

Greenlawns High School
Prelims Examination -2025-26

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 [].

Section A (40 Marks)

(All questions are compulsory)

Question 1: Pick the correct answer and mention the option along with the answer. [16]

1 'To enhance the goodwill of the firm by promising better quality at fair prices' is _____.

- | | |
|------------------------------------|---------------------------------|
| a) The disadvantage of advertising | c) the objective of advertising |
| b) The objective of publicity | d) the function of social media |

2 Which utilities of budget talks about providing exact standards with which actual results can be evaluated and variations between actual performance and budget targets can be analysed.

- | | |
|-------------------|-----------------|
| a) Control | c) Coordination |
| b) Responsibility | d) Motivation |

3 _____ expects the firm to produce socially desirable products in accordance with the national interest and priorities.

- | | |
|---------------|-------------------|
| a) Employees | c) General Public |
| b) Government | d) Creditors |

4 Electronic business enables suppliers to improve competitiveness by becoming _____.

- | | |
|--------------------------------|------------------------|
| a) Closer to the customer | c) customised products |
| b) Introduce new products only | d) paperless society |

5 Assertion(A): Trading A/c is prepared to ascertain the gross profit or gross loss of the business for the given period.

Reason (R): Trading A/c contains items of non-recurring nature used in production.

- | |
|--|
| a) A and R are true and R is the correct explanation for A |
| b) A and R are true and R is not the correct explanation for A |
| c) A is true and R is false |
| d) A is false and R is true |

6 In case of Air India London bound plane crash, Mr Anil was unable to board the plane due to traffic congestion on the way to the airport. Should he be paid compensation?

- | | |
|--------|-------|
| a) Yes | b) No |
|--------|-------|

7 Assertion (A) : SCM module involves demand and supply management, sales return and replacing process.

Reasoning ® : It helps to manage and track detailed information of the customer only.

- a) A and R are true and R is the correct explanation for A
- b) A and R are true and R is not the correct explanation for A
- c) A is true and R is false
- d) A is false and R is true

8 Balance Sheet is sheet consisting of balance of all the accounts.

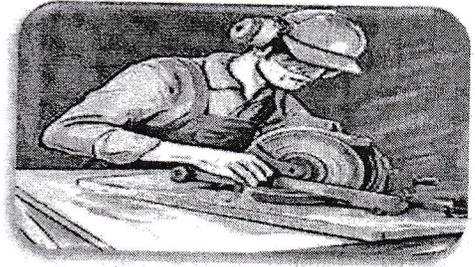
- a) True
- b) False

9 Siddh bought a new smartphone, but it malfunctioned after just a few days of use. According to consumer rights, what options does Siddh have regarding the faulty smartphone.

- a) Request for replacement or refund
- b) Keep the product and request for accessories
- c) Accept the faulty product as is
- d) Resale it on Olx

10 Observe the image and identify the type of cost.

- a) Fixed cost
- b) Semi-variable cost
- c) Variable cost
- d) Indirect cost



11 Stamp duty and other legal expenses incurred in connection with the acquisition of fixed assets are treated as _____.

- a) Capital expenditure
- b) Capital receipt
- c) Revenue expenditure
- d) Revenue receipt

12 Airbnb is like a hotel and a perfect example of _____.

- a) Public Utility
- b) Commercial service
- c) Professional service
- d) Distribution service

13 Who amongst the following will not receive pension in case of premature death of employees while in service?

- a) Old parent of the deceased
- b) Widow of the deceased
- c) Eldest surviving minor son of the deceased
- d) Eldest surviving unmarried daughter until the age of 24 years

14 _____ bridges the gap between advertising and personal -selling.

- a) Sales
- b) Social media
- c) Sales Promotion
- d) Publicity

15 The ultimate aim of the marketing is not to _____.

- a) Create demand
- b) Increase market share
- c) Satisfy customers
- d) Transfer ownership

16 Recruitment of soldiers in the army is done through a notice placed on the notice-board of the enterprise specifying the details of the jobs available.

- a) Casual callers
- b) Employment exchanges
- c) Direct recruitment
- d) Recommendations

Question 2 : Write difference between:

- a) Equity and Preference share [2]
- b) Balance sheet and Profit and Loss Account. [2]
- c) Budget and Forecast [2]
- d) Advertising and Sales Promotion [2]

Question 3

- a) State any two objectives of the Industrial relations. [2]
- b) What does the Principle of Mitigation of loss suggest about the insured's duty? [2]
- c) Hermes' Birkin handbag is the most expensive handbag in the world. The firm pursuing this objective of pricing is earning as much money as possible. Identify the objective of pricing. What is the effect of such objective of pricing on other entrepreneurs? [2]
- d) Mention the advantage and disadvantage each of internal recruitment. [2]

Question 4

- a) Samya wants to ensure that her official data is protected from the hackers. Highlight any two methods that can help her from cyber-crime. [2]
- b) Amul brand of butter has created monopoly in the market by aggressively advertising its products. How is this a demerit of advertising? [2]
- c) State the accounting treatment of Royalty paid and Royalty received in the final accounts. [2]
- d) What is the objective of CCPA? [2]

Section B (40 Marks)

{Attempt any four questions from this Section}

Question 5

- a) Enumerate any five rights of consumers. [5]
- b) List down the any three advantages and disadvantages each of railway transport. [5]

Question 6

- a) How does the business raise finance from the commercial banks? [5]
- b) Explain how advertising during festival rush helps the customers? [5]

Question 7

- a) List down any five methods of Sales Promotion techniques with examples each. [5]
b) Write short notes on : i) Maternity benefit ii) Gratuity [5]

Question 8

- a) Enumerate to Param the features of On-the-job training and their techniques. [5]
b) Write short notes on: i) E-Advertising ii) E- Marketing [5]

Question 9

- a) Khushi has joined as intern in the Advertising Agency, inform her about the functions of the advertising agency in detail. [5]
b) M/s Arora and Co is one of the automobile accessories suppliers to Maruti Udyog. State their expectations from Maruti Udyog. [5]

Question 10

The following is the Trial Balance of M/s Diyana & Co as on 31st March 2025:

[10]

| Particular | Debit Amount (₹) | Credit Amount (₹) |
|-----------------------------------|------------------|-------------------|
| Capital and Drawings | 4000 | 80000 |
| Building | 108000 | |
| Machinery | 18000 | |
| Returns | 6000 | 3000 |
| Opening Stock | 15000 | |
| Purchase and Sales | 66000 | 115000 |
| Wages | 10000 | |
| Carriage Outwards | 1800 | |
| Bank overdraft | | 43200 |
| Interest | 4500 | 900 |
| Discount | 5200 | |
| Trade Expense | 6800 | |
| Advertisement | 3600 | |
| Salaries | 10000 | |
| Cash in Bank | 1200 | |
| Bill Payable and Bills Receivable | 12000 | 30000 |
| TOTAL | 272100 | 272100 |

Closing Stock was valued as ₹ 78000.

You are required to prepare the final accounts for the year ending 31st March 2025.