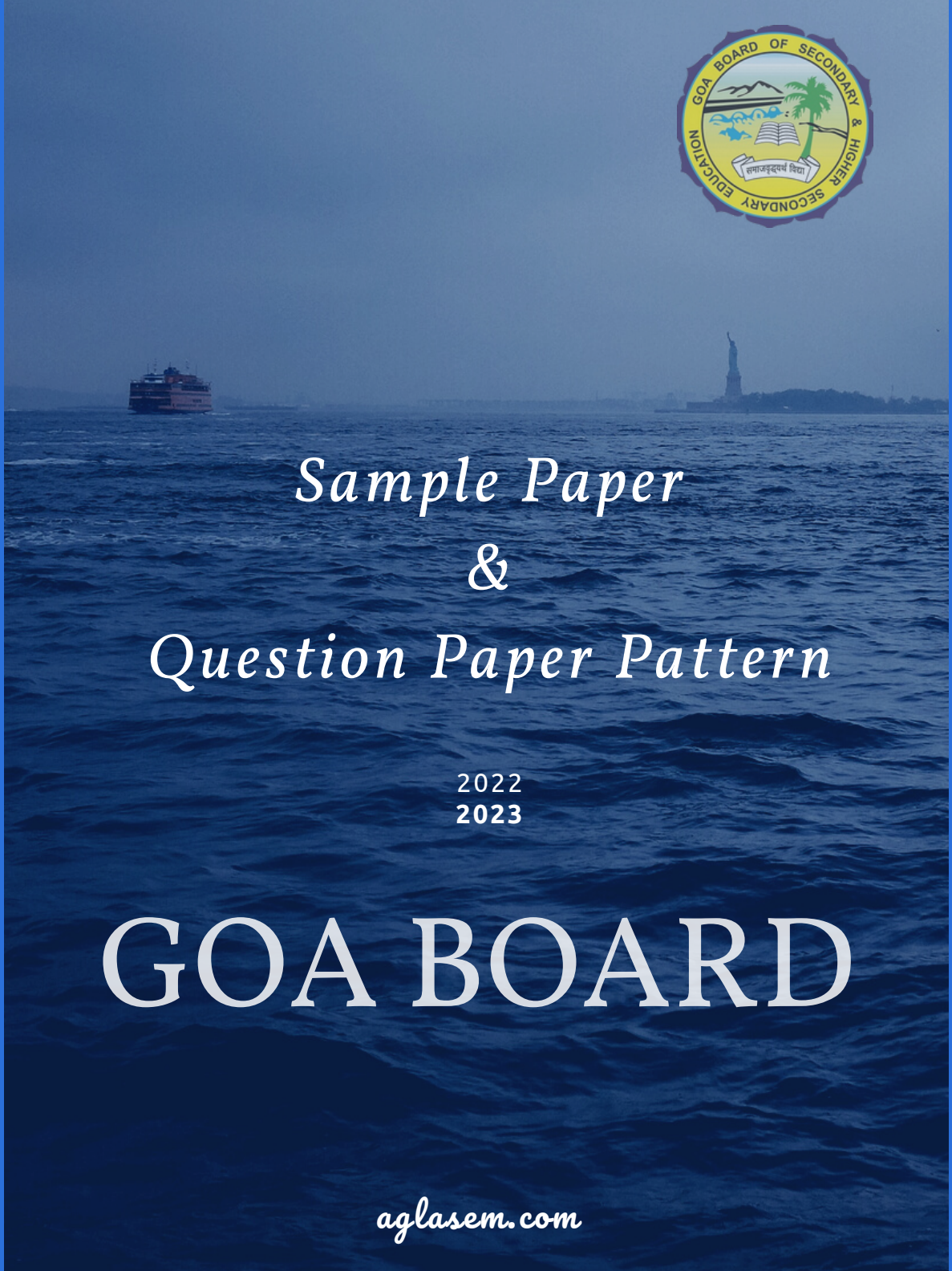


Sample Paper
&
Question Paper Pattern

2022
2023

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ALTO-BETIM , GOA

Design of question paper

Academic Year from June 2022 onwards.

Std: -XI Sub: - Business Studies Subject Code: - H-4655

The Weightage of the distribution of marks over different dimensions of the Question paper shall be as follows:

A. 1st Terminal Examination:

1. Weightage to Learning Outcomes (1st Terminal Examination-MCQ) 40 Marks.

Sr. No	Learning Outcome	Marks	Percentage of Marks
01	Knowledge	40	100%
02	Understanding	--	--
03	Application	--	--
Total			100%

2. Weightage to content (1st Terminal Examination-MCQ) 40 Marks.

Unit I to Unit V

Sr. No	Unit	Topic	Marks	Unit Percentage
01	Unit-I	Nature and purpose of business.	08	20%
02	Unit-II	Forms of business organisations	08	20%
03	Unit-III	Public, Private and Global Enterprises.	06	15%
04	Unit-IV	Business Services	10	25%
05	Unit-V	Emerging modes of business	08	20%
Total			40	100%

3. Weightage to forms of Questions (1st Terminal Examination-MCQ) 40 Marks.

Sr. No	Forms of Questions	Marks for each question	No of Questions	Total Marks
01	Objective Type Questions	01	40	40
02	Short Answer Type 1	--	--	--
03	Short Answer Type 2	--	--	--
04	Long Answer Type	--	--	--
Total		40		40

4. The expected time for different type of questions would be as follows:

Sr. No	Form of Questions	App. Time for each Question in Minutes.(1)	Number of Question	Approx. time for each form of Questions in Mins. (T x N)
01	Objective Type Questions	2.25	40	90 Mins
02	Short Answer Type 1	--	--	--
03	Short Answer Type 2	--	--	--
04	Long Answer Type	--	--	--
Total		90 Minutes	40	90 Minutes

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5. Weightage to Type of Questions (1st Terminal Examination-MCQ) 40 Marks.

