sr.No.	Objectives	Marks	Marks With Option	Percentage
1	Knowledge	20	25	25.00%
2	Understanding	20	35	25.00%
3	Application	25	31	31.25%
4	Skill	15	25	18.75%
	Total	80	116	100.00%

Weightage to Types of Questions				
Sr.No.	Objectives	Marks	Marks With Option	Percentage
1	Objective type	20	20	25%
2	Short Answer	52	80	65%
3	Long Answer	08	16	10%
	Total	80	116	100%



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Proposed Question Paper Pattern					
Marks : 80			Time : 3.00 Hrs.		
Q. No.	Questions	Marks per Que.	No. of Questions to Attempt	Marks with out option	Marks with option
1.	From the following types of sub questions any 4 will be asked. A) Select the correct option and rewrite the sentence. B) Match the pairs. C) Give one word/Phrase/term. D) State true or false. E) Find the odd one F) Complete the sentences. G) Select the correct option from the bracket. H) Answer in one sentence I) Correct the underlined word and Rewrite the following sentence J) Arrange in proper order	1 1 1 1 1 1 1 1 1 1	5 5 5 5 5 5 5 5 5 5	5 5 5 5 5 5 5 5 5 5	5 5 5 5 5 5 5 5 5 5
2.	Explain the following terms/concepts.	2	Any (4) Out of (6)	08	12
3.	Study the following case/ situation and express your opinion	3	Any (2) Out of (3)	06	09
4.	Distinguish between.	4	Any (3) Out of (4)	12	16
5.	Answer in brief.	4	Any (2) Out of (3)	08	12
6.	Justify the following statements.	4	Any (2) Out of (4)	08	16
7.	Attempt the following.	5	Any (2) Out of (3)	10	15
8.	Answer the following. (Long Answer)	8	Any (1) Out of (2)	08	16
Total Marks				80	116



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Role behind different question types of Std XII

Question paper of std XII contains questions based on knowledge, understanding, application and skill aspects.

In every question one of the above four aspects will be tested. Question paper includes three types of questions

A) Objectives B) Short Answers C) Long Answers

Objective type questions test in depth knowledge and conceptual clarity.

Short answer questions test ability to justify given statements by putting in logical way. It also tests ability to write particular content from large content. In this question teachers can get definite answers from the students.

Distinguish between test ability to compare two concepts with the help of points. This will be based on logic.

Essay type questions test ability to explain content like features, types, merits, demerits etc. in detail. Such questions provide freedom of expression to students.

Application based question will develop and test ability to think independently and write own views and opinions about given situation. This question also test application of knowledge of the students.



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Features of Evaluation Framework

1. Blue print for every question paper should be prepared by the paper setter.
2. Students should obtain minimum 35% marks (theory and internal exam together) for passing.
3. Grace marks provision of State Board will be continued as before.
4. Additional marks will be awarded as before for the students participating in sports or for special achievements in sports.
5. Evaluation framework for Std. XII should be implemented as per the GR (School Education and Sports Department) dated 8th August, 2019
6. Examinations should be conducted as follows:
First term : Terminal examination for 50 marks (2 hrs & 30 minutes)
Second Term: Preliminary examination Theory for 80 marks (3 hrs) and ABT for 20marks (1 hr)
Board examination Theory for 80 marks (3 hrs) and ABT for 20 marks (1 hr)
7. Application Based Test (20 marks) should be considered for internal assessment.
8. All the exams should be conducted strictly under exam conditions.
9. ABT should be conducted in the months of Jan/ Feb and should be based on the entire syllabus.
10. Question paper for ABT should be framed in such a way that the students will be able to write the answers on the same sheet.
11. Record (answer sheets) of ABT should be preserved for 18 months.
12. Written examination of 80 marks will be based on the entire syllabus.

All Junior colleges should keep record of Internal Evaluation (ABT) question paper and answer book till 18 months from the date of examination.



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Nature of Question Paper

The question paper of final examination for Organisation of Commerce and Management will be of 80 marks. Time allotted to solve 80 marks paper is 3 (Three) hours.

Q. 1 From the following any 4 sub questions will be asked.

- (A) In the question, there are 5 questions of 1 mark each. There is no internal option for this question.
- (B) In this question, there are 2 groups. In Group 'A' 5 terms/words are to be given. In Group 'B' 10 options are to be given. Correct answer for Group 'A' items is to be selected from Group 'B' items.
- (C) In this question, there are 5 sentences of 1 mark each. For each sentence, a word or a term or a phrase is to be written. There is no internal option.
- (D) In this question, there are 5 statements of 1 mark each. For each statement, whether it is True or False is to be stated. There is no internal option.
- (E) In this question there are 5 sets. In each set there is an odd term/word which is to be identified logically.
- (F) In this question there are 5 sentences. Each sentence is to be completed by writing appropriate word.
- (G) In this question there are 2 groups. There are 5 missing words. Missing words in each group are to be selected from the words given in bracket.
- (H) In this question there are 5 questions. Each question is to be answered in one sentence.
- (I) In this question there are 5 sentences. The underlined word in each sentence is to be corrected and sentence to be rewritten.
- (J) In this question there are 5 sets. In each set 3 statements/ phrases/ steps are given which are to be arranged in proper order.

