

Greenlawns High School

Prelims Examination -2023-24

Subject: Commercial Studies

Marks: 80

Class: X

Time: 2 hours

*Answer to this paper must be written on answer-sheets provided.*

*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 [ ].*

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**Section A (40 Marks)**

**(All questions are compulsory)**

**Question I**

**Pick the correct answer and mention the option along with the answer. [16]**

1. Group discussions help the recruiter to judge \_\_\_\_\_ ability of the candidate.
  - a. temperament
  - b. potential abilities
  - c. capacity of reasoning
  - d. social traits
2. CCPA means:
  - a. Central Company Protection Act
  - b. Central Consumer Protection Act
  - c. Central Control Pollution Act
  - d. Central Consumer Protection Authority
3. RBI does not provide this facility to the commercial banks:
  - a. to underwrite securities
  - b. to provide short-term loans
  - c. to provide bill-discounting facility
  - d. to exercise control over the credit policy
4. Statement 1: Fixed costs are time based.  
Statement 2: They are controlled in the short-run.
  - a. Both the statements are true.
  - b. Statement 1 is true but statement 2 is false.
  - c. Both the statements are false.
  - d. Statement 1 is false but statement 2 is true.

5. Pricing process does not involve following factor:
- sales promotion
  - terms and conditions of sale
  - discounts and allowances
  - mode of payment.
6. Urban Clapp has pre and post-sales support, to help their customers get better service. E-business like Urban Clap has enabled suppliers to \_\_\_\_\_ by becoming 'closer to the customer'.
- to improve competitiveness
  - to reduce their cost
  - to have a paperless society
  - to lower investment.
7. As an investor in the Company, you looking for following \_\_\_\_\_ from the company:
- protection of trade union rights
  - respect for intellectual property rights
  - equal participation in policy decisions of the company
  - make proper use of scarce resources of the nation.
8. If a person A insures his house for ₹2 lakh with insurer B for ₹1 lakh and another insurer C for ₹1 lakh, then, in case of a loss of ₹ 90000, insurer B and C together will pay A for the actual loss under the following principle of insurance:
- Indemnity
  - Insurable interest
  - Causa proxima
  - Contribution
9. Disputed claims or liability under a damaged suit which may or may not occur in future is an example of \_\_\_\_\_:
- Fixed liabilities
  - Current liabilities
  - Contingent liabilities
  - Capital
10. \_\_\_\_\_ budget helps to exercise control over cost and liquidity of the firm.
- Master budget
  - Cash budget
  - Production budget
  - Capital budget



11. Dove's new soap advertising scheme is one soap free on the purchase of four soaps. This is \_\_\_\_\_ type of sales promotion technique.

- a. Bonus offer
- b. Coupons
- c. Free offer
- d. Exchange offer

12. Recruitment of soldiers in the army is done at the Bharti Daftar. This is an example of :

- a. casual callers
- b. direct recruitment
- c. employment exchange
- d. recommendation

13. The CPCB does not regularly monitor this pollutant:

- a. Sulphur Dioxide
- b. Carbon dioxide
- c. Nitrogen Oxide
- d. Respirable Suspended Particulate Matter

14. It is the responsibility of the employer to arrange to pay the amount of \_\_\_\_\_ within \_\_\_\_\_ days.

- a. Pension, 45
- b. Gratuity, 30
- c. Life insurance premium, 360
- d. Provident fund, 15

15. Premium received on the issue of equity shares is a \_\_\_\_\_

- a. Capital expenditure
- b. Revenue receipt
- c. Capital receipt
- d. Deferred revenue expenditure

16. Following statement is not true in case of debentures:

- a. Repayment after all <sup>the</sup> claims of creditors <sup>are</sup> settled.
- b. Minimum risk to holders of the instrument.
- c. Interest is claimed as a matter of right.
- d. Return are absolutely certain irrespective of profits.

## Question II

### Distinguish between:

- a. NEFT and RTGS. [2]
- b. Marketing and Selling. [2]
- c. Capital receipt and revenue receipt. [2]
- d. Life Insurance and Health Insurance. [2]

## Question III

- a How does E- commerce help businesses to shorten the supply chain? [2]
- b What do you mean by Capital market? [2]
- c Mention any two objectives of Industrial Relations. [2]
- d How does RBI maintain the exchange rate? [2]

## Question IV

- a Why do we need consumer protection? [2]
- b State any four public utility services rendered. [2]
- c Explain the terms direct and indirect costs. [2]
- d What is the role of account executive who works in Advertising agency? [2]

## Section B (40 Marks)

(Answer any four questions)

### Question V

- a How is off-the-job training different from on-the-job training? Explain the methods employed for the off-the-job training. [5]
- b Enumerate any five demerits of advertising. [5]

### Question VI

- a Write a short note: I. Meet or prevent competition; II. Profit maximisation. [5]
- b Distinguish between Equity and preference shares. [5]

### Question VII

- a As an investment consultant, explain Mr Rajesh Shah who is an employee in a private firm the importance of setting funds aside under the NPS scheme. Your explanation should include following key aspects: objectives, eligibility, salient features and exit/claim option. [5]
- b Ramesh and Co, an auto spare accessory vendor is entering into contract with Maruti Udyog for supplying some specific car accessory, what are his expectations from Maruti Udyog? [5]

### Question VIII

- a Explain Class IX students the meaning and any four features of Balance sheet. [5]
- b Explain the salient features of COPRA, 2019. [5]

### Question IX

- a Briefly explain the importance of budgeting to a commercial organisation. [5]
- b Explain Jiyansh the different aspects of e- advertising and e-marketing. [5]



### Question X

Following is the Trial Balance of Mr Nath as on 31<sup>st</sup> March 2022. Prepare Trading and Profit and Loss Account for the year ended 31<sup>st</sup> March 2022 and Balance Sheet as on that date. [10]

Trial Balance as on 31st March 2022

Particulars	Debit (₹)	Credit (₹)
Opening Stock	22500	
Advertising	7000	
Carriage	700	
Furniture	8000	
Sales		189000
Royalty		2000
Capital		171300
Furniture	8000	
Investment	100000	
Machinery	100000	
Cash	8900	
Salaries	7500	
Creditors and Debtors	19000	27000
Carriage Outward	1500	
Bills payable and Bills receivable	17000	5000
Wages	16000	
Return Inward and Return Outward	4000	3800
Purchase	86000	
<b>Total</b>	<b>389000</b>	<b>389000</b>

Closing stock is valued at ₹ 50,000, but the market value is ₹45000.