Sr. No	Types of Questions	No of Questions	Marks	Weightage (%)	Time Allotted (Minutes)
01	Objective Type Questions	40	40	100%	90 Minutes
02	Short Answer Type 1	--	--	--	
03	Short Answer Type 2	--	--	--	
04	Long Answer Type	--	--	--	
Total		40	40	100%	90 Minutes

6. Weightage to difficulty level questions (1 st Terminal examination) 40 Marks -MCQ:

Sr. No	Estimated difficulty level of Questions	Percentage
01	Easy	50%
02	Average	25%
03	Difficult	25%

7. Number of Questions: - There are total 40 MCQ questions based on 5 units.

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GOA BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION

ALTO-BETIM , GOA

Academic Year 2022 onward

FIRST TERMINAL EXAMINATION-MCQ

BLUEPRINT—MODEL QUESTION PAPER

UNIT		KNOWLEDGE			UNDERSTANDING				APPLICATION				
	VSA	SA-I	SA-II	ET	VSA	SA-I	SA-II	ET	VSA	SA-I	SA-II	EA	TOTAL
NATURE AND SIGNIFIACNCE OF MANAGEMENT	1(1) 2(1) 3(1) 4(1) 5(1) 6(1) 7(1) 8(1)	--	--	--	--	--	--	--	--	--	--	--	08
PRINCIPLES OF MANAGEMENT	9(1) 10(1) 11(1) 12(1) 13(1) 14(1) 15(1)	--	--	--	--	--	--	--	--	--	--	--	07
BUSINESS ENVIRONMENT	16(1) 17(1) 18(1) 19(1) 20(1) 21(1)	--	--	--	--	--	--	--	--	--	--	--	06
PLANNING	22(1) 23(1) 24(1) 25(1) 26(1)	--	--	--	--	--	--	--	--	--	--	--	05
ORGANISING	27(1) 28(1) 29(1) 30(1) 31(1) 32(1) 33(1)	--	--	--	--	--	--	--	--	--	--	--	07
STAFFING	34(1) 35(1) 36(1) 37(1) 38(1) 39(1) 40(1)	--	--	--	--	--	--	--	--	--	--	--	07
TOTAL	40	--	--	--	--	--	--	--	--	--	--		40

NOTE:

1. Figures inside the bracket indicate marks and outside bracket indicate question number.
2. Option is indicated by *

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GOA BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION

ALTO-BETIM, GOA

MODEL QUESTION PAPER

FIRST TERMINAL EXAMINATION-2022 **SUB- BUSINESS STUDIES**

DURATION: 90 MINUTES **MAX. MARKS: 40**

Instructions:

1. This paper consists of MCQ type questions.
2. All questions are compulsory.
3. Every question has four choices for its answers A, B, C and D and only one of them is correct answer.
4. On the OMR sheet, for each question number, darken with ballpoint pen. ONLY ONE bubble correspondence to what you consider to be the most appropriate answer, from among the four choices.
5. Please note that it is not possible to change the answer once you have filled up the bubble with a ballpoint pen. Hence sufficient care must be taken while darkening the bubbles.
6. For each question you will be awarded one mark if you have darkened only the bubble corresponding to the correct answer. In all other the cases, you will get zero marks. There is no negative mark.
7. Only one OMR sheet will be provided.
8. Use Black or Blue point pen.

1. Which of the following does not characterize business activity? 1
(a) Production of goods & services
(b) Presence of risk
(c) Sale or exchange of goods and services
(d) Salary and wages

2. The possibilities of inadequate profits or even losses due to uncertainties are known as _____ 1
(a) Business contingencies
(b) Business risks
(c) Business ventures
(d) Business objective

3. Keval is A Chartered accountant, on weekends he goes to nearby village and teaches some slum children for which he does not charge any fees from them , as he does it out of his concern and sympathy towards these children. This activity of Keval is considered as _____. 1
(a) An economic activity
(b) Profession
(c) Employment
(d) A non-economic activity

4. Which of the following cannot be classified as an auxiliary to trade. 1
(a) Mining
(b) Insurance
(c) Warehousing
(d) Transport.

5. Tea is mainly produced in Assam; Cotton in Gujarat and Maharashtra; Jute in west Bengal and Orissa; Sugar in U.P and Maharashtra. But these goods are required for consumption in different parts of the country. For this purpose, ----is very important. 1
a)Banking and Finance
b)Advertising
c)Insurance
d)Transport and Communication

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6. Which of the broad categories of industries covers oil refinery and sugar mills? 1
(a) Primary
(b) Secondary
(c) Tertiary
(d) primary and tertiary

7. Which of the following is NOT a natural cause of business risk? 1
(a) Earthquake
(b) Famine
(c) Strike
(d) Heavy Rains

8. Which of the following is a false statement? 1
(a)The scope of commerce is narrower than business.
(b) Commerce includes trade and auxiliaries to trade.
(c) Foreign trade is purchase and sale by the traders of the same country.
(d) Traders serve as a link between producers and consumers.

9.A company cannot come into existence without _____. 1
(a)Electing Director
(b) Getting certificate of incorporation
(c) Issuing prospectus
(d) Getting permission from SEBI

10. The structure in which there is separation of ownership and management as per law is called 1
(a) Company
(b) All business organisations
(c) Partnership
(d) Sole proprietorship

11. A_____partner is an owner who has unlimited liability and is active in managing the firm: 1
(a) senior partner.
(b) general partner.
(c) silent partner.
(d) limited partner.

12. Which of the following commercial organisation do not share its Profits ? 1
(a) Company
(b) Sole proprietorship
(c) Joint Hindu family business
(d) Partnership

13. Ridhi and Sidhi want to start a business of cosmetics products, they approached a chartered accountant for guidance, chartered accountant advised them to develop a document that will specify terms and conditions in writing for this business. This document is called as _____. 1
(a) AOA
(b) MOA
(c) Partnership deed
(d) Prospectus

14. Which of the following statement describes the term unlimited liability? 1
(a) The personal assets of the owner can be sold when the assets of the business are not enough .
(b) The personal assets of the owner cannot be sold at all
(c) The personal assets of the owner can be sold, according to the wish of the creditors
(d) The personal assets of the owner can be sold, only to a limited extent

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15.A partner whose association with the firm is unknown to the general public is called 1
(a) Active partner
(b) Nominal partner
(c) Secret partner
(d) Sleeping partner

16. Which of the following is not a feature of a Joint Stock Company? 1
(a) Artificial person
(b) Separate legal entity
(c) Formation
(d) Lack of business continuity

17. Name the partnership that works well when private sector technology and innovation combine with public sector incentives to complete work on time and within budget. 1
(a) limited partnership
(b) general partnership
(c) Public Private Partnership
(d) Partnership at will

18. Centralised control in MNC's implies control exercised by_____. 1
(a) Branches
(b) Subsidiaries
(c) Headquarters
(d) Parliament

19. The shares of a Government Company are purchased in the name of which of the following? 1
(a) The Indian Government.
(b) The President of India.
(c) The Chief Minister of the state, where the head office of the company lies.
(d) The Managing Director of the company.

