

Greenlawns High School

Prelims Examination Year 2020-21

Subject: Commercial Studies

Class: X

Time: 2 Hours

Marks: 80

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- *You are not allowed to write for the first 15 minutes.*
 - *This time is to be spent in reading your question paper.*
 - *The time given at the head of the paper is the time allowed for writing the answers.*
 - *Answer to this paper must be written on the paper provided separately.*
 - *Attempt **all** questions from SECTION A and **any four** from SECTION B.*
 - *The intended marks for questions or parts of questions are given in bracket [].*
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Section A (40 marks)

*Attempt **all** questions from this section*

Question 1.

Distinguish between:

- a) NEFT and RTGS. [2]
- b) Advertising and Sales promotion. [2]
- c) Product and Service. [2]
- d) Capital Receipt and Revenue Receipt. [2]
- e) Primary Market and Secondary Market. [2]

Question 2.

- a) 'Advertisement creates monopoly.' Justify. [2]
- b) What do you mean by E-Commerce? How is different from E- business? [2]
- c) Explain Deferred Revenue Expenditure. Give an example. [2]
- d) What do you mean by Stakeholders? How does business enterprise influence them? [2]
- e) Why do we need COPRA? [2]

Question 3.

- a) What is a financial market? [2]
- b) Explain briefly any two objectives of marketing. [2]
- c) 'The Central Bank provides clearing house facility to the commercial banks.' Explain. [2]

- d) How does E-Commerce improve the quality of service to the customer? [2]
- e) Define Marketing. Mention any two elements of modern marketing. [2]

Question 4.

- a) State any two objectives of sales promotion. [2]
- b) How are internal stakeholders different from external stakeholders? [2]
- c) 'Preference shares are also called hybrid shares' explain. [2]
- d) What is ERP? [2]
- e) What is a E- Wallet? Give any two examples of E-Wallet. [2]

Section B (40 marks)

*Attempt **any four** questions from this section*

Question 5.

- a) Explain briefly the functions of Capital Market. [5]
- b) Write a short note: I) E-Advertising and ii) E- Marketing. [5]

Question 6.

- a) Briefly explain the objectives of Pricing. [5]
- b) Mention the expectations of Suppliers from a firm. [5]

Question 7.

- a) Write short note: i) False Accounting Fraud and ii) Internet and Cyber Fraud. [5]
- b) Enumerate any five features of COPRA. [5]

Question 8.

- a) Briefly explain the meaning and features of Equity shares. [5]
- b) Illustrate any five benefits of advertising. [5]

Question 9.

- a) Distinguish between Balance Sheet and Profit and Loss Account. [5]
- b) Illustrate the different ways of raising finance from commercial banks. [5]

Question 10.

Following is the Trial Balance of Kalpana Traders as on 31st March 2020. You are required to prepare Final Accounts: [10]319

Trial Balance as on 31st March 2020.

Particulars	Amount ₹	Particulars	Amount ₹
Stock on 1/4/2019	30,000	Capital	35,500
Returns Inward	2,500	Discount Received	1,500
Purchase	85,000	Sales	1,27,500
Salaries	6,600	Returns Outward	1,000
Royalty	700	Creditors	15,000
Carriage Inward	1,200	Bills Payable	5,000
Carriage outward	1,500		
Office expense	1,200		
Machinery	38,500		
Cash in hands	1,200		
Drawings	800		
Debtors	7,500		
Wages	5,300		
Commission	1,000		
Bill Receivable	2,500		
Total	1,85,500	Total	1,85,500

Adjustment: Closing Stock was valued at cost ₹ 32,000.