

GREENLAWNS SCHOOL, WORLI

Terminal Examinations 2018

COMMERCIAL STUDIES

Std: X

Date: 24.09.18

Marks: 80

Time: 2hours

Attempt **all** the questions from Section A

Attempt **any four** questions from Section B

Section A (40 marks)

Attempt **all** the questions in this section

Q.1. Distinguish between:

- a. Advertising and Sales promotion. [2]
- b. Capital receipts and Revenue receipts [2]
- c. NEFT and RTGS [2]
- d. Equity shares and Preference shares [2]
- e. Training and Development [2]

Q.2.

- a. State any four expectations of creditors from an organisation. [2]
- b. Why is marketing said to be pervasive? [2]
- c. What is an advertising agency? [2]
- d. How does the Consumer Protection Act check unfair trade practices? [2]
- e. Why is E-security needed? [2]

Q.3.

- a. What are current assets? Give two examples of current assets. [2]
- b. How does a purchase budget help a business enterprise? [2]
- c. State any four advantages of preference shares. [2]
- d. Name and explain any two types of training on-the-job. [2]
- e. A businessman spent Rs. 1,30,000 on the overhauling of his entire plant to ensure its long term utility. State with a reason the type of expenditure incurred by him. How would the businessman account for this expenditure at the end of the year? [2]

Q.4.

- a. Name any two types of direct cost. Give an example of each. [2]
- b. Give any four disadvantages of an interview as a method of selecting candidates for a job. [2]
- c. State any four features of trade unions. [2]
- d. Explain discounting of a bill of exchange with an example. [2]
- e. Mention any four advantages of E-banking to a customer? [2]

SECTION B (40 MARKS)

Attempt **any four** questions in this section

Q.5.

- a. Explain any five rights of a consumer. [5]
- b. Distinguish between traditional business and E-business. [5]

- Q.6. a. Budgets are very useful in an organization. Justify. [5]
 b. Explain any five functions of the capital market. [5]
- Q.7. a. Distinguish between recruitment and selection. [5]
 b. Distinguish between shares and debentures [5]
- Q.8. a. Explain any five functions of the Central bank of India. [5]
 b. Explain the various modules in an ERP system. [5]
- Q.9. a. Explain any five precautions to be taken while using a debit or credit card. [5]
 b. Explain the objectives of industrial relations. [5]
- Q.10. Prepare a Trading, Profit & Loss A/c and Balance Sheet of Mr. Karunanidhi for the year ended 31st March 2007 from the following Trial Balance. [10]

The Closing stock on 31.03.2007 was valued at Rs. 7,000 but its market value was Rs. 6,800

TRIAL BALANCE

<u>DEBIT BALANCE</u>	<u>Rs.</u>	<u>CREDIT BALANCE</u>	<u>Rs.</u>
Wages and Salaries	6,000	Sales: Cash	8,000
Drawings	2,000	Credit	18,000
Purchases	18,000	Capital	34,000
Sales Returns	300	Discount earned	340
Office furniture	4,000	Purchase returns	460
Buildings	12,800	General reserve	1,500
Advertisement	500	Sundry Creditors	2,800
Opening stock	5,000	Bank Overdraft	1,300
Rent, Rates and Taxes	400	Income from investments	250
Commission	200		
Bills Receivable	800		
Travelling expenses	250		
Trade Expenses	350		
Bad debts	190		
Sundry Debtors	11,000		
Cash in Hand	1,800		
Freight on Purchases	260		
Investments	2000		
Fuel and Power (Factory)	800		
	<u>66,650</u>		<u>66,650</u>