	CLASS XI BUSINESS STUDIES (054) SAMPLE QUESTION PAPER (2022-23) MM – 80 TIME: 3 HOURS	
	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.	
	7. Attempt all parts of the questions together.	
1.	An American firm "Zebsik enterprise" purchased handmade decorative pieces from India, re-packaged and sold them in its own name to Germany. This represents:  a. Entrepot for Zebsik enterprise, export for India & import for Germany.  b. Entrepot for Zebsik enterprise, Import for India & export for Germany.	1
	c. Export for Zebsik enterprise, import for India & entrepot for Germany.	
2.	<ul><li>d. Entrepot for Germany, export for India &amp; import for Zebsik enterprise.</li><li>A company has to apply for the listing of shares in stock exchange; if permission is</li></ul>	1
2.	not received then the allotment will be void. Therefore permission shall be received within:  a. 7 weeks  b. 10 weeks  c. 30days  d. 10days	1
3.	Find any two similarities between joint stock company and cooperative societies.	1
	a. Limited Liability & Common Seal b. Separate Entity & Formation c. Limited Liability & Management Control d. Separate Entity & Service Motive	
4.	Mr. Zed, a 39 year old, young man came to know that he is suffering from heart blockages, which need to be operated within next threemonths. He purchased an insurance policy worth rupees 10 lacs, without disclosing his true clinical material facts. He got operated but insurance company refused to pay the dues stating thathe had violated one of the insurance principles. Identify it.  a. Subrogation b. Mitigation c. Insurable Interest d. Utmost good faith	1
5.	This particular type of Bank account is a combination of savings bank and current account with term or special term deposits accounts.  a. Multiple Option Deposit Account b. Fixed Deposit Account c. Recurring Account d. Saving Account	1

6.	Match the columns and choose the corre	ect alternatives	1		
0.	Column I	Column II	•		
	A. B2B Commerce	i. A firm's internal processes.			
	B. B2C Commerce	ii. A part of channel through which a			
		firm distributes its products to its			
		customers			
	C. Intra-B Commerce	iii. The business originates from the			
		consumer and ultimate destination is			
		also consumer.			
	D. C2C Commerce	iv. Entails a wide gamut of marketing activities that are carried out online.			
	a. A – iv, B – ii, C – i, D – iii				
	b. A – iii, B – ii, C – i, D – iv				
	c. A – ii, B – i, C – iii, D – iv				
	d. A – i, B – ii, C – iii, D – iv				
7.	Read the statement carefully and choos	e the correct alternative:	1		
	Statement I: There is high investment for				
	·	ul in personnel recruitment, selection and			
	training.				
	a. Both the statements are true.				
	b. Both the statements are false.				
	c. Statement I is true, Statement II is fals				
	d. Statement II is true, Statement I is fals				
8.	Identify internal source of finance from the	ne following.	1		
	a. Trade Credit				
	b. Debentures				
	c. Equity Shares				
	d. Inter Corporate Deposits	. 's free last as a section of Alasta the Last of	_		
9.	, , ,	s in front of your school. Name the type of	1		
	retailer referred here.				
	a. Peddlers and Hawkers				
	b. Market Traders				
	c. Street Traders				
10.	d. Single line Stores	at acures of finance	1		
10.	Assertion (A): Bank Credit is a permaner	arted extending loans for longer periods,	'		
	generally such loans are used for mediu	•			
	generally such loans are used for medial	iii to short perious.			
	a Both A & R are correct But R is not th	e correct explanation of Δ			
	a. Both A & R are correct, But R is not the correct explanation of A. b. Both A & R are false.				
	c. A is false, But R is true.				
		rrect explanation of A			
11.	d. Both A & R are true and R is the correct explanation of A.  Rahi Ltd. is a company dealing in organic products. The company requires funds, 1				
	for short term, in order to meet the additional demand during festival season. The				
	financial manager of the company suggested that the company can borrow funds				
		s in FMCG products. Identify the suitable			
	source for raising funds to be used by fir				
	a. Inter corporate deposits				
	b. Trade Credit				
	c. Cash Credit				
	d. Bank Overdraft				
1	İ				