Q. 2 Explain the following terms/concept.

There are 6 questions of 2 marks each. Any 4 questions have to be solved.

Q. 3 Study the following case/ situation and express your opinion.

It is application based question. Students have to answer / analyse / justify /

express opinion related with the question. There are 3 questions of 3 marks each. Any 2 questions have to be solved.

Q. 4 Distinguish between the following.

There are 4 sub questions of 4 marks each. Out of these, any 3 have to be solved.

Q. 5 Answer in brief.

There are 3 questions of 4 marks each. Any 2 questions have to be solved.

Q. 6 Justify the following statements.

In this question, there are four statements carrying 4 marks each. Out of these, any 2 statements are to be explained with reasons or justifications.

Q. 7 Attempt the following.

In this question, there are 3 sub questions. Out of 3 sub questions, students have to solve any 2 sub questions of 5 marks each.

Q. 8 Answer the following.

There are 2 sub questions of 8 marks each. Out of these, any 1 has to be solved.

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महाराष्ट्र राज्य माध्यमिक व उच्च माध्यमिक शिक्षण मंडळ, पुणे

विषय : वाणिज्य संघटन व व्यवस्थापन
इयत्ता : १२ वी

(घटकनुसार गुण विभागणी)

घटक क्र.	घटक	गुण	विघटनासह गुण
१	व्यवस्थापनाची तत्वे	०७	१२
२	व्यवस्थापनाची कार्ये	१२	१५
३	उद्योजकतेचा विकास	०५	०५
४	व्यवसाय सेवा	२०	२७
५	व्यवसायातील उभरत्यापद्धती	०७	१०
६	व्यवसायाची सामाजिक जबाबदारी	०७	१०
७	ग्राहक संरक्षण	०७	१७
८	विपणन	१५	२०
	एकुण	८०	११६



महाराष्ट्र राज्य माध्यमिक व उच्च माध्यमिक शिक्षण मंडळ, पुणे

विषय : वाणिज्य संघटन व व्यवस्थापन

इयत्ता : १२ वी

प्रस्तावित प्रश्नपत्रिका आराखडा

गुण : ८०

वेळ : ३.०० तास

प्रश्न. क्र.	प्रश्न	प्रति प्रश्नगुण	एकूण प्रश्न	गुण	
				विकल्प विरहितगुण	विकल्पा सहगुण
१	खालील पैकी कोणतेही चार प्रकारचे उपप्रश्न विचारले जातील. (अ) रिकाम्या जागी योग्य पर्याय निवडून विधाने पुन्हा लिहा. (ब) योग्य जोड्या जुळवा. (क) योग्य शब्द, शब्द समूह, संज्ञा लिहा. (ड) चूक की बरोबर ते लिहा. (इ) गटात न बसणारा शब्द शोधा. (फ) खालील विधाने पूर्ण करा. (ग) अचूक पर्याय निवडा. (ह) एका वाक्यात उत्तरे लिहा. (ई) खालील वाक्यातील अधोरेखित शब्द दुरुस्त करून वाक्य पुन्हा लिहा. (ज) योग्य क्रम लावा.	१ १ १ १ १ १ १ १ १ १	५ ५ ५ ५ ५ ५ ५ ५ ५ ५	५ ५ ५ ५ ५ ५ ५ ५ ५ ५	५ ५ ५ ५ ५ ५ ५ ५ ५ ५
२	संज्ञा/संकल्पना स्पष्ट करा.	२	६ पैकी ४ सोडवा	८	१२
३	खालील घटना किंवा प्रसंगाचा अभ्यास करून आपले मत लिहा.	३	३ पैकी २ सोडवा	६	०९
४	फरक स्पष्ट करा.	४	४ पैकी ३ सोडवा	१२	१६
५	खालील प्रश्नांची थोडक्यात उत्तरे लिहा.	४	३ पैकी २ सोडवा	८	१२
६	खालील विधाने सकारण स्पष्ट करा.	४	४ पैकी २ सोडवा	८	१६
७	खालील प्रश्न सोडवा.	५	३ पैकी २ सोडवा	१०	१५
८	खालील प्रश्नांची उत्तरे लिहा. (दिर्घोत्तरीप्रश्न).	८	२ पैकी १ सोडवा	८	१६
	एकूण			८०	११६



