

**O. P. JINDAL SCHOOL, SAVITRI NAGAR**  
**Half Yearly Examination - (2023 – 2024)**

Class / Section: XI Comm  
 Subject: BUSINESS STUDIES (054)  
 Name: \_\_\_\_\_

MM:80  
 Time: 3Hrs.  
 Roll No: \_\_\_\_\_

(Fifteen Minutes Extra will be given for reading the Question Paper.)

**General instructions:**

1. This question paper contains 34 questions.
2. Marks are indicated against each question.
3. Answers should be brief and to the point.
4. Answers to the questions carrying 3 marks may be from 50 to 75 words.
5. Answers to the questions carrying 4 marks may be about 150 words.
6. Answers to the questions carrying 6 marks may be about 200 words.

Q. No	QUESTIONS	Marks
1	Categorise the occupation in which the employees work for others and get paid in return. a) Profession b) Business c) Employment d) None of the above	1
2	Amandeep involves in selling School and College Uniforms at his retail outlet located at Ambala. It is his family business, now controlled and managed by him. In the Covid- 19 period, schools and colleges are mostly closed all around the state. Due to this pandemic situation, he records a very little business of ignorable volume. He is paying staff salaries, electricity bills and other fixed expenses each month. He is facing huge financial losses because of Covid -19 and its effects.  Which features of sole trading business is highlighted in the above case? (a) Easy Formation (b) Profit (c) Secrecy (d) Risk and Uncertainties	1
3	Amar, Biraj, Sachin, Rohit and Ishant have decided to start a partnership to complete a	1

specific project within 02 years. It has been unanimously decided among them to contribute equally towards meeting the budgeted expenditures of the project and to share profits or losses equally. As per the agreement, partnership business will come to an end on completion of the project. Which type of partnership referred in the above case?

- (a) Partnership at will (b) Particular Partnership  
(c) General Partnership (d) Limited Liability Partnership

- 4 Statement 1: The business can ensure environmental protection by adopting deforestation. 1  
Statement 2: Sewage disposal is a technique that could be adopted by business for environmental protection.  
(a) Both statements are correct  
(b) Both statements are incorrect  
(c) First statement is true, second is false  
(d) First statement is false, second is true
- 5 Without disclosing that he is suffering from TB, Mr. A gets himself insured against death for rupees 10 lakhs. He lives for another three-four years and dies due to TB. The insurance company comes to know about Mr. A's illness only after his death. Now, under these circumstances the insurance company is not liable to pay anything to the dependents of Mr. A as the contract between the insurance company and Mr. A is void. Identify the principle of insurance to which the above example related: 1  
(a) Utmost good faith (b) Insurable interest  
(c) Indemnity (d) Subrogation
- 6 Which of the following does not characterize business activity: 1  
(a) Production of goods and services  
(b) Presence of risk  
(c) Sale or Exchange of goods and services  
(d) Salary or wages
- 7 Receiving delivery chalan for the supply of raw materials by another business unit is an example of: 1  
(a) B2B (b) B2C (c) C2C (d) Intra B
- 8 Assertion (A) Business represents exchange of Goods and Services. 1  
Reason (R) Risk and Uncertainties are always there with any form of business.  
Codes-  
(a) Both A and R are true. R is the correct explanation of A  
(b) Both A and R are true, but R is not the correct explanation of A

- (c) A is correct, but R is incorrect  
 (d) A is incorrect, but R is correct
- 9 Ajeet started its Travel Agency in the year 2000 by taking a small room on Rent in Delhi. He invested money and efforts to build his business. Quality and timely services provided by his Travel Agency made him popular in Delhi. Name the form of business organization owned and operated by Ajeet. 1
- (a) Partnership (b) One Person Company  
 (c) Joint Venture (d) Sole Trading Concern
- 10 LIC is an example of.... 1
- (a) Statutory Corporation (b) Public company  
 (c) Government company (d) Departmental Undertaking
- 11 Rohit insured his property with two insurers, AIG Ltd. For ₹ 2,00,000 and Radhekrishnan General Insurance for ₹ 6,00,000. His loss of property actually was for ₹ 4,00,000. What amount he can claim from both the insurers? 1
- (a) AIG Ltd- ₹ 2,00,000 Radhekrishnan General Insurance- ₹ 2,00,000  
 (b) AIG Ltd- ₹ 1,00,000 Radhekrishnan General Insurance- ₹ 3,00,000  
 (c) AIG Ltd- ₹ 3,00,000 Radhe krishnan General Insurance- ₹ 1,00,000  
 (d) AIG Ltd- ₹ 2,80,000 Radhe krishnan General Insurance- ₹ 1,20,000
- 12 Dell Inc is a company involved in manufacturing of Computer and related items. It's a very popular name among the computer savvy youth in India. There are different models of Desktop, Laptop, Tabs, Gaming and Workstations manufactured and sold by the company in the Indian market. Which type of Industry highlighted in the above case? 1
- (a) Genetic Industry (b) Extractive Industry  
 (c) Processing Industry (d) Assembly Industry