20. The funding of which of the following enterprise comes directly from the government treasury, is under an annual appropriation from the budget of the government and the revenue earned by it is also paid into the treasury? 1
(a) Departmental undertaking
(b) Statutory corporation
(c) Government company
(d) Cooperatives

21. Which of the following is true about statutory corporations? 1
(a) Statutory corporations are public enterprises that come into existence by a special act of the parliament.
(b) Statutory corporations are subject to the same accounting and audit procedures as are applicable to government departments.
(c) Statutory enterprises are funded directly by the government treasury.
(d) The employees of statutory enterprises are civil servants.

22. Maximum number of shareholders in OPC (One Person Company) is _____. 1
(a) One
(b) Two
(c) Fifty
(d)Two hundred

23. DTH services are provided by_____. 1
(a) Transport companies
(b) Banks
(c) Cellular companies
(d) Insurance Companies

1

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24. Which of the following is an allied postal service?
(a) Greeting post
(b) Media post
(**c) Speed post**
(d) Passport Application

25. Which insurance contract is also called as contract of assurance? 1
(a) Marine Insurance
(b) vehicle Insurance
(c) Fire Insurance
(d) Life Insurance

26. It is a type of saving bank account in which excess of a particular limit gets automatically transferred to a fixed deposit account. 1
(a) Multiple deposit option account
(b) salary account
(c) current account
(d) Recurring deposit account

27. which principle of insurance states that the insured must take reasonable steps to minimise the loss or damage to the insured property? 1
(a) Principle of Indemnity
(b) Principle of subrogation
(**c) Principle of Mitigation of loss**
(d) Principle of approximate cause

28. A saving scheme run by post offices in India in which the invested money is doubled in eight years and seven months is_____. 1
(a) Kisan Vikas patra
(b) National saving scheme
(c) National saving certificate
(d) Fixed maturity investment scheme

29. Linkages and switched services aimed at providing one way entertainment services in a small area of operation is known as ____. 1
(a) VSAT
(b) Direct to home services
(c) Radio Paging Services
(d)Cable services

30. Postal services are offered by both the department of post and telegraph and private sector, postal services offered by private sector is known as _____. 1
(a) Registered post
(b) speed post
(c) courier
(d) Parcel

31. Mr.Shubhdeep a businessman, gets his stock worth ₹ 1,50,000 insured for ₹ 1,75,000 under fire insurance. A fire occurs and the whole stock gets damaged. The insurance company admits a claim of ₹ 1,50,000 only and not ₹ 1,75,000, as per the principle of _____. 1
(a) Principle of insurable interest
(b) Principle of subrogation
(c) Principle of Mitigation of loss
(d) Principle of Indemnity

32. Which one of the following is **NOT** the form of E- Banking services offered by E-Banking? 1
(a) Cheque
(b) ATM
(c) POS
(d) EFTS

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33. Complaint lodged by a customer at the company's call centre. Which of the type of e-business transaction is highlighted in the above statement? 1

(a) C2C Commerce
(b) C2B Commerce
(c) B2C Commerce
(d) B2B Commerce

34. _____ refers to contracting out some of its activities to a third party which were earlier performed by the organisation. 1

(a) E-Banking
(b) E-Commerce
(c) BPO
(d) Outsourcing

35. Under what method payment is made at the time of physical delivery of goods? 1

(a) Cash on delivery
(b) Debit card payment
(c) Credit card payment
(d) Prepaid amount

36. India is the preferred destination for BPO because of _____. 1

(a) Tax Free Zone for BPOs
(b) Cheap People
(c) Cheap Manpower
(d) Poor conditions

37. The full form of KPO is _____. 1

(a) Knowledge Process Online
(b) Knowledge Postal Office
(c) Knowledge Process Outsourcing
(d) Knowledge Process Outgoing

38. The payment mechanism typical to e-business is_____. 1

(a) Credit and Debit Cards
(b) Cash on Delivery
(c) Cheques
(d) e-Cash

39. The type of prepaid account in which a user can store his/ her money for any future online transaction_____. 1

The payment mechanism typical to e-business
(a) Credit card
(b) E-Wallet
(c) Debit Card
(d) RTGS

40. Vital information stored in the system can be stolen or changed to pursue some selfish motive, this statement describes about 1

(a) Data Storage and Transaction Risks
(b) Transactional Risk
(c) The Risk of Threat Intellectual Property and Privacy.
(d)default on payment

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ALTO-BETIM , GOA

MODEL ANSWER KEY

FIRST TERM EXAMINATION (MCQ)

SUB :- BUSINESS STUDIES STD:- XI SUBJECT CODE :-H-4655

TOTAL NO OF QUESTIONS: - 40 DURATION: -90 MINUTES MAXIMUM MARKS:- 40

1. D Salary and wages.
2. B Business risks.
3. D A non-economic activity.
4. A ---Mining.
5. D ---Transport and communication.
6. B ---Secondary.
7. C--- Strike.
8. C ---Foreign trade is purchase and sale by the traders of the same country.
9. B ---Getting certificate of incorporation.
10. A--- Company
11. B ---General partner.
12. B --- Sole proprietorship.
13. C--- Partnership deed.
14. A --- The personal assets.
15. C--- Secret partner.
16. D --- Lack of business continuity
17. C--- Public private partnership
18. C --- Headquarters.
19. B ---The president of India.
20. A ---Departmental undertaking.
21. A----Statutory corporations are public enterprises that come into existence by a special act of the parliament.
22. A---One.
23. C---Cellular companies.
24. C---Speed post.
25. D---Life insurance.
26. A---Multiple deposit option account.
27. C---Principle of mitigation of loss.
28. --- A Kisan Vikas Patra.
29. D---Cable services.
30. C---Courier.
31. D---Principle of Indemnity.
32. A---Cheque.
33. B---C2B commerce.
34. C---BPO.
35. A---Cash on delivery.
36. C---Cheap manpower.
37. C---Knowledge process outsourcing.
38. A---Credit card and debit card.
39. B---E-wallet.
40. A---Data storage and transaction risks.