महाराष्ट्र राज्य माध्यमिक व उच्च माध्यमिक शिक्षण मंडळ, पुणे

विषय : वाणिज्य संघटन व व्यवस्थापन

इयत्ता : १२ वी

उपयोजना वर आधारित चाचणी परीक्षेच्या प्रश्नपत्रिकेचा आराखडा

गुण - २०

वेळ - १ तास

प्रश्नक्रमांक	प्रश्नप्रकार	गुण
१.	अधोरेखित शब्द दुरुस्त करून वाक्य पुन्हा लिहा.	४
२.	वाक्य/विधाने पूर्ण करा.	४
३.	गटात न बसणारा शब्द लिहा. किंवा योग्य क्रम लावा.	३
४.	खालील घटना किंवा प्रसंगाचा अभ्यास करून आपले मत लिहा. (४पैकी कोणतेही ३ सोडवा)	९
	एकूण	२०



महाराष्ट्र राज्य माध्यमिक व उच्च माध्यमिक शिक्षण मंडळ, पुणे

विषय : वाणिज्य संघटन व व्यवस्थापन

इयत्ता : १२ वी

प्रथम सत्र परीक्षेच्या प्रश्नपत्रिकेचा आराखडा

गुण - ५०

वेळ - २ तास ३० मिनीटे

प्रश्न क्रमांक	प्रश्नप्रकार	गुण	विकल्पासहगुण
१.	अ) एका वाक्यात उत्तरे लिहा.	५	५
	ब) संज्ञा, शब्द, शब्दसमूह लिहा.	५	५
	क) कंसातील शब्द निवडा.	४	४
२	संज्ञा/संकल्पना स्पष्ट करा. (४पैकी कोणतेही २ सोडवा)	४	८
३.	फरक स्पष्ट करा. (३पैकी कोणतेही २ सोडवा)	८	१२
४.	थोडक्यात उत्तरे लिहा. (३पैकी कोणतेही २ सोडवा)	८	१२
५.	खालील विधाने सकारण स्पष्ट करा. (३पैकी कोणतेही २सोडवा)	८	१२
६.	खालील प्रश्नांची उत्तरे लिहा. (दीर्घोत्तरी प्रश्न) (२पैकीकोणते ही १सोडवा)	८	१६
	एकूण	५०	७४



महाराष्ट्र राज्य माध्यमिक व उच्च माध्यमिक शिक्षण मंडळ, पुणे

विषय : वाणिज्य संघटन व व्यवस्थापन
इयत्ता : १२ वी

मुल्यमापन योजनेची ठळक वैशिष्ट्ये

१. संविधान तक्ता दिला जाणार नाही. प्रश्निकांनी तो स्वतंत्र तयार करावा.
२. उत्तीर्ण होण्याकरिता लेखी परीक्षा व अंतर्गत मुल्यमापन मिळून किमान ३५ टक्के गुण प्राप्त होणे आवश्यक राहिल.
३. राज्यमंडळाच्या प्रचलित निकषा प्रमाणे सवलतीच्या गुणांची तरतूद (Grace Marks System) सुरु राहिल.
४. क्रीडा क्षेत्रात प्राविण्य मिळविणाऱ्या/सहभागी होणाऱ्या विद्यार्थ्यांना देण्यात येणारे सवलतीचे अतिरिक्त गुण प्रचलीत निकषा प्रमाणे सुरु राहिल.
५. इ. १२वी मुल्यमापन योजनेची अंमलबजावणी शालेय शिक्षण व क्रीडा विभागाच्या शासननिर्णय दिनांक ८ ऑगस्ट २०१९ प्रमाणे करावी.
६. प्रथम सत्रात ५० गुणांची प्रथम सत्र परीक्षा घेण्यात यावी. (कालावधी २ तास ३० मिनीटे) द्वितीय सत्रात ८० गुणांची सराव परीक्षा व २० गुणांची उपयोजनावर आधारित परीक्षा घेण्यात यावी. बोर्डाची लेखी परीक्षा ८० गुणांची व अंतर्गत मूल्यमापन परीक्षा २० गुणांची असेल. अंतर्गत मूल्यमापनाचे २० गुण उपयोजनावर (Application based) आधारित चाचणीच्या आधारे दिले जातील. सदर परीक्षा १ तास कालावधीची असेल.
७. सर्व परीक्षा ह्या संपूर्णतः परीक्षा वातावरणात व सर्व निकषांसह घेतल्या जाव्यात.
८. अंतर्गत मूल्यमापनासाठी उपयोजनावर आधारित २० गुणांची चाचणी परीक्षा जानेवारी/फेब्रुवारी महिन्यात घ्यावी सदर चाचणी परीक्षेचा कालावधी १ तासाचा असेल. चाचणी परीक्षेतील प्रश्नांची उत्तरे विद्यार्थ्यांनी प्रश्नपत्रिकेवरच लिहिता येतील अशी प्रश्नपत्रिका तयार करावी.
९. अंतर्गत मूल्यमापनासाठीची चाचणी परीक्षा संपूर्ण अभ्यासक्रमावर आधारित असावी.
१०. लेखी परीक्षा ८० गुणांची व संपूर्ण अभ्यासक्रमावर आधारित राहतील.
अंतर्गत मूल्यमापनाचे रेकॉर्ड (ABT प्रश्नपत्रिका व उत्तरपत्रिका) १८ महिने जपून ठेवणे अपेक्षित आहे.