**Read the following text and answer question No. 13-16 on the basis of the same:**

Sampat Prasad, a small shopkeeper in Jaipur, Rajasthan used to sell the famous 'Bhujia-Sev'. It was a quick-selling product for local customers. His son after completing his studies joined his father's business and wanted to expand the business by forming a company named Sampat Bhujia Ltd, offering a wide range of products to its local and to foreign customers like namkeen, sweets, bakery items, etc. under the same brand name. For fulfilling all the legal formalities to form the company he appointed professionals. Now 'Sampat Bhujia Ltd.', is a renowned name in snacks industry which offered its products at competitive prices even while offering customer services like gift packaging and free home delivery to become a household name. 'Sampat Bhujia' has an efficient marketing department working on



minimising business risks from their competitors by making effective marketing plans, related to physical distribution, promotion of the brand, effective pricing policies and product development. It has also worked upon managing public opinion by developing relations with the masses through sponsoring cultural and sporting events, maintenance of public parks, etc.

- 13 Name the service used by 'Sampat Bhujia Ltd.' to remove the hindrance of information : 1  
(a) Transportation (b) Warehousing (c) Promotion (d) Marketing
- 14 For fulfilling all the legal formalities to form the company he appointed professionals. Who among the following ensures that the issue is subscribed fully : 1  
(a) Promoter (b) Broker (c) Banker (d) Underwriter
- 15 'Sampat Bhujia' has an efficient marketing department working on minimising business risks from their competitors. Which type of risk is this? 1  
(a) Pure risk (b) Speculative risk (c) Financial risk (d) Insurable risk
- 16 It has also worked upon managing public opinion by developing relations with the masses through sponsoring cultural and sporting events, maintenance of public parks, etc. Identify the objective fulfilled by the company by doing so : 1  
(a) Economic (b) Social (c) Ethical (d) Legal
- 17 Read the statement carefully and choose the correct alternative: 1  
Statement I- e-business includes not only e-commerce but also other electronically conducted business.  
Statement II- e- business is more than buying and selling over the internet, i.e. e- commerce.  
(a) Statement I is true but statement II is false.  
(b) Statement II is true but statement I is false.  
(c) Both the statements are true.  
(d) Both the statements are false.
- 18 Identify from the following that is NOT a feature of departmental store – 1  
(a) These stores are generally located at a central place in the heart of a city, which caters to a large number of customers  
(b) There is a managing director assisted by a general manager and several department managers  
(c) A departmental store combines both the functions of retailing as well as warehousing  
(d) They have decentralized purchasing arrangements
- 19 Match the columns and choose the correct alternatives: 1  
Column I Column II  
A. Goods bought on credit i. Cash on delivery

- B. Payment through UPI  
 C. Payment made after receiving goods  
 D. Transfer money electronically from bank account
- ii. Debit Card  
 iii. BHIM  
 iv. Credit card

- (a) A – iv, B – iii, C – i, D – ii  
 (b) A – ii, B – iv, C – i, D – iii  
 (c) A – iii, B – i, C – iv, D – ii  
 (d) A – iii, B – iv, C – ii, D – i