12.	A Patent grants exclusive rights to the inventor for a period of during which	1
	anybody else who wishes to use the patented subject matter needs to seek	
	permission from the patentee, by paying certain cost for the commercial use of such	
	invention.	
	a. 2 years	
	b. 5 years	
	c. 10 years	
	d. 20 years	
13.	Mohan Invested ₹ 5, 00,000 in the debentures of Venus Itd. The return for his	1
	investment is called	
	a. Profit	
	b. Dividend	
	c. Interest	
	d. Shares	
14.	Jasbir is running an artificial jewelry business on the basis of advertisement only.	1
	She has not opened any shop and delivers goods to her customers through courier.	
	Identify the type of Retail Trade that Jasbir is running.	
	a. Export Trade	
	b. Chain Stores	
	c. Mail order houses	
	d. Single line stores	
15.	It is a guarantee issued by the importer's Bank that it will honour payment up to a	1
	certain amount of export bills to the bank of the exporter. Identify the document.	
	a. Letter of Indemnity	
	b. Indent or Order	
	c. Letter of Credit	
	d. Bill of Exchange	
16.	Which of the following document is not required for obtaining export license?	1
	a. IEC Number	
	b. Letter of Credit	
	c. Registration cum membership certificate	
	d. Sight Draft	
17.	GST is the single comprehensive tax on supply of goods and	1
	services.	
	a. Direct	
	b. Indirect	
	c. Personal	
	d. Impersonal	
18.	Which of the following document is not required in connection with an import	1
	transaction?	
	a. Bill of Lading	
	b. Shipping Bill	
	c. Certificate of Origin	
	d. Shipment Advice	
19.	Which of the following statement is FALSE for MSME sector in India	1
	a. MSME sector is the second largest employer of human resources,	
	after agriculture.	
	b. MSME is considered being less labour intensive and more capital intensive.	
	c. MSME in our country supplies an enomourous variety of products	
	whichinclude mass consumption goods etc.	
	d. MSME is considered being more labour intensive and less capital intensive.	
		l

20. The basic objective of Start-ups India scheme is a. Trigger an entrepreneurial culture and inculcate entrepreneurial values. b.Create awareness about the charms of being an entrepreneur. c. To carve strong eco system for nurturing innovation & startups of country d. Encourage more dynamic start up by motivating educated youth as a viable career. 21. Mohan, after completing his MBA from a reputed college returned to India. He hired a cab (taxi) from the airport to his house at a fare of ₹ 3000 as no cab was ready to go on meter. In midway he got an idea to start a kind of cab facility in which all the cabs of his business will run on meter along with the total amount of fare will be known to the passenger before boarding hiscompany's cab. He analyzed the idea with its operational viability, also was able to arrange funds required to start the business as idea seems to be profitable. Hence, Mohan decided to start a company with a name of "Cab Convenience". In above Para Mohan has performed the few steps of one of the stage of formation of company, Explain the next three steps to be performed by Mohan to complete this stage of formation. 22. Explain any three functions of commercial banks. 3 OR Explain any three types of digital modes of payment. 23. Life insurance corporation of India is the largest insurance company in India. It is headquartered in Mumbai. It was founded in the year 1956, where the parliament of India passed the life insurance of India act that nationalized the private insurance industry in India. Over 245 insurance companies and provident societies were merged to create the state owned life insurance corporation. (a) Life insurance corporation is classified as which form of public sector enterprise. (b) State any two features that highlights Life Insurance corporation of India in a particular form of public sector enterprise as identified in part (a). OR With Exponential growth seen in domestic transportation additional metro rail infrastructure, government has decided to offer more metro networks to private parties for operations and management. In Delhi, as 30 metro stations needed to be revived and upgraded in coming years to support the double digit growth in the sector. This would require huge private investment as public funds are limited for infrastructure development. In February 2017, Central government announced that metro rail infrastructure will be built by state owned enterprises (Local and International) in Delhi, Mumbai, Bangalore and Hyderabad to private developers. Identify the type of enterprise discussed in above Para. Also State its two features. 24. Following is the capital structure of the ABZ Ltd, composed with different sources of 3 finance. 8% Debentures ₹ 50,000 10% preference share capital ₹ 1,00,000 Equity share capital ₹ 1,00,000 Profits of the company for the year 2017-18 are ₹50,000. (a) From the above sources of finance, Identify the source of finance that provides tax benefits to the organization. (b) State any two preferential rights available to preference shareholders over equity