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B. 2ND TERMINAL EXAMINATION- SUBJECTIVE (40 MARKS)

The Weightage of the distribution of marks over different dimensions of the Question paper shall be as follows:

1. Weightage to Learning Outcomes (2nd Terminal Examination-Subjective) 40 Marks.

Sr. No	Learning Outcome	Marks	Percentage of Marks
01	Knowledge	11	27.5%
02	Understanding	20	50%
03	Application	09	22.5%
Total		40	100%

2. Weightage to content (2nd Terminal Examination-Subjective) 40 Marks.
   Unit I to Unit VI

Sr. No	Unit	Topic	Marks	Unit Percentage
01	Unit-VI	Corporate Social Responsibilities and Business Ethics.	06	15%
02	Unit-VII	Sources of Business Finance	10	25%
03	Unit-VIII	Small Business	06	15%
04	Unit-IX	Internal Trade	12	30%
05	Unit-X	International Trade	06	15%
Total			40	100%

3. Weightage to forms of Questions (2nd Terminal Examination-Subjective) 40 Marks.

Sr. No	Form of Questions	Marks for each question	No of Questions	Total Marks
01	Objective Type Questions	01	04	04
02	Short Answer Type 1	02	04	04
03	Short Answer Type 2	03	04	04
04	Long Answer Type	04	04	04
Total			16	40

4. The expected time for different type of questions would be as follows:

Sr. No	Forma of Questions	Approx. Time for each Question in Minutes (1)	Number of Question	Approx. time for each form of Questions in Mins. (T x N)
01	Objective Type Questions	2.25 Min	04	09
02	Short Answer Type 1	04 Min	04	16
03	Short Answer Type 2	06 Min	04	24
04	Long Answer Type	10.25	04	41
Total			16	90 Minutes

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5. Weightage to Type of Questions (2nd Terminal Examination-Subjective) 40 Marks.

Sr. No	Types of Questions	No of Questions	Marks	Weightage (%)	Time Allotted (Minutes)
01	Objective Type Questions	04	04	06.67%	06 minutes
02	Short Answer Type 1	04	08	22.22%	20 Minutes
03	Short Answer Type 2	04	12	31.11%	28 Minutes
04	Long Answer Type	04	16	40%	36 Minutes
Total		16	40	100%	90 Minutes

6. Scheme of option.
   There is an internal choice in Question No -12 for 3 marks and Question No -14 for 4 marks.

7. Weightage to difficulty level questions (2nd Terminal examination- subjective) 40 Marks - MCQ:

Sr. No	Estimated difficulty level of Questions	Percentage
01	Easy	30%
02	Average	60%
03	Difficult	10%
	Total	100%

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ALTO-BETIM , GOA
Academic year June 2022 onward

SECOND TERMINAL EXAMINATION- SUBJECTIVE (40 MARKS)

BLUE PRINT

SUB:- BUSINESS STUDIES -XII Subject Code:-H-4655

Total No of questions: - 16 Duration: - 90 Minutes.

UNIT	KNOWLEDGE				UNDERSTANDING				APPLICATION				TOTAL
	VSA	SA-I	SA-II	ET	VSA	SA-I	SA-II	ET	VSA	SA-I	SA-II	ET	
UNIT-07	1(1) 2(1)			13(4)						5(2)			08
UNIT-08							9(3)						03
UNIT-09	3(1)							*14(4)					05
UNIT-10		6(2)					11(3)						05
UNIT-11		8(2)				7(2)			4(1)		10(3)	15(4)	12
UNIT-12							*12(3)	16(4)					07
TOTAL	11				20				09				40

NOTE:

1. Figures inside the bracket indicate marks and outside bracket indicate question number.
2. Option is indicated by *

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GOA BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION
ALTO-BETIM , GOA
2nd Terminal Examination 2022 onward

Model question Paper

Subject: - Business Studies	XI	Subject Code: - H-4655
Total No Questions: -16	Duration: - 90 Minutes	Maximum Marks: - 40

INSTRUCTIONS:

1. All questions are compulsory.
2. This question paper consists of 16 questions divided into 4 parts A, B, C, D.
3. Part A contains 4 questions of 1 mark each, which is very short answer type question.
4. Part B contains 4 questions of 2 marks.
5. Part C contains 4 questions of 3 marks.
6. Part D contains 4 questions of 4 marks.
7. There is no overall choice however, internal choice is provided in question No 12 and 14.

PART-A

1. Who regulate the acceptance of public deposit?

2. In which year MSMED Act was passed?

3. Name the trader who purchase goods and services in large quantities for the purpose of resale to other trader.

4. ROYAL LTD issued a document to a Mahalakshmi trader which specifies price, mode of payment and terms and conditions of purchase. Identify the documents used in retail trading.

PART-B

5. "Ethical business behaviour is good for both the business enterprises and society" With reference to this statement explains following elements of business ethics
   (a) Top management commitment.
   (b) Publication of 'code'

6. What preferential rights are enjoyed by preference shareholders over equity shareholders. (Two rights)

7. State four functions of National Small Industries Corporation as an institutional support for a small business.

8. Mention four major functions of World Trade Organisation.

PART-C

9. "Equity shares is the most important source of raising long term capital for a company". With reference to the above statement describe three merits of equity shares.

10. Describe three points which bring out role of a small business in rural India.

11. Explain the following fixed shop small retailers:
   (a) General stores
   (b) Second hand goods shop
   (c) Speciality shop

12. Explain four merits of Departmental Stores.

OR

12. Explain four merits of Multiple stores.

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PART-D

13. State and explain four types of pollutions cause due to business enterprises.

14. What is Trade Credit? State three merits and three demerits of trade credit.

OR

14. What is Debentures? State three merits and three demerits Of debentures.

15. Identify and explain the type of retail trade involved in the following cases:

(a) Itinerant retailer who sell product, by carrying on their own head or by using bicycle.
(b) Itinerant retailer who hire place on temporary period in a business locality.