- 20 Hari started business of manufacturing shirts in order to make the availability of shirts within the reach of many customers. He established contact with retailers who were dealing in multiple brands of garments and have many branches all over the world. Hari offered them delivery of goods in which all the expenses will be borne by him. In order to increase the sales, retailers announced the offer of 'buy one and get one free' shirt manufactured by Hari. Identify the level in the distribution network that Hari is dealing. 1
- (a) Manufacturer (b) Wholesaler (c) Retailer (d) Both a & c
- 21 Can the public sector companies compete with the private sector in terms of profit & loss efficiency? Give reasons for your answer. 3
- 22 Ramesh is software professional working in a software development company located at Hyderabad. He has a saving bank account with the state bank of India but he has not opted for e-Banking. His family members are residing in Delhi. Ramesh's father asked him to send Rs.4, 50,000 at the earliest. His father has a saving bank account with Bank of Baroda. Explain Ramesh the method he should adopt for sending money as early as possible. 3
- 23 North-Ex Bank' is a popular private sector bank offering varied services to its customers. It offers many types of bank accounts to its customers. Saiyam being a business man has chosen the type of account in which deposits are the most liquid and there are no limits to the number of transactions or the amount of transactions in a day. On the other hand, his mother has opened a type of account where she can conveniently deposit the money she saves. These accounts provide cheque facility and offer lot of flexibility for deposits and withdrawal of funds from the account. Saiyam's younger brother Samik has opened a special kind of account wherein he will deposit 1000 every month for the next two years. By quoting lines from the paragraph identify the various types of bank accounts being used by Saiyam and his family members. 3
- 24 Lalitha – Devi did her post-graduation from Manipur University, Imphal. She had offers to join some reputed firms in metropolitan cities like Delhi and Mumbai. Instead of joining any of these firms she decided to do some creative work on Imphal. She observed that 3



a special type of chili is grown by a farmer in most of the villages in Imphal. This chili has a distinct flavour and pickle made from this chili has a taste which may be like by people from the rest of the country. But the farmers were neither trained for this kind of farming of this kind of chili on the large scale nor was there a secured market for their produce. Lalitha Devi met 18like-minded women of the same area and formed an organization for doing the business of pickle manufacturing. Each of them contributed Rs.20, 000 each towards its capital and were equally responsible for its management. On one hand they assured the farmers to purchase their chili and on other hand, the organization with the help of local agriculture department arranged for the training of the farmers. They also employed 10 local unemployed graduate girls for doing the various operations of pickle making. On the basis of the given information, answer the following questions:

- (a) Identify the kind of organization that was formed by Lalitha Devi.
- (b) Explain the type of the kind of organization that was formed by Lalitha Devi.

- 25 Mumbai Metro is a rapid transit system which is under construction in Mumbai. The system is designed to address both present and future needs of public transportation. The project was implemented under Built, Own, operate and transfer (BOOT) method and has been India's first special metro project in which few phases (construction and maintenance) were given to private players. The project involved an elevated 11 km Light Rail Transit (LRT)system linking Andheri and Ghatkopar, via Asalpha, Marol, Chakala and Saki Naka. The construction of Mumbai Metro involved building up of a total of 146 km of track, of which 32km is underground. The project was approved by the Government of Maharashtra in August2004 and global bids were invited through an Expression of Interest. On the basis of the given information about Mumbai Metro, answer the following questions:
- (a) State the type of public sector enterprise highlighted in above case.
  - (b) Enlist any three features of this form of business enterprise.
  - (c) Which kinds of applications are preferred to be undertaken by such enterprises?

- 26 Ratan after doing his B. Pharma degree from a reputed government college started two chemist shops in two different localities of his home town. Encouraged with the success of these shops, he started six more shops in different cities of the state. His strategy was to cut price, focus on lower- and middle-class patients and open shops near hospitals. He earned good profit margins. But the staff of the shops did not give much attention to the customers. Because of this mismanagement he started incurring huge losses and his business failed. On the basis

of the given information about Ratan, answer the following questions:

- (a) Identify and explain the main cause behind the business failure of Ratan.
- (b) Explain any two other causes of risk associated with Ratan's business.

27 OLX and quicker are examples of well-known websites used to conduct business. Tarasha's sofa set got spoiled in the rain. Her friend suggested that she should change the fabric so that it looks new and put it for sale on OLX. Tarasha followed her friend's advice and got her sofa repaired so that it looked better and uploaded nicely clicked pictures on the website without disclosing the fact that it was damaged from the inside. She found a buyer and sold it for Rs 10,000. After five days the buyer found the real state of the sofa set and called Tarasha but she did not answer any of the calls. 4

- (a) identify the type of business highlighted in the above case.
- (b) Identify any two values which are overlooked by Tarasha.
- (c) Explain any two benefits and limitations of e-business.

28 The banking system in India dated back to 1750 BC. In ancient India there is evidence of loans from the Vedic period. From the writing of many foreign travellers during Mughal period we came to know about the use of various instruments in the then great commercial centres. In the Mughal periods historians found the evidence of loan deeds which were called dastawez. There were two types of dastawez – one was payable on demand and other was payable after a stipulated time. The most important class of credit instruments of exchange evolved in India at that time. Their use was most widespread in the twelfth century, and has continued till today On the basis of the given information about the banking system in India, answer the following questions: 4

- (a) Identify the instrument of exchange prominent in the great ancient commercial centres of India.
- (b) State two important features of the instrument of exchange identified in part (a)

29 Nothing is more important to Reliance Ltd, than making sure that the company does what is right and nothing puts it at risk more than failure to do it. In its code of conduct the company is focused on the most important principles and expectations rather than specifying detailed rules. It does not specify address every potential form of unacceptable faced with difficult 4

choices and that they will be guided by the good judgment. The above paragraph highlights an important aspect which every business should follow. On the basis of the given information about Reliance Ltd., answer the following questions:

(a) Identify the important aspect that every business should follow like Reliance Ltd.