	shareholders.	
25.	With the reference to following items identify and explain types of intellectual properties.	4
	i. Darjeeling Tea	
	ii. Registered Brand Name	
26.	"Fundamental reason behind international business is that every countrycan't produce equally well or cheaply all that they need, hence international business is required". Explain any four rationale of the same.	4
	OR	
	"International Trade is not only beneficial to Countries but it also works for the well-being of industry and trade of these countries" Explain the rationale of the same.	
27.	Harsh runs an online store dealing in all kinds of household items which he procures from different dealers. Whereas his friend Lakshay runs a storethrough which hesells all kinds of organic products like spices, pickles, jams etc. these products are produced in his automated manufacturing unit in Kerala.	4
	<ul> <li>(a) Identify the two concepts undertaken by Harsh and Lakshay respectively.</li> <li>(b) Also differentiate between the concepts identified in part (a) on the basis of :</li> <li>Shape</li> <li>Transaction risk</li> </ul>	
	Nature of human capital	
28.	Explain any four arguments for social responsibility	4
	OR	
	Explain any four elements of business ethics.	
29.	Mohit and Sumit are friends. They have to attend the birthday party of a common friend. Mohit goes to 'Poshak kids wear' exclusively for kids wear with his parents to get a new dress for party, whereas Sumit purchased his dress from 'Reliance Mart'. & his mother purchased grocery from the same store.	4
	(a) Identify the type of stores Mohit and Sumit visited.	
30.	(b) Explain any onefeature of each store identified in part (a).  In the banking system in India dated back to 1750 B.C. there evidence of loans from Vedic period. From the writing of many foreign travelers during Mughal period we came to know about the use of various instruments in the then great commercial centers. In the Mughal period historians found evidence of loan which is known as dastawez of two types- one was payable on demand and other was payable after a stipulated time. The most important class of credit instruments of exchange evolved India at that time. Their use was most widespread in the twelfth century and has continued till today. These instruments were famous in many then trade centers such as Mathura, Kaveripatta and Broach.	4
	(a) Identify the instruments of exchange prominent in the great ancient	
	Commercial centers of India.	
	Commercial centers of India.  (b) Also state the commercial importance of the trade centres mentioned in the para.	

31. A, B, C and D are partners in a firm with unlimited liability. But after 1991, B and C decided that they didn't want to bear unlimited risk. With the consent of all the partners, they made amendments in partnership deed and changed their liability clause, in which now the members are responsible for the losses only to the extent of the capital invested by them. (a) Identify the types of partnership formed before and after 1991 (b) State any two differences between the types of partnership identified in part (a) (c) Also explain any three advantages of partnership form of business organization. OR Private sector comprises various types of business organizations. However there is such form of business organization which restricts the rights of transfer of ownership in one of its types, on the other hand the other type of same business organization, allow its owners to transfer their rights of ownership. (a) Identify the types of one of the form of business organization highlighted in above para. (b) State any five differences between the types identified in part (a). 32. Excel ltd. has received an order to export 2000 sewing machines to Swift Import ltd. of Spain. Explain in brief first six steps which Excel ltd. would need to go through for executing the export order. 33. Deepak Beverages ltd. Is planning to expand its operations. Therefore the board of directors planned to issue shares worth ₹10, 00,000. But it is facing some short term financial difficulty, therefore doesn't have sufficient funds to meet its cost of issue of shares. The company invited deposits from the general public for 6 months @ 15% p.a. rate of interest, issued a deposit receipt as an acknowledgement by the company. In this way company was able to meet its short term financial need. (a) Identify and specify the type of fund which Deepak beverages ltd. raised in above (b) Also state any three merits and two demerits of the specified fund identified in part (a). 34. Umesh established 'Niger' in 2021 in USA. The powers, rules and regulations of "Niger' was decided as per USA norms. Niger established its trade projects in different parts of the world to increase its market territory which leads to greater revenue and higher efficiency. (a) How will 'Niger' be categorised as a private sector enterprise? (b) State any five features of this private sector enterprise. OR BHEL was founded in the year 1964 by the Government of India. It is the largest power plant equipment manufacturer in the country with 74% market share in the Power Sector. It hasnetwork of 17 manufacturing units, 2 repair units, 4 regional offices, 8 service centres and infrastructure allowing it to execute more than 150 projects at sites across India and abroad. It has been granted the prestigious Maharatna status in 2013 by the Government of India. Maharatna Status allows the Board of this company enhanced financial and operational autonomy. In content of the above case: (a) How will BHEL be classified as a form of Public Sector Enterprise? (b) State any four features of the form of Public Sector Enterprises as identified in part (a).

