

**GREENLAWNS HIGH SCHOOL  
TERMINAL EXAMINATION 2019**

**SUBJECT: COMMERCIAL STUDIES**

**CLASS: X**

**MARKS: 80**

**TIME: 2 HOURS**

*Answer to this Paper must be written on the answer paper provided separately.*

*You will NOT be allowed to write during the first 10 minutes.*

*This time is to be spent in reading the question paper.*

*The time given at the head of this Paper is the time allowed for writing the answers.*

*Write your answer in chronological order.*

**SECTION A** **40**  
**(Attempt all questions.)**

**Question 1** **10**

**Distinguish between**

- a) Fixed Assets and Current Assets
- b) Long Term Capital Funds and Short Term Capital Funds
- c) Advertising and Publicity
- d) Debit Card and Credit Card
- e) Training and Education

**Question 2** **10**

- a) How does E-commerce help in eradicating or reducing supply chain?
- b) Briefly explain two benefits of advertising to the society?
- c) Who are internal stakeholders? Give two examples.
- d) Write a short note on 'Discounting of Bills'.
- e) Why is it necessary to distinguish between Capital and Revenue items for accounting?

**Question 3** **10**

- a) List down four sources of borrowed funds.
- b) Explain two sources of internal recruitment.
- c) Illustrate four examples of false accounting.
- d) Briefly explain the objectives of Consumer Protection Act.
- e) Define a 'product'.

**Question 4** **10**

- a) 'Marketing is a much wider term than sales.' Give two reasons to support your answer.
- b) 'Sales Budget generally form a fundamental basis for other budgets.' Justify.
- c) 'RBI acts a Government's Bank.' Elucidate.
- d) 'Right to be heard' is a very crucial right that is bestowed upon a consumer.' Explain the statement.
- e) 'ERP provides information for making all major decision by the management'. Explain the statement stating the importance of ERP in a commercial organisation.

**SECTION B**  
(Attempt any four questions)

40

**Question 5**

10

- a) How are costs classified according to the 'basis of their behaviour'?
- b) Briefly explain the Customer Relationship Module and Human Resource Module.

**Question 6**

10

- a) Explain the following objectives of pricing:
  - i. Market share
  - ii. Meet and prevent competition
- b) Write a short note on following fraudulent practices:
  - i. Insurance Fraud
  - ii. Internet and Cyber Fraud

**Question 7**

10

- a) Distinguish between Central Bank and Commercial Bank.
- b) State five expectations of General Public from a commercial organisation.

**Question 8**

10

- a) Explain the following modes of transferring money online:
  - i. NEFT
  - ii. RTGS
- b) Discuss the main types of selection tests.

**Question 9**

10

- a) Distinguish between Equity shares and Preference Shares.
- b) Explain any two methods of 'On -the job training'.

**Question 10**

10

From the following Trial balance of Mr. Johnathan Byers, prepare Trading A/c, Profit and Loss A/c and Balance Sheet as on the last accounting day of the year 2018. Closing Stock was valued at ₹3800, whereas the Market value was ₹3700.

Particulars	Debit (₹)	Credit (₹)
Owner's Fund		78650
Carriage	7500	
Opening Stock	30000	
Royalty	15000	
Wages and Salaries	8000	
Electricity	1000	
Purchases and Sales	200050	301500
Octroi	1000	
Salaries and Wages	28000	
Returns	1500	1600
Sundry Debtors and Creditors	80000	51000
Machinery	60000	
Life insurance	2100	
Sales Tax	1800	
Bank		11600
Cash in Hand	1500	
Discount	2100	
Rent	4800	
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