



Class: XI

Time Allowed: 20 minutes

Q1:

MODEL PAPER EXAMINATION 2026
SUBJECT: PRINCIPLE OF COMMERCE
(SECTION "A")

Marks: 15

Note: Attempt ALL question from this section. Each question carries ONE mark.

1. _____ is a form of internet that is used within an organization for dispensing and receiving information.
 A. Extranet B. Intranet C. Sky net D. Cloud
2. Past profits are also known as _____.
 A. Gross Profit B. Net Profit C. Retained earnings D. Net Income
3. In business new _____ continue to come up and they become boon if exploited.
 A. Risks B. Rewards C. Opportunities D. Faults
4. A _____ partner is one that is not known to the public as a partner
 A. Active B. Nominal C. Minor D. Secret
5. _____ is the oldest type of business ownership.
 A. Sole proprietorship B. Partnership C. Company D. Cooperative society
6. Shareholders are _____ of a Company.
 A. Lenders B. Debtors C. Owners D. employees
7. _____ are those middlemen who do not buy or sell on their own names.
 A. Jobbers B. Wholesalers C. Brokers D. Representatives
8. Sometimes _____ can create hurdles to local industry.
 A. Exports B. Imports C. Selling D. Trading
9. _____ is an organization's strategy to arouse favorable public attitude and good market image.
 A. Publicity B. Public relations C. Personal Selling D. None of the above.
10. _____ is not a channel of transportation.
 A. Space route B. Land route C. Air route D. Marine route
11. _____ refers to profit and loss sharing between the lender and borrower not involving any form of interest.
 A. Modaraba B. Musharaka C. Bank overdraft D. none of the above
12. _____ Department's function starts with hiring and ends with firing.
 A. Public relations B. Cash C. Mail D. Personnel
13. _____ is a system by which letters, documents and papers are so arranged that they could be referred back in future.
 A. Indexing B. Filing C. Sorting D. None of the above
14. In _____ business letters companies use to establish or keep up its image and goodwill in the market.
 A. Job B. Inquiries C. Reminders D. Public relations
15. The method of fulfilling a claim is stated in _____.
 A. Order Letter B. Complaint letter C. Enquiry letter D. Sales Letter

END OF SECTION A

**Class: XI****Time: 2 hours 40 minutes**
MODEL PAPER EXAMINATION 2026
SUBJECT: POC (SECTION "B" AND SECTION "C")
SECTION "B" (SHORT ANSWER QUESTIONS)
Total Marks 60
30 Marks
Q2:**Note:** Attempt any **SIX** from this section. Each question carries **FIVE** marks.

1. Provide 3 similarities between Economics and Business.
2. Describe any 3 disadvantages of partnership.
3. Briefly Discuss Memorandum of Association and list its clauses.
4. List any 5 services of wholesalers to producers.
5. Differentiate between Department stores and Supermarkets
6. Define business finance. Briefly explain the kinds of business finance.
7. What are debentures? Describe briefly any 3 kinds of bonds.
8. Define documentation. What are the uses of documents?
9. Explain any 5 uses of a business letter.

SECTION "C" (DETAILED ANSWER QUESTIONS)**30 Marks****Note:** Attempt any **TWO** of the following. Each question carries **FIFTEEN** marks.

1. Define a Company. Explain the kinds of a Company.
2. Who are retailers? Describe the kinds of retailing
3. Write a business letter to a certain party placing an order for supply of certain kinds of medical goods within a month. Assume necessary particulars and details.

END OF PAPER