

**GREENLAWNS HIGH SCHOOL**  
**PRELIMS EXAMINATION YEAR 2019-20**

**SUBJECT: COMMERCIAL STUDIES**  
**TIME: 2 HOURS**

**CLASS: X**  
**MARKS: 80**

- *Answers to this paper must be written on the 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.*
- *Attempt all questions from Section [A] and any four questions from Section [B].*
- *The intended marks for questions or parts of questions are given in brackets [ ].*

**Section A (40marks)**

*(Attempt all questions from this Section)*

**Questions 1.** Distinguish between:

- a) On the job Training and Off the job Training [2]
- b) Primary Market and Secondary Market [2]
- c) Private Warehouse and Bonded Warehouse [2]
- d) Fire Insurance and Marine Insurance [2]
- e) Pension and NPS. [2]

**Questions 2.**

- a) Give two examples each of Capital and Revenue receipts. [2]
- b) What are the functions performed by Central Bank as a banker's bank? [2]
- c) What are the benefits of external recruitment? [2]
- d) How is the Tier I account of NPS different from Tier II account? [2]
- e) Explain the term 'Marshalling of Balance Sheet'. [2]

**Questions 3.**

- a) How is Life insurance different from General insurance? [2]
- b) List any four sales promotion techniques used by commercial organisation. [2]
- c) State any two expectations of creditors from the commercial organisation? [2]
- d) Mention any two objectives of Training. [2]
- e) Explain the Finance and Accounting module of ERP. [2]

**Questions 4.**

- a) How is air transport better than water transport? [2]
- b) What are the functions of CPCB under the Municipal Solid Waste management and handling rules, 2000? [2]
- c) State any four examples of Indirect expenses. [2]
- d) What is the utility of cash budget? [2]
- e) Mention any two precautions to be taken while using credit and debit cards. [2]

**Section B (40marks)**

*(Attempt any four questions from this Section)*

**Questions 5.**

- a) Explain the Principles of Insurance which given below: [5]  
i) Insurable Interest; ii) Doctrine of Subrogation.  
b) Mention any three features of Debit and Credit cards each. [5]

**Questions 6.**

- a) Write short notes: i) E-Advertising; ii) E-Security. [5]  
b) 'Advertising is a social waste.' Illustrate any five criticism of people against advertising. [5]

**Questions 7.**

- a) How are 'Target rate of return' and 'Prevent competition' objectives of Pricing different? [5]  
b) Briefly explain the functions of CPCB regarding : i) Air Pollution ii) Ecocity Program. [5]

**Questions 8.**

- a) Illustrate any five functions of Trade unions. [5]  
b) What do you understand by the following Fraudulent practices and steps taken to protect against such frauds: i) Intellectual property fraud; ii) Credit card fraud. [5]

**Questions 9.**

- a) In what ways do warehouses render services to the business community? [5]  
b) State any five salient features of COPRA. [5]

**Questions 10.**

From the following Trial Balance, prepare Final Accounts of M/s Sanford for the year ended 31<sup>st</sup> March 2019.

[10]

Particulars	Debit Amount ₹	Credit Amount ₹
Sundry Debtors and Creditors	15000	70000
Stock on 1 <sup>st</sup> April,2018	50000	
Land and Building	100000	
Cash in Hand	56000	
Wages	30000	
Bills Payable and Receivable	20000	40000
Interest	7000	
Rent rates and taxes	21000	
Furniture and Fixtures	15000	
Salaries	20000	
Capital and Drawings	20000	250000
Royalty		6000
Purchase and Sales	110000	190000
Plant and Machinery	57000	
Office Expenses	25000	
Returns	20000	10000
<b>Total</b>	<b>566000</b>	<b>566000</b>

Closing Stock as on 31<sup>st</sup> March, 2019 was valued at 100000 (book value) while the market value was 150000.