

## Instructions:

1. Answer all questions.
2. Question paper contains 37 questions
3. Question No-1 to 8 is multiple choice question and Q.no.9 to 16 is very short answer question of one mark each.
4. Question No-17 to 22 are of 2 mark each and to be answered in 30 words.
5. Question No-23 to 30 of of 3 marks each and need to be answered in 60 words.
6. Question No-31 to 37 of of 4 marks each and need to be answered in 100 words.
7. There is no overall choice however, internal choice is provided in question No.25,27,28 & 37.

Q. 1. Internal sources of capital are those that are \_\_\_\_\_

- Generated through outsiders such as suppliers
- Generated through loans from commercial Bank
- Generated through issue of shares.
- Generated within the business.

Q.2 Funds required for day to day expenses is an example of \_\_\_\_\_

- Fixed capital requirement
- Working capital requirement
- Ploughing back of profits.
- Lease Financing.

Q.3 Equity shareholders are called \_\_\_\_\_

- Partners of the company.
- Owners of the company
- Executives of the company.
- Employees of the company.

Q.4 "Monday Market" is an example of which type of Itinerant Retailer \_\_\_\_\_

- Hawkers and peddlars
- Periodic market traders
- Street Traders
- Cheap Jacks.

Q.5 Wholesaler is a link between \_\_\_\_\_

- Manufacturer and customer
- Customer and Retailer
- Manufacturer and Retailer
- Customer and Supplier

Q.6 Who issues MATE Receipt?

- Shipping company
- Custom Authority
- Port Supervisor
- Captain of the ship

Q.7 WTO was established on \_\_\_\_\_

- 01<sup>st</sup> July 1995
- 01<sup>st</sup> Jan 1995
- 01<sup>st</sup> April 1995
- 01<sup>st</sup> May 1995

Q.8 To ensure fair and regular return on investment is related to which group of social responsibility?

- Customer
- Employees
- Community
- Shareholders

Q.9 Name the stores which deal in a particular type of products under one product line only.

Q.10 Name the Source of Business Finance whereby the owner of an asset enters into agreement and grants another party the right to use the asset in return for a periodic payment.

Q.11 Name the type of Large scale Retailer where in large building containing a lot of stores and often restaurants, and usually with space around it outside for parking.

Q.12 Name the voluntary and non profit making organisations for all types of businessmen operating in a particular territory for the protection of interest of businessman in general.

Q.13 Name the scheme which is initiative by the Government of India for generation of employment and wealth creation.

Q.14 When business firms use Eco friendly method of production, then they are performing social responsibility towards which group?

Q.15 Define Social Responsibility.

Q.16 Name the concept which is concerned with what is right and what is wrong.

Q.17 What is Business Finance ? State one importance of Business Finance.

Q.18 Explain –Make in India.

Q.19 Distinguish between Wholesale trade and Retail Trade.(2 points)

Q.20 State any two merits of Super Market.

Q.21 Ravi Fruit and vegetable seller moves from street to street in search of customer. Identify the type of Itinerant Retailer and give its two features.

Q.22 Give any two responsibilities of business towards customers.

Q.23 Explain –1.Trade credit

2.ICD

3.Public Deposits.

Q.24 **Identify & Explain the source of Finance in the following cases.**

- It refers to that part of profits which is kept as reserve for use in future.
- It is a permanent source of capital and is not redeemed during the life of the company.
- This source put a permanent obligation on the company to pay interest every year irrespective of profits.

Q.25 Explain the role of NSIC in promoting Small scale Enterprises.

OR

Q.25 Explain the role of DIC in promoting Small scale Enterprises.

Q.26 How does Entrepreneurship Development help in generating Employment opportunities.

Q.27 **Identify & Explain the type of Retailer in the following cases.**

- An Individual who comes every Evening in the residential areas to sell vegetables and fruits.
- Ratiram pays a monthly charge to a bank to put up his stall in the evening and sell readymade garments.
- Ravi a small retailer who sell their goods at places which are surrounded by huge floating population.

OR

Q.27 Aman is a trader dealing in low cost fashionable footwear.In order to sell his goods he opens his shop on fixed days in different market.

In context of above case

- How would you classify Aman as a type of Retailer.
- Name the category of that type of Retail trade as Identified in part (a).
- Explain any two features of this category.

Q.28 Explain any three services offered by wholesaler to Retailer.

OR

Q.28 Explain any three services offered by Retailer to Consumer.

Q.29 Explain any three scope of International Business.

Q.30 Explain the Following Export Documents.

- a) Certificate of Origin
- b) Certificate of Inspection.
- c) Airway Bill

Q.31 Distinguish between Equity shares and Preference shares (4 points)

Q.32 ABC Limited is planning to expand their business and need money. The finance manager reported that company is not in a position to bear extra burden of paying interest and equity shareholders insisted not to issue more shares as there is risk of losing control on issue of new shares in the market.

- a) Suggest a source of Owners Fund suitable in above case.
- b) State any three characteristics of this source.

Q.33 How does Small Business help in improving Economic condition of Rural area?

Q.34 Write short note on Automatic Vending Machine along with its features.

Q.35 What are Chain stores? Explain the merits of chain stores. ( any 3)

Q.36 Distinguish between Internal trade & External Trade (4 points)

Q.37 What steps can an enterprise take to protect the environment from the dangers of pollution. ( any 8)

OR

- Q.37 Explain –
1. Air Pollution.
  2. Water pollution.
  3. Land pollution.
  4. Noise pollution.

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