(c) Large retail store which sell daily needed product by using Coin/Currency operated machine.

(d) Type of Itinerant retailer who sells goods on a particular market day.

16. Describe following documents needed in connection with Export trade:

(a) Certificate of origin.
(b) Bill of lading.
(c) Export invoice.
(d) Cart ticket.

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GOA BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION
ALTO-BETIM , GOA
2nd Terminal Examination 2022 onward

Model Answer Key

Subject: - Business Studies	XI	Subject Code: - H-4655
Total No Questions: -16	Duration: - 90 Minutes	Maximum Marks: - 40

PART-A

1. Reserve Bank of India. 1 Mark

2. 2006. 1 Mark

3. Wholesaler. 1 mark

4. Proforma Invoice. 1 Mark

PART-B

5. (i) Top management commitment.
   (ii) Publication of code.
   (Consider both Points with explanation, 1 mark each)

6. The following are main rights of the preferential shareholders over equity shareholders.
   (I) They receive fixed rate of dividend.
   (II) They are paid before equity shareholders during the time of liquidation of the company.
   (1 mark for each point)

7. The following important functions are carried out by the NSIC.
   (i) Supply indigenous and imported machines on easy hire-purchase terms.
   (ii) Procure, supply and distribute indigenous and imported raw materials.
   (iii) Export the products of small business units.
   (iv) To provide mentoring and advisory services.
   (v) Creating awareness on technological upgradation.
   (vi) Developing software technology parks and technology transfer centres.
   (Consider any four points ½ mark each)

8. The following important functions are carried out by the WTO.
   (i) Promoting environment.
   (ii) Laying down a commonly accepted code of conduct to reduce trade barriers.
   (iii) Acting as a dispute settlement body.
   (iv) Ensure ring about that all rules and regulations prescribe by the act are duly followed by the members countries for the settlement of disputes.
   (v) Holding consultations with IMF and IBRD and affiliated agencies to bring understanding and cooperation in global economic policy making.

PART-C

9. Following points bring out importance of the equity shares.
   (I) Fluctuating Dividend.
   (II) Voting rights.
   (III) Right of bonus issue.
   (IV) Permanent source of capital.
   (V) No charge on assets.
   (VI) Democratic control over management.
   (Consider three correct points with explanation 1 mark)

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10.Following points bring out important role of the small business in rural India.

(i) Generate G.D.P.
(ii) Employment Opportunities.
(iii) Provides variety of products.
(iv) Balance regional development.
(v) Opportunities for entrepreneurship.

(Consider three points with explanation)

11. (a) General Stores: - general stores are mostly found in the residential areas. They sell variety of products of day-to-day needs. Such stores remain open for long hours at convenient timing to its customers. They also provide credit facilities for the regular customers.

(b) Second hand goods shop: - these shop deals in used goods like books, cloths, automobiles, furniture and others household goods. The goods are sold at lower prices. Such shops also stock rare objects of historical values and antique items.

(c) Speciality shops: - Instead of selling variety of products these retail stores specialised in the sale of a specific line of products. Examples Toys, Gifts, Children's Garments, Men ware's, Ladies shoes, Electronics goods etc.

(Consider all points with explanations 1 mark each)

12. Merits of departmental stores:

(i) Attract large number of customers.
(ii) Convenience in buying.
(iii) Attractive services.
(iv) Economy of large -scale operations.
(v) Promotion of sales.

(Consider four points with explanations 1 mark each)

OR

12. merits of Multiple Store.

(i) economies of scale.
(ii) Elimination of middlemen.
(iii) No bad debts
(iv) transfer of goods.
(v) Diffusion of risks
(vi) Low cost

(Consider four points with explanations 1 mark each)

PART-D

13. Types of pollutions:

(i) Air pollution
(ii) Water pollution
(iii) land pollution
(iv) Noise pollution

(Consider four types of pollution with explanation 1 mark each)

14. Trade Credit- It is the credit extended by one trader to another for the purchase e of goods and services. Trade credit facilities the purchase of supplies without immediate payment.

Merits: - (1) Is a convenient and continuous source of funds.
(2) It promotes sales of an organisation.
(3) Does not create any charge on the assets of the firm.

Demerits (1) Firms may indulge in overtrading.
(2) Only limited amount of funds can be generated.
(3) It is generally costly source of fund.

(1 mark for meaning and ½ marks for each merit and demerits)

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OR.

14. Debentures are an important instrument for raising long-term debt capital. Debentures is issued by a company is an acknowledgement that company has borrowed a certain amount of money which it promises to repay at a future date.

Merits: -

1) It is preferred by investors who want fixed income at lesser risk.
2) The issue of debentures is suitable in the situation when the sales and earnings are relatively stable.
3) Financing through debentures is less costly as compared to issue of shares.

Demerits:

1) As fixed charge instruments, debentures put a permanent burden on the earnings of a company.
2) In case of redeemable debentures, the company has to make provisions for repayment on the specified date.
3) Each company has certain borrowing capacity. With the issue of debentures, the capacity of a company to further borrow funds reduces.

15. (a) Peddlers and Hawkers: - Oldest type of retailers who does not have fixed place of business. They provide door to door services toits customers.

(b) Cheap Jacks: - They are also known as Petty retailers. They go on changing their business locality. They deal in consumer goods.

(c) Vending Machines: - They are useful in selling several products without salesman or salesgirls. They provide services in product like Milk, Chocolates, Newspaper, Soft drinks etc.

(d) Market Traders: - They sell products on particular market day. Generally, they deals in one particular line of merchandise.

16. (a) Certificate of origin: - This certificate specifies the country in which the goods are being produced. This certificate entitles the importer to claim tariff concessions or other exemptions such as non-applicability of quota restrictions on goods.

(b) Bill of lading: - is a document wherein a shipping company gives its official receipt of the goods put on the board its vessel and the same time gives an undertaking to carry them to the port of destination.

(c) Export invoice: - Export invoice is the sellers bill for the merchandise and contains information about goods such as quantity, total value, number of packings, port of destination, name of ship, terms of delivery and payments etc.

