2023

QUESTION PAPER

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COMMERCIAL STUDIES

Maximum Marks: 80

Time allowed: Two hours

Answers to this Paper must be written on the paper provided separately.

*You will **not** be allowed to write during the first **15** minutes.*

This time is to be spent in reading the question paper.

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)

*(Attempt **all** questions from this **Section**.)*

Question 1

Choose the correct answer to the questions from the given options. [16]

(Do not copy the questions, write the correct answers only.)

(i) Heavy expenditure on advertisement is classified as:

(a) Revenue Expenditure

(b) Capital Expenditure

(c) Deferred Revenue Expenditure

(d) Miscellaneous Expenditure

(ii) _____ expect the business organization to follow the laws and regulations of the country.

(a) Suppliers

(b) Government

(c) Associates

(d) Owners

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(iii) Adulteration means cheating a consumer by:

(a) Giving less quantity of a product

(b) Charging unreasonably high prices

(c) Mixing of harmful substances in the product

(d) Keeping away information from the consumers

(iv) _____ is an example of Capital Expenditure.

(a) Land and building

(b) Rent

(c) Repairs and maintenance

(d) Interest on loan

(v) The budget that forms the fundamental basis of all budgets and lays down the revenue goals of an enterprise is the:

(a) Purchase Budget

(b) Sales Budget

(c) Cash Budget

(d) Production Budget

(vi) _____ is the process of carefully screening the candidates to choose the most suitable persons for the job.

(a) Recruitment

(b) Selection

(c) Training

(d) Development

(vii) The *fastest* mode of transport for light weight goods of *high value* is:

(a) Airways

(b) Waterways

(c) Railways

(d) Roadways

(viii) Commercial transactions in which an order is placed electronically is:

(a) NEFT

(b) E-Commerce

(c) RTGS

(d) Retailing

(ix) Internal stakeholders do NOT consist of:

(a) Suppliers

(b) Employers

(c) Employees

(d) Shareholders

(x) The consumer's right to be protected against the marketing of goods which are hazardous to life and property is _____.

(a) Right to safety

(b) Right to seek redressal

(c) Right to be heard

(d) Right to be informed

(xi) Rent received by a business firm is an example of:

(a) Revenue receipt

(b) Capital receipt

(c) Capital expenditure

(d) Deferred revenue expenditure

(xii) Any tangible material offered for sale and which can be replaced is a _____.

(a) Price wars

(b) Service

(c) Product

(d) Sales

(xiii) Two popular *mobile wallets* are:

(a) Swiggy and Zomato

(b) Instagram and Snapchat

(c) Google Pay and Paytm

(d) RTGS and NEFT

(xiv) The insurer is liable for insured perils only and not for unexpected uninsured ones. This is the principle of:

(a) Indemnity

(b) Utmost good faith

(c) Subrogation

(d) Causa Proxima

(xv) The Chief of the Reserve Bank of India is called:

(a) The Governor

(b) The Chairman

(c) The Finance Secretary

(d) The President

(xvi) Warehouses licensed by the government and established specifically for storage of dutiable goods are called:

(a) Private warehouses

(b) Bonded warehouses

(c) Public warehouses

(d) Cold storages

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Question 2

Write *any two* differences between:

(i) Central Bank and Commercial Bank [2]

(ii) Advertising and Sales promotion [2]

(iii) Capital and Revenue Receipts [2]

(iv) Debit card and Credit card [2]

Question 3

(i) What is Social Advertising Media? [2]

(ii) What is Recruitment? [2]

(iii) What is a Budget? [2]

(iv) Mention *any two* expectations of Employees. [2]

Question 4

(i) What is an Overdraft? [2]

(ii) What is Pricing? [2]

(iii) Define Fixed Costs with an example. [2]

(iv) Briefly explain Health Insurance. [2]

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SECTION B (40 Marks)

*(Attempt **any four** questions from this **Section**.)*

Question 5

(i) Mention *two* merits and *three* demerits of Road Transport. [5]

(ii) Write short notes on: [5]

(a) Debentures

(b) False Accounting Fraud

Question 6

(i) Describe *any two* functions of the Central Bank. [5]

(ii) Explain the following Consumer Rights: [5]

(a) Right to be Informed

(b) Right to Seek Redressal

Question 7

(i) Explain *any two* modules of Enterprise Resource Planning. [5]

(ii) Explain the importance of Warehousing. *(Any five points)* [5]

Question 8

(i) Explain the *two* methods of Training. Give an example for each. [5]

(ii) Mention *five* points of distinction between a Product and a Service. [5]

Question 9

(i) Describe the *two* sources of Internal Recruitment. [5]

(ii) Write short notes on: [5]

(a) IMPS

(b) Direct Costs

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Question 10

Prepare a Trading, Profit and Loss Account of XYZ, for the year ending on 31st March, 2022 and a Balance Sheet as on 31st March, 2022. [10]

Particulars	Amount (Dr.) Rs.	Amount (Cr.) Rs.
Capital		1,00,000
Furniture	20,000	
Purchases	1,50,000	
Debtors	2,00,000	
Interest Received		4,000
Salaries	30,000	
Sales		3,21,000
Purchase Returns		5,000
Wages	20,000	
Rent	15,000	
Sales Return	10,000	
Carriage outwards	7,000	
Creditors		1,26,000
Printing and Stationery	8,000	
Insurance	12,000	
Opening Stock	50,000	
Office Expenses	12,000	
Bank Overdraft		2,000
Drawing	24,000	
Total	5,58,000	5,58,000

Closing Stock was valued at Rs.60,000 on 31st March, 2022.