



Total Time : 3 hours

Total Marks: 75

Class XI

HIGHER SECONDARY SCHOOL CERTIFICATE EXAMINATION 2023

Time Allowed: 20minutes

SUBJECT: PRINCIPLE OF COMMERCE

Q1:

SECTION "A"

Marks 15

Note: Attempt all question from this section. Each question carries one mark

- Basic objective of business is  
(a) Exchange of goods (b) To earn profit (c) Service to society (d) Earn foreign exchange for government
- Economic activities means  
(a) Business (b) Business and profession (c) Business, profession and employment (d) Commerce
- Industry relates to:  
(a) Production of goods (b) Trade (c) Exchange of goods (d) The purchasing and selling of good
- \_\_\_\_\_ is the example of secondary information.  
(a) Books (b) Observation (c) Research (d) Study
- In Sole Proprietorship, the liability of owner is \_\_\_\_\_.  
(a) Limited (b) Unlimited (c) On managers (d) On sales persons
- Today, how many types of business ownership exist?  
(a) Two (b) Three (c) Four (d) Five
- A business association of two or more persons to jointly carry on a business and share its profits and losses is called \_\_\_\_\_.  
(a) Partnership (b) Sole Proprietorship (c) Company (d) Cooperative Society
- The process by which companies create value for customers and build strong customer relationships in order to capture value from customer in return:  
(a) Business (b) Marketing (c) Advertising (d) none of the above
- Wholesaler purchases in  
(a) Suitable quantities (b) Bulk quantities (c) Small quantities (d) No buying and selling
- Which of the following is NOT a middleman?  
(a) Retailer (b) Wholesaler (c) Broker (d) Producer
- Cheapest means of transport is:  
(a) Airplane (b) Trains (c) Truck (d) Ship
- Name clause is a part of \_\_\_\_\_.  
(a) Article of association (b) Memorandum of association (c) Prospectus (d) Invitation to Prospectus
- The sender in business letter should be addressed by:  
(a) First name (b) Last name (c) Middle name (d) Previous name
- A \_\_\_\_\_ company must get its shares printed to distribute them to the shareholder  
(a) Private (b) Public (c) Chartered (d) Registered
- In order to obtain loan from the public, company issues  
(a) Shares (b) Debentures (c) Dividend (d) Bonds

Class XI

HIGHER SECONDARY SCHOOL CERTIFICATE EXAMINATION 2023

Time: 2 hours 40 minutes

SUBJECT: POC SECTION "B" AND SECTION "C"

Q2:

SECTION "B" SHORT ANSWER QUESTIONS

Total Marks 60

30 Marks

2. Attempt any six from this section.

- What is Industry? Briefly describe its types
- Define the term Transportation and Warehousing.
- Define the term Memorandum of Association. List its clauses and briefly elaborate.
- List the characteristics of Co-operative Societies
- What is the purpose of advertising?
- What are the kinds of business risks? Briefly describe types of risks
- List the sources of long-term finance and briefly describe each source.
- What are the kinds of Business Letters? Briefly elaborate.
- List kinds of partners. Briefly describe any two types.

**SECTION "C" DETAILED ANSWER QUESTIONS**

30 Marks

Note: Attempt any two of the following:

- Discuss the procedure of Export in detail.
- What are the characteristics of Good Business letter? Explain.
- Discuss in detail the functions of Warehousing.