(d) Cart ticket. A cart ticket is also known as a chat chit, vehicle or gate pass. It is prepared by the exporter and includes details of the export cargo in terms of the shipper's name, number of packages, shipping bill number, port of destination and number of vehicles carrying the cargo.

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C. 1 ST INTERNAL TEST (20 MARKS)

1. Weightage to learning outcomes 1 ST INTERNAL TEST -20 Marks

Sr. No	Learning Outcomes	Marks	Percentage of Marks
01	Knowledge	05	25%
02	Understanding	10	50%
03	Application	05	25%

2.Weightage to content 1 ST INTERNAL TEST-20 Marks.

Unit I to Unit IV

Sr. No	Unit	Topic	Marks	Unit Percentage
01	Unit-I	Nature and purpose of business	10	50%
02	Unit-II	Forms of commercial organisations	10	50%
Total			20	100%

3.Weightage to forms of Questions (1 ST INTERNAL TEST) 20 Marks.

Sr. No	Form of Questions	Marks for each question	No of Questions	Total Marks
01	Objective Type Questions	01	02	02
02	Short Answer Type 1	02	02	04
03	Short Answer Type 2	03	02	06
04	Long Answer Type	04	02	08
Total			08	20

4.The expected time for different type of questions would be as follows:

Sr. No	Forms of Questions	Approx. Time for each Question in Minutes(1)	Number of Question	Approx. time for each form of Questions in Mins.(T x N)
01	Objective Type Questions	3	02	06
02	Short Answer Type 1	06	02	12
03	Short Answer Type 2	09	02	18
04	Long Answer Type	12	02	24
Total			08	60 Minutes

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5.Weightage to Type of Questions (1 ST INTERNAL TEST) 20 Marks.

Sr. No	Types of Questions	No of Questions	Marks	Weightage (%)	Time Allotted (Minutes)
01	Objective Type Questions	02	02	10	06
02	Short Answer Type 1	02	04	20	12
03	Short Answer Type 2	02	06	30	18
04	Long Answer Type	02	08	40	24
Total		08	20	100%	60Minutes

6.Weightage to difficulty level questions (1 ST INTERNAL TEST) 20 Marks

Sr. No	Estimated difficulty level of Questions	Percentage
01	Easy	30%
02	Average	60%
03	Difficult	10%

7. Scheme of options:
   There is an internal choice in Question No:- 05.

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Blue Print Of Model Question Paper

First Internal Test Exam 2022-23

Sub: Business Studies

Std: XI

Marks: 20

UNITS	KNOWLEDGE				UNDERSTANDING				APPLICATION				TOTAL MARKS
	VSA	SA1	SA2	ET	VSA	SA1	SA2	ET	VSA	SA1	SA2	ET	
1-Nature and the purpose of business	1(1)		5(3)*					7(4)	3(2)				10
2-Forms of business organisation	2(1)					4(2)		8(4)			6(3)		10
Total marks	02		03			02		08	02		03		
	05 (25%)				10 (50%)				05 (25%)				20

- Inside Backet indicates **'Marks'**
- Outside Bracket indicates **'Questions'**
- Optional questions indicated 'Star *'

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GOA BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION

ALTO-BETIM

Model Question paper

First Internal Test 2022-23

Subject code: H4655

Sub: Business Studies Max marks: 20
STD: XI Duration: 1Hr

INSTRUCTIONS

1. Answer all questions.
2. Question numbers 1 & 2 are Multiple choice questions.
3. Question numbers 3 & 4 are to be answered for 2 marks each,
4. Question numbers 5 & 6 are to be answered for 3 marks each.
5. Question numbers 7 & 8 are to be answered for 4 marks each.
6. Internal choice is allotted in question number 5.

Q1) The main aim of a business is —----------.

a) Sale of goods
b) Sale of services
c) Earning profit
d) Only production

Q2) A written agreement between partners on a stamp paper is known as —---------- .

a) Partnership contact
b) Partnership agreement
c) Partnership
d) Partnership deed

Q3) Rajesh makes fancy items for sale whereas Sailee makes them for personal use. Identify and explain the types of activities in which Rajesh and Sailee are involved.

Q4) Explain the following types of partners.

a) Active partner
b) Secret partner

Q5) What are the different causes of business risk? (Explain three points)

OR

Q5) What are the economic objectives of a business? (Explain three points).

Q6) Antony intends to start a pharmacy in his Village. Suggest him which form of business organisation is suitable and why? (give two reasons)

Q7) Explain four merits of a Joint stock company.

Q8) How do the following auxiliaries to trade help in overcoming various difficulties of trade?

a) Transport
b) Finance and banking
c) Warehousing
d) Insurance

\THE END/

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GOA BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION

ALTO-BETIM

Model paper Answer Key

First Formative Exam 2022-23

Sub: Business Studies

Std: XI

Marks: 20

Q1) c) Earning profit 1mk

Q2) d) Partnership deed 1mk

Q3) Rajesh is involved in an economic activity whereas Sailee is involved in a non economic activity.Economic activity means performing the activities in order to earn money.Whereas non-economic activities mean the activities performed not to earn money.

(½ ,½ mark for each identification and ½ ,½ mark for the explanation. Total 2 marks)

Q4) Types of partners

a) **Active partner**
Active partner is a type of partner who takes an active part in a day today's activities of the business. He contributes capital to the firm and his liabilities are unlimited. He shares the profit or loss of the firm. (1 mark for the explanation)

b) **Secret partner**
Secret partner is one whose association or relation with the firm is not known to outsiders. He contributes capital, participates actively in the management of the firm, his liabilities are unlimited.

(1 mark for the explanation) Total 2 marks.

Q5) The causes of business risk are

1. Natural causes
2. Human causes
3. Economic causes
4. Physical causes/ Other causes
(Consider any three points with explanation. 1 mark each . Total 3 marks)

OR

Economic objectives of business are

1) Survival
2) Profit
3) Growth
(1 mark for each explained point. Total 3 marks)

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Q6. Antony should start a pharmacy under Sole proprietorship form of business organisation due to the following reasons:

1)Easy formation
2)Limited capital
3)Quick decision
4) Maintain secrecy

5)Flexibility

6) Direct incentive

7) Sole Beneficiary of profit .

