

## Sample Paper - III

### Solved

1. A public company invites general public to subscribe for its public issue. However the company was unable to receive the minimum subscription. Can the company proceed with allotment of shares? State the limit of minimum subscription required by a company? (1)
2. What is the percentage contribution of small scale industries in export business of India? (1)
3. Reserve Bank of India is the example of which type of public enterprises? (1)
4. Name the return given to debenture holders for using their funds. (1)
5. Define business risk. (1)
6. Mahendra does such a business in which almost 10% goods are sold on credit and 90% on cash. On the other hand Anuj is doing such a business in which almost 90% of goods are sold on credit and 10% on cash. Identify both the types of business. (1)
7. Which values can be followed by participating in international business? State any two. (1)
8. How life insurance differs from other types of insurances? State. (1)
9. 'Infosys' is one of India's leading software development company that has its business in many countries.  
What type of business enterprise it is? Write any two characteristics of such enterprises. (3)
10. Write a short on 'Certificate of Incorporation' of a company. (3)
11. Sohan wants to invest ₹ 1 lakh in owner's capital of a company. Explain with reason how can he make his investments. (3)
12. Now-a-days in companies, the trend of BPO and KPO is increasing. How much is this trend of companies important and why? (3)
13. How does market information and services provided by the retailer benefit the wholesaler? (3)
14. What measures has the government taken to solve the problems of finance and marketing in small sector? Briefly explain any three of them. (3)

15. Explain any four benefits of e-commerce. (4)
16. Define multinational companies. Write names of any six such companies. (4)
17. Explain various banking services briefly. (4)
18. What do you mean by business activities ? Define any two such type of business activities which are auxiliaries to trade. (4)
19. Write a detailed note on Automatic Vending Machine. (4)
20. Define departmental undertakings. Explain any three situations where departmental undertakings are most suitable. (5)
21. Explain the role of Indian Chamber of Commerce and Industry in promoting internal trade. (5)
22. Clarify the role of profit in business. (5)
23. Micro, Small and Medium Enterprise Development (MSMED Act, 2006) has put various enterprises involved in small business into three categories: micro, small and medium.  
Define these types of enterprises in small business. (5)
24. "In addition to the personal benefit in a business, a businessman has certain social responsibilities also." Comment. (6)
25. As a rare form of business organisation, explain the merits and demerits of Hindu undivided family. (6)
26. Write short notes on GDR and ADR. (6)
27. State any four documents involved in international trade. (6)

## MARKING SCHEME SAMPLE PAPER -III

1. No. 90% (1)
2. 45 - 50% (1)
3. Statutory corporation (1)
4. Interest (1)
5. The possibility of loss in business (1)
6. Retail Trade and wholesale trade (1)
7. Universal brotherhood (½)  
Optimum utilisation of scarce resources (½)
8. Principle of indemnity is not followed applicable on life insurance (1)
9. Global enterprise characteristics: (1)
  - (i) Large size (1)
  - (ii) Centralised management (Or any other) (1)
10. A must document to be obtained before starting actual business for all types of companies public or private. (3)
11. Shares (1)  
Reason Owner's capital (2)
12. Benefits of outsourcing (1×3)  
(Any three)
13. Services of Retailers towards wholesalers
  - (i) To provide necessary information
  - (ii) To create demand
  - (iii) Help in distribution (1×3 = 3)
14. (i) The national Bank for Agriculture and Rural Development (NABARD)  
(ii) The National small Industries Corporation Ltd. (NSIC)  
(iii) District Industries Centre (DIC) (1×3 = 3)
15. Benefits of E-commerce
  - (i) Worldwide Reach
  - (ii) Shortening the supply chain
  - (iii) Easy Distribution Process
  - (iv) Less personnel cost (1×4=4)
16. A company which trades or does its business in various countries. (1)  
Tata Motors, Asian Paints, Moser Bear, Ranbaxy, Wipro, Ponds  
(or any other correct answer) (½+6=3)

17. Various Banking services :  
Bank draft, Banker's cheque, cash credit, bank overdraft, e-banking. (Any four) (1×4)
18. All these activities related to the production and / or sale of goods or services may be termed as business activities. (1)  
Auxiliaries to trade :  
(i) Insurance  
(ii) Banking  
(iii) Transport  
(iv) Warehousing  
(v) Advertising (Any three) (1×3=3)
19. AVM (Automated Vending Machine) is such type of machine in which we can get the desired product by inserting a predetermined coin/token.  
Advantages: (1)  
(i) 24 × 7  
(ii) No need of any salesman (2)  
Limitations: (i) Huge expense on maintenance and repair (1)
20. Departmental undertakings: Fully owned, and controlled by the government and under the ministry concerned. (2)  
Suitability  
(i) Secrecy is required  
(ii) Heavy investment is involved  
(iii) Complete control is required. (1×3 = 3)
21. Role of chambers of commerce and Industry  
(i) Protecting Business community  
(ii) Information to (numbers  
(iii) Education and training  
(iv) Removal of disputes  
(v) Forming code of conduct (1×5 = 5)
22. Role of profits in Business :  
(i) Long survival  
(ii) Rapid growth  
(iii) Increasing efficiency  
(iv) Building prestige and Reputations  
(v) Source of finance (1×5 = 5)

23. Meanings of  
 Micro  
 Small  
 Medium Enterprises (with explanation) (5)
24. Social Responsibility of Business  
 Meaning (1)  
 Justification (1)  
 Towards various sections of society (1×3 = 3)
25. Merits of HUF:  
 (i) Easy to start  
 (ii) Secrecy  
 (iii) Prompt decision (Or any other) (1×3 = 3)  
 Demerits of HUF:  
 (i) Limited resources  
 (ii) Limited managerial skills  
 (iii) Unlimited liability (or any others) (1×3 = 3)
26. GDR (Global Depository Receipts Issued in US Dollar and can be listed on any American and European stock exchange ADR (American Depository Receipts) Issued by Non-US companies and can be listed only in New York Stock Exchange-NASDAQ. (6)
27. Documents used in International trade :  
 (i) Indent  
 (ii) Letter of credit  
 (iii) Shipping order  
 (iv) Shipping bill  
 (v) Mate's receipt (Any Four) (6)