(c) State briefly 'Operational autonomy' as a merit of the type of Public Sector

Enterprises as identified in part (a).

## **CLASS-XI BUSINESS STUDIES (054)** MARKING SCHEME (2022-23) Maximum Marks: 80

Marking Scheme/Hints to solutions

[Note: Any other relevant answer, not given here under but given by the candidates, be suitably awarded.]

Q.No	Value points/ Key points	Marks allotted to each key point	Total marks
1.	(a) Entrepot for Zebsik enterprise, export for India & import for Germany.	1	(1)
2.	(b) 10 weeks	1	(1)
3.	(c) Limited liability & Management control	1	(1)
4.	(d) Utmost good faith	1	(1)
5.	(a) Multiple Option Deposit Account	1	(1)
6.	(a) A – iv, B – ii, C – i, D – iii	1	(1)
7.	(d) Statement II is true, Statement I is false.	1	(1)
8.	(c) Equity	1	(1)
9.	(a) Peddlers and Hawkers	1	(1)
10.	(c) A is false But R is true.	1	(1)
11.	(a) Inter corporate deposits	1	(1)
12.	(d) 20 years	1	(1)
13.	(c) Interest	1	(1)
14.	(c) Mail order houses	1	(1)
15.	(c) Letter of Credit	1	(1)
16.	(d) Sight draft	1	(1)
17.	(b) Indirect	1	(1)
18.	(b) shipping bill	1	(1)
19.	(b) MSME is considered being less labour intensive	1	(1)
	and more capital intensive.		
20.	(c) To carve strong eco system for nurturing innovation	1	(1)
	& start-ups in the country		
21.	Next three stages of Promotion step are:	½ mark for	(3)
	(i) Fixing of signatories to the Memorandum of	Heading +	
	Association	½ mark for	
	(ii) Appointment of Professional	each	
	(iii) Preparation of necessary documents	explanation	
22.	Functions of Commercial Banks:-	½ mark for	(3)
	(i) Acceptance of Deposits	Heading +	
	(ii) Lending of funds	1/2 mark for	
	(iii) Cheque facility	explanation	
	(or any other relevant point) OR		
	Digital mode of Payments:-	½ mark for	
	(i) Debit Card	Heading +	
	(ii) Electronic Fund Transfer	½ mark for	
	(iii) Mobile Wallets	explanation	
	(or any other relevant point)	,	

23.	<ul> <li>(a) Statuary Corporation</li> <li>(b) Features of Statuary Corporations: <ul> <li>(i) A set up under the act of Parliament</li> <li>(ii) wholly owned by the State</li> </ul> </li> <li>(or any other relevant point)</li> </ul> <li>OR <ul> <li>Public Private Partnership</li> <li>Features:- <ul> <li>(i) Contract with the private party to design and build public facility</li> <li>(ii) Facility is financed and owned by the public sector (or any other relevant point)</li> </ul> </li> </ul></li>			1 mark for identificatio n + 1 mark for each point  1 mark for identificatio n + 1 mark for each point	(3)
24.	(a) Debentures (b) Prefential rights to Preference Shares (i) Receiving a fixed rate of dividend out of the net profits of the company, before any dividend is declared for equity shareholders. (ii) Receiving their capital after the claim the company's creditors have been settled.			1 mark for identificatio n + 1 mark for each feature	(3)
25.	(a) Geographical Indication: - It is primarily an indication which identifies agricultural, natural or manufactured products originating from a definite geographical territory.  (b) Trade Mark:- It is any word, name or symbol that lets us identify the goods made by an individual, company and organisation atc.			1 mark for Identificatio n + 1 mark for explanation	(4)
26.	organisation etc.  Benefits of International trade to nations:  (i) Earning of foreign exchange  (ii) More efficient use of resources  (iii) Improving growth prospectus  (iv) Increased standard of living  (or any other relevant point)  OR  Benefits of International trade to firms:  (i) Prospects for higher profits  (ii) Increased capacity utilization  (iii) Prospects for growth  (iv) Improved business vision  (or any other relevant point)			½ mark each heading + ½ mark for explanation  ½ mark each heading + ½ mark for explanation	(4)
27.	(a) Traditional Busin (b)  Basis of difference Shape of organisational	Traditional business Vertical/Tall	E-business Horizontal/Flat	1 mark for identificatio n + 1 mark each for difference	(4)
	structure Transaction risk	Low	High		