(Consider any 3 points with an explanation for 1 mark each)

Q7) MERITS OF JOINT STOCK COMPANY

1. Huge capital
2. Limited liability
3. Continuity
4. Efficient management
5. Growth and expansion
6. Easy transferability of shares
7. Public confidence
8. Demographic management

(Consider any four points with an explanation for 1 mark each)

Q8) Different auxiliaries to trade

1. Transport
   Transport refers to the movement of goods from one place to another. The production of the goods takes place at one place whereas these are demanded in different parts of the world.The difficulty of place is removed by transport by moving the goods at the place of demand.

2. FINANCE AND BANKING
   Banks and financial institutions provide credit as well as loan for a smooth flow of business activities. Bank help the businessmen to overcome the problem of funds.

3. Warehousing
   Usually there is a time gap between the production and consumption of goods. Goods are not consumed immediately when these are produced. For eg Rice, wheat etc. are produced in a particular season only but are consumed throughout the year. The warehousing enables businessmen to store these goods and make them available on time

4. Insurance
   Businessmen has to bear various types of risks. Insurance provides protection from some kind of risk such as risk of fire, theft, accident etc. The insurance company also provides protection to the employees against the risk of accident while working. This is how insurance helps to overcome the problem of risks.

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D. 2ND INTERNAL TEST (20 MARKS)

2. Weightage to learning outcomes 2ND FORMATIVE TEST -20 Marks

Sr. No	Learning Outcomes	Marks	Percentage of Marks
01	Knowledge	05	25%
02	Understanding	10	50%
03	Application	05	25%

2.Weightage to content 2ND INTERNAL TEST-20 Marks.

Unit I to Unit IV

Sr. No	Unit	Topic	Marks	Unit Percentage
01	Unit-VI	Corporate Social Responsibilities and Business Ethics	05	12.5%
02	Unit-VII	Sources of Business Finance	09	22.5%
03	Unit-VIII	Small Business	06	15%
Total			20	100%

3.Weightage to forms of Questions (2ND INTERNAL TEST) 20 Marks.

Sr. No	Form of Questions	Marks for each question	No of Questions	Total Marks
01	Objective Type Questions	01	02	02
02	Short Answer Type 1	02	02	04
03	Short Answer Type 2	03	02	06
04	Long Answer Type	04	02	08
Total			08	20

4.The expected time for different type of questions would be as follows:

Sr. No	Forms of Questions	Approx. Time for each Question in Minutes(1)	Number of Question	Approx. time for each form of Questions in Mins.(T x N)
01	Objective Type Questions	3	02	06
02	Short Answer Type 1	06	02	12
03	Short Answer Type 2	09	02	18
04	Long Answer Type	12	02	24
Total			08	61 Minutes

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5.Weightage to Type of Questions (2ND INTERNAL TEST) 20 Marks.

Sr. No	Types of Questions	No of Questions	Marks	Weightage (%)	Time Allotted (Minutes)
01	Objective Type Questions	02	02	10	06
02	Short Answer Type 1	02	04	20	12
03	Short Answer Type 2	02	06	30	18
04	Long Answer Type	02	08	40	24
Total		08	20	100%	60Minutes

6.Weightage to difficulty level questions (2ND INTERNAL TEST) 20 Marks

Sr. No	Estimated difficulty level of Questions	Percentage
01	Easy	30%
02	Average	60%
03	Difficult	10%

8. Scheme of options:
   There is an internal choice in Question No:-08.

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Blue Print

Second Quarterly Test

Business Studies Std- XI Model Question Paper 2022-23

UNIT	KNOWLEDGE				UNDERSTANDING				APPLICATION				TOTAL MARKS
	MCQ	VSA	SAI	SAII	MCQ	VSA	SAI	SAII	MCQ	VSA	SAI	SAII	
UNIT 6					2(1)			8(4)*					5
UNIT 7			3(2)				5(3)					7(4)	9
UNIT 8	1(1)			6(3)		4(2)							6
	6				10				4				20
	30%				50%				20%				

NOTE:

1) Figures inside the bracket indicate marks and figures outside the bracket indicate question number.
2) Option is indicated by *

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Sub-Business Studies Std- XI

Second Quarterly test

Model Question Paper – 2022-23

INSTRUCTIONS:

8. All questions are compulsory.
9. This question paper consists of 8 questions divided into 4 parts A, B, C, D.
10. Part A contains 2 questions of 1 mark each, which is a multiple choice or very short answer type question.
11. Part B contains 2 questions of 2 marks.
12. Part C contains 2 questions of 3 marks.
13. Part D contains 2 questions of 4 marks.
14. There is no overall choice however, internal choice is provided in question no 8.

PART A

Q. 1. When business firms use eco- friendly method of production than they are performing social responsibilities towards which group?

Q. 2. Name the Apex institution set up to provide direct and indirect financial assistance to Small Scale sector.

PART B

Q. 3. State **two** advantages of Retained Earnings as a Source of Finance.

Q. 4. How do Small Scale Industries contribute to the Socio-economic development of India? (**Two points**)

PART C

Q. 5. "Debentures are the important long-term source of finance". Describe above statement with the help of **three** points.

Q. 6. What are the Incentives provided by Government of India for the development of backward, tribal? and hilly areas. (**Three points**)

PART D

Q. 7. ABC LTD. Is planning to modernize its plant with latest technology. The company is lacking in sufficient funds. The finance manager plans to arrange money for three years as after three years, the company is expected good return from their previous investment. The finance manager does not want to spend floatation cost and do not want to approach stock exchange

a) Suggest and explain the suitable source of finance in the above case.
b) How can company approach public without spending on floatation cost?
c) State **two** benefits of this source of finance.

Q.8. Explain in brief the following types of pollution.

a) Land pollution

b) Water pollution

c) Noise pollution

d) Air pollution

OR

Q. 8. Why do the enterprises need to adopt pollution control measures?

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Sub-Business Studies Std- XI

Second Quarterly test

MODEL ANSWER KEY

Ans 1. Community 1 mark

Ans 2. Small Industries Development Bank of India 1 Mark

Ans 3. Advantages of Retained Earning

1. Retained earnings is a permanent source of funds available to an organization.
2. It does not involve any explicit cost in the form of interest, dividend or flotation cost.
   (One mark for one point)

Ans 4. Small scale industries contribute to the socio-economic development of India in different ways.

