

**Final Paper (4 March 2017)**  
**Class XI**  
**Paper- BUSINESS STUDIES**  
**(Set-B)**

Time: 3hrs.

M.M. 90

**General Instructions:**

- i) Answer carrying 1 mark may be from one word or sentence.
- ii) Answer carrying 3 marks may be from 50-75 words.
- iii) Answer carrying 4-5 marks may be about 150 words.
- iv) Answer carrying 6 marks may be about 200 words.
- v) Attempt all parts of a question together.

- Q1. Abhinay runs a small shop in a residential locality in Delhi. He keeps all kinds of day today products needed by local residents for their daily use which include groceries, toiletries, cosmetics etc. He keeps his shop open from 6 in the morning to 11 at night. He purchases his goods from dealers. Identify the kinds of Retailer Abhinay is? (1)
- Q2. Name the quotation which an exporter sends to the importer in response to a trade enquiry. (1)
- Q3. What does 'cryptography' refer to? (1)
- Q4. What is the father of company called? (1)
- Q5. A public enterprise is granted autonomy to manage but at the same time, it is accountable for specified results. Name the enterprise. (1)
- Q6. State one difference between GDR and ADR? (1)
- Q7. State two products which can be sold through Automatic Vending Machines. (1)
- Q8. Identify the kind of social responsibility in the following activities a business conducts: (3)
- i) Contribution for the resettlement of the riot hit victims.
  - ii) Purchasing goods of foreign origin through proper channel of import.
  - iii) Sensitizing employees to respect others sentiments and religious beliefs.
- Q9. Give difference between Foreign Direct Investment and Portfolio Investment. (3)
- Q10. a) Recently Govt. has announced a limit on Wedding Expenditure upto 5 lakh to avoid wasteful expenditure on weddings. What impact will have on business & economy? Identify the values behind this decision. (2+1)
- b) On 27<sup>th</sup> November 2016, PM Narendra Modi urged the youngsters of the country to embrace mobile banking technology. It was said demonetization "Shock given to currency" will boost digital economy. Name two socio-economic values which are undertaken by the government.
- Q11. "Profit is a leading objective but not the only one." Comment. (3)
- Q12. All the members of a company sitting in a general meeting were killed by a bomb' was the company wound up? Give reason in support of your answer. (3)

- Q13. "The data stored in the computer may be stolen or modified to achieve personal motives." Discuss the type of risk highlighted in the given statement. Also discuss how we can provide protection against such risks. (3)
- Q14. Name and explain the two characteristics of business which involve possibility of loss. (3)
- Q15. What are Business Ethics? Also explain three elements. (4)
- Q16. Mohini took the life insurance policy of her husband. After one year, the couple got divorced and after two years, her husband met with an accident and died on the spot. Is Mohini entitled to get compensation from the insurance company? If she was regularly paying the premium amount? Identify the concept involved. Explain this too? (4)
- Q17. Why global enterprises are considered superior to other business organization? (4)
- Q18. i) According to MSMED Act 2006, Give the classification of service Enterprises. (1+3)
- ii) What are the problems of small scale industries?
- Q19. Meditech Limited imports goods and sell them across India. The company has its registered office in Delhi. They sell their goods through distributors who buy in bulk and further sell through dealers. Meditek sends goods through rail, road and at times through courier. The company ensures that before dispatch all goods are insured. Meditek provides exclusive rights to each distributor to sell products in specific areas. This builds confidence amongst distributors. (4)
- a) Identify the type of trade Meditek Limited is doing? Quote lines to support your answer.
- b) State any two services which distributors may provide to their dealers.
- c) Do you think Meditek Ltd. conducts business ethically? Give reasons.
- Q20. Imagine life without your local market. What difficulties would a consumer face if there were no retail shops? (4)
- Q21. a) Explain two benefits of International Business to Business Firms. (2+3)
- b) Give difference between Domestic Business and International Business on the basis of: (i) Nature of Customers (ii) Currency used (iii) Risk
- Q22. Neetu wears a garment manufacturing company, has received large orders due to fast approaching Diwali festival. The company is in need of funds for increased operations. (5)
- i) Which type of funds are required by the company.
- ii) Advise the company on the various sources of finance it can tap to raise the required funds.
- Q23. The owner of a general store wants to open a branch in a nearby town. Will you advise him to take a partner to run the branch store or employ a manager/assistant? Give reasons for your advice. (2+3)
- Q24. Differentiate between Equity Shares and Preference Shares. (5)

- Q25. "The retail organizations where same types of commodities are sold at uniform prices located all over the country." (6)
- a) Identify the fixed shop
  - b) Give 2 merits
  - c) Give 2 demerits
  - d) 2 examples
- Q26. Explain the following steps with respect to Import procedure: (6)
- i) Indent
  - ii) Obtaining export license
  - iii) Shipping order or reservation of shipping space
- Q27. "The marketing intermediaries perform all activities related to marketing and distribution of product like promoting products, grading and repacking etc." Identify the concept involved. Discuss the reasons against their existence in the channels of distribution? (6)