(b) Discuss the important elements of the concepts identified in part (a).

- 30** Sarthak has taken fire insurance policy for his warehouse. Due to fire, he suffered a loss of Rs.5, 00,000 and gets a compensation claim from the insurance company. The damaged stock can be sold for Rs.15, 000. Who has the right over this amount? Why? State the relevant insurance principle in this regard. **4**
- 31** Phoenix Technologies Ltd., have developed such a washing machine through years of research which requires very less water for washing clothes and cleans them without damaging the cloth, as compared to other washing machines presently being sold in the market. This machine use 3D wash system, whereby there are 3 nozzles to spray water inside the drum while it rotates 360 degree. This facilitates complete of detergents and deep penetration of detergents into the clothes while washing. During the rinsing stage, the 3Dwash system helps better penetration of fresh water in to the clothes, thereby minimizing any detergent traces in the clothes. This machine is available at a highly competitive price to motivate people from lower middleclass to buy it. The company wants to provide information about new features, price, availability and brand name to the maximum potential customers. On the basis of the given information about Phoenix Technologies Ltd., answer the following questions: **6**
- (a) Explain the service facility/ aids to trade which the company can utilize to generate maximum sales
- (b) Explain other service facility/aids to trade facilitating smooth movement of goods from the producer to the ultimate consumers.
- 32** In 1983, when Stride Arcolab's was set up, it only dealt with two cities in India- West Bengal and Bihar. In 1985, it started trading nationally and by 2000, company made its way through the international market. Products used in cardiology were manufactured in 1987 and at that time, Monotreme was one of the first products that was launched and went on to become abets seller. In 1993, Stride Pharmaceuticals Industries set up their own research institute STIRI. STIRI became popular by generating knowledge and honing process development skills across the world. In 1994, Stride Pharma enrolled itself in the main stock exchanges in India. Stride Pharmaceuticals shifted its headquarters in Mumbai as it is at the centre of Indian commercial trade. The company began its first international acquisition with an **6**



amount of US \$ 7.5 million, acquiring international Pharm Lab in Detroit. Later on the company introduce da few more treatment areas which include orthopaedics, gynaecology, and oncology. On the basis of the given information about Stride Arcolab's, answer the following questions:

- (a) Identify the type of business enterprise highlighted by quoting the lines from above case.
- (b) Explain any four features of the type of business enterprise identified in above question.
- 33 Shikha is a sole proprietor. Over the past decade, her business has grown from operating 6  
neighbourhood corner shop selling accessories such as artificial jewellery, bags, hair clips  
and nail polish to a retail chain with three branches in the city. She looks after the varied  
functions in all the branches, but now she wants to change her form of business as she also  
has plans to open branches countrywide. She is also planning to collect the funds by issue  
Oscarson the basis of the given information about shikha, answer the following questions:
- (a) Which form of business is suitable for shikha for expansion of business? Also mention  
any two benefits of that form of business.
- (b) Explain two benefits of remaining a sole proprietor.
- 34 Unfortunately, as the saying goes 'Everything that glitters is not gold, though BPO as an 6  
industry looks bright and has huge untapped potential, the sector doesn't seem to be very  
attractive for BPO employees in long term for many reasons. BPO employees have to work  
mostly on night shifts due to geographical differences, which is against nature. There are so  
many adverse effects of it on personal as well as on professional life. Not to forget, BPO is a  
choice of people who otherwise failed to get a secured job in Indian or Foreign MNC's. Most  
of the BPO companies in India supports the overseas operations and majority of the  
employees have the night shifts. After working long time in night shifts employees get  
frustrated. Even though employees work 5 days a week, for rest of the two days it is not easy  
to sleep early as they have different sleeping timing. On the basis of the given information  
about the outsourcing companies, answer the following questions:
- (a) Specify the interest groups towards which the outsourcing companies is not fulfilling its  
social responsibilities.
- (b) Enlist the social responsibilities to be discharged towards the group identified in part(a).
- (c) Enumerate the values which the outsourcing companies have violated.

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