1. Small scale industries are labour intensive units thus generate larger employment opportunities.
2. They offer wide range of non-agricultural activities thus provide multiple sources of income.
3. They use locally available resources thus they promote regional development. Etc.
   (Consider two points 1 mark each)

Ans 5. Following are the advantages of Debentures: -

1. Low cost- The cost of raising debentures is less than the cost of raising preference shares or equity shares. It is cheaper source of finance.
2. No dilution of control- debenture holders do not get any voting rights. They are not allowed to participate in decision making so debenture financing does not result in dilution of control of equity shareholders.
3. Attract large number of Investors- The Company offers a fixed rate of interest on debentures. This fixed return appeals and attracts many investors to invest in debentures. Hence the company can collect a large amount of funds by issue of debentures.
4. Interest is treated as an expense- The interest paid to debenture holders is considered as an expense of the company. Interest is deducted from the total income of the company before calculating income tax. so the liability of tax reduces.
5. Low rate of Interest- The earning rate of the company by utilizing debenture fund is much higher than the rate of interest offered to debenture holders. As a result, equity shareholders earn more with the presence of debentures in the capital structure.
   (Consider three points with explanation 1 mark each)

Ans 6. Following are the Incentives offered by Government of India for the development of backward, tribal and hilly areas.

1. Land – every state offers developed plots for setting up of industries. The terms and conditions may vary. Some states don't charge rent in the initial years, while some allow payment in instalments.
2. Power- Power is supplied at a concessional rate of 50% , while some states exempt such units from payment in the initial years.
3. Water- water is supplied at no profit no loss basis or with 50% concession or exemption from water charges for a period of 5 years.
4. Sales tax- in all union territories, industries are exempted from sales tax, while some states extend exemption for 5 years period.
5. Octroi- most states have abolished octroi.
6. Raw materials- units located in backward areas get preferential treatment in the matter of allotment of scarce raw materials like cement, iron and steel etc.
7. Finance- subsidy of 10-15% is given for building capital assets. Loans are also offered at concessional rates.
8. Industrial estates- some states encourage setting up of industrial estates in backward areas.

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9. Tax holiday- exemption from paying taxes for 5 to 10 years is given to industries established in backward, hilly and tribal areas.
(Consider three incentives with explanation 1 mark each)

Ans 7. (a) Public deposits- The deposits that are raised by organizations directly from the public are known as public deposits. Rates of interest offered on public deposits are higher than bank deposits. Any person interested in depositing in public deposits have to fill in the prescribed form.

b. Through an Advertisement.

c. Benefits of Public deposits

1. The procedure of obtaining deposits is simple and does not contain restrictive conditions as are generally there in a loan agreement.
2. Cost of public deposits are low as compared to borrowings from banks or other financial institutions.
3. As the depositors do not have voting rights, the control of the company is not diluted.
4. Public deposits do not create any charge on the assets of the company.

(a- 1 mark, b- 1mark and c- 2 mark)

Ans 8. Types of pollution.

a) Land pollution- It refers to dumping of toxic waste in the land which affects the fertility of land and makes it unfit for agriculture. There are two aspects of land pollution one is how to improve the quality of land which is already damaged and second is how to check further contamination of land.

b) Water pollution- it refers to dumping of chemical and other wastes in rivers, lakes etc. Generally, the factories located near the rivers, streams dump their waste into rivers, lakes, streams etc. thereby causing pollution of water.

c) Noise pollution- Noise caused by the running factories and vehicles is not merely a source of annoyance but also a serious health hazard. It is responsible for diseases like loss of hearing, malfunctioning of the heart and mental disorder.

d) Air pollution- It refers to injection of harmful substances in the atmosphere which results in lowering the quality of air, we breathe in. Air pollution is a serious problem for the whole world as it has created a hole in the ozone layer of atmosphere. Smoke, chemicals emitted by factories and smoke emitted by vehicles are the main causes of air pollution.

(Consider four types of pollution with explanation 1 mark each)

OR

Ans 8. Enterprises need to adopt pollution control measures.

1. Reduction of health hazards- To reduce the risk of diseases and provide better and healthy life to future generation.

2. Reduced risk of liability- pollution control means lesser accidents and sufferings. This will reduce the liability of business in the form of penalties paid to Government and compensation paid to affected people in case they are responsible for creating pollution.

3. Cost savings- pollution free production technology will reduce wastage and operating costs.

4. Improved public image- Business enterprise making conscious efforts to control pollution enjoys good public image.

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ASSIGNMENT AND PROJECT:

E. ASSIGNMENT:

TOPICS

1] List out at least five individuals/ organisations/ Institutions performing economic and non-economic activities and describe any two of them.

2] Find out names of five companies and write about the different auxiliaries or services Provided by them.

3] Find out five sole proprietorships around local residential areas and write detail information about any two of them.

4] Find out five names of the co-cooperative society around you and give details of any one of them.

5] List out two PPP business enterprises in Goa and write detail information about them.

6] Write detail procedure of opening a Saving Bank account.

7] List out five names of companies which carry out online business and write detail steps involved in the Online Shopping with the help of any one top e-commerce service.

F. **PROJECT**:-(Group Project)

TOPICS:

1] Select two companies or firms and give details of the steps taken by them in discharging their social responsibility towards any two interest groups of the company.

2] Observe and write account about environmental pollution in your surrounding area, also suggest remedial action which can be taken to minimise it.

3] Describe Itinerant type of retailers in Goa with the help of pictures or video.

4] List out small units in Goa. (Minimum 25) and write detail on any one of them.

5] Visit to Mall, Super Market and Multiple Store and write details on the working of any one of them.

6] List out documents used by a trader in case of export and import trade and describe few of them.

NOTE:

1] Student should prepare and submit individual assignment before October.
2] Student should prepare and submit group project before February.
3] Individual Assignment carry 10 Marks.
4] Group project carry marks 10 Marks.
5] Besides above listed assignment and project, teacher may allot another topic included in the syllabus.

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