	Nature of Human Capital	Semi-skilled and even Un skilled	Technically and Professionally qualified		
28.	(ii) Long-te (iii) Avoidar (iv) Mainter (or any other rele  Elements of Busin (i) Top ma (ii) Publica (iii) Establis (iv) Involvir (v) Measur	ation of existence and erm interest of the firm nce of government re nance of the society vant point) OR	d growth n gulation ent e mechanisms	1/2 mark each heading + 1/2 mark for explanation  1/2 mark each heading + 1/2 mark for explanation	(4)
29.	(ii) Departi Features (Specia (i) Located custom Features(Departi (i) It provid informa	lity Stores mental Stores Ity stores):- d in a central place wl ers can be attracted. nental Stores)	here a large number of as restaurant, trade and	explanation  1 mark each for identificatio n + 1 mark for each point.	(4)
30.	<ul> <li>(a) The instruments of exchange prominent in the great ancient Commercial centers of India:- Darshani Hundi and Muddati hundi The commercial importance of the trade centres mentioned in the para is: <ul> <li>(i) Mathura: Emporium of trade and many routes from South India touched Mathura</li> <li>(ii) Kaveripatta: Centre of trade for perfumes, cosmetics and wool etc. also for ship building</li> <li>(iii) Broach: situated on the bank of river Narmada and linked with all important marts by roadways</li> </ul> </li></ul>			1/2 mark each for identificatio n + 1 mark for each point.	(4)
31.	(a) General Partn (b) Differences be Partnership.  Basis  Liability  Registration  (c) Advantages of i. Ease of formatic	1 mark for identification + 2 marks for differences	(6)		

	T.,			41	1
	ii. Balanced decision n	½ mark for			
	iii. More funds			each point	
	( any other relevant point)			+ ½ mark	
	OR			for each	
				explanation	
				explanation	
	(a) Private company &	Public company			
	(b) Difference between		ompany	½ mark for	
	Basis	Private	Public company	each	
	Members	Minimum-2	Minimum-7	identificatio	
		Maximum-50	Maximum- unlimited	n +	
	Directors	2	3	1 mark for	
		1Lac		each	
	Paid up capital		5 Lacs	difference	
	Index of members	Not compulsory	Compulsory	unierence	
0.0	Transfer of shares	Restriction	No Restriction	4/	(0)
32.	The first six steps of E			½ mark for	(6)
		iry and sending quota	tion	each point	
	<ol><li>Receipt of orde</li></ol>	r or indent		+ ½ mark	
	3. Assessing impo	rter's creditworthiness	and securing	for each	
	guarantee for pa		-	explanation	
	4. Obtaining expor				
	5. Obtaining pre s				
		rocurement of goods.			
	5				
33.	(a) Public deposits			1 mark for	(6)
30.	(b) Merits:-			identificatio	(5)
	` '	ire of obtaining denoc	it is simple	n +1 mark	
(i) The procedure of obtaining deposit is significant (ii) No dilution in the control of company				for each	
	· · ·				
				point	
	1 ' '				
	Demerits:-  (i) Not suitable for new organizations				
	(i) Not suitable for new organizations. (ii) Unreliable source of finance				
	. ,				
2.4	(Or any other suitable points)			1 med	(6)
34.	(a) Global Enterprises		1 mark	(6)	
	(b) Features:-			each for	
	(i) Huge capital res			identificatio	
	( ) = 3 = 1 = 1 = 1		n + 1 mark		
	(iii)Advance Technology (iv) Product innovations (V) Marketing strategies (or any other relative points)			for each	
				point.	
	OR				
	(a) Government Company				
	(b) Features:-			1 mark for	
		y can enter into contra	ct and can acquire	identificatio	
		in its name.	7	n	
		y can file a suit in a co	urt of law against	+ 1 mark for	
		party and be sued.	<del> </del>	each point	
		agement of the compa	any is regulated by	of feature. +	
		sion of the companies	, ,	1 Mark for	
<u> </u>	LIC PION	1 Walk 101	L		

(iv)	The government company obtained its funds from government shareholding and other private shareholders.	stating.	
autor	ational autonomy: - Government Company enjoys nomy in all management decisions and take actions rding to business prudence.		