

CBSE
Class XI Business Studies
Sample Paper – 4

Time: 3 hrs

Max. Marks: 90

General Instructions:

- i. All questions are compulsory.
 - ii. Marks for questions are indicated against each question.
 - iii. Question Nos. **1–8** are very short answer questions carrying **1** mark each. They are required to be answered in one sentence each.
 - iv. Question Nos. **9–14** are short answer questions carrying **3** marks each. Answers to them should normally not exceed **50–75** words each.
 - v. Question Nos. **15–18** are also short answer questions carrying **4** marks each. Answers to them should normally not exceed **150** words each.
 - vi. Question Nos. **19–23** are long answer questions carrying **5** marks each. Answers to them should normally not exceed **150** words each.
 - vii. Question Nos. **24–27** are long answer questions carrying **6** marks each. Answers to them should normally not exceed **200** words each.
 - viii. Answers should be brief and to the point, and the above word limits should be adhered to as far as possible.
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1. Insurance belongs to which of the following types of industry? [1]
 - a. Primary
 - b. Secondary
 - c. Tertiary
 - d. None of the above

2. Which form of business organisation provides limited liability to its members and unlimited liability to its head? [1]
 - a. Sole proprietorship
 - b. Partnership
 - c. Cooperative society
 - d. Hindu undivided family

3. Which kind of deposit is raised directly from the public? [1]

4. What is OPC? [1]

5. Which of the following does not come under the World Bank group? [1]
 - a. International Court of Justice
 - b. International Monetary Fund

- c. International Development Association
 - d. International Labour Organisation [1]
6. Which of the following is the classification of itinerants? [1]
- a. Hawkers
 - b. Street traders
 - c. Cheap jacks
 - d. All of the above
7. What is the principle followed in a cooperative society? [1]
8. Cottage industries are well-known industries in rural areas. State any two features of the same. [1]
9. Commerce is a kind of business activity. Write a brief note on it. [3]
10. Explain any one factor which can explain the need for pollution control. [3]
11. The quality of the environment is important for all of us; thus, it is our collective responsibility to protect it from getting spoiled, whether it is the government or consumers or business firms. In the given context, state some laws introduced by the government on protection of the environment in India. [3]
12. What are the different roles played by a minor in a Hindu Undivided Family and in a partnership firm? [3]
13. Name the industries specified under the first schedule of the Development and Regulation Act 1951 engaged in the manufacture or production of goods. Give a brief outline on them. [3]
14. Although India may not be eager to have cordial relations with neighbouring countries, it still trades with them. Why does it do so? [3]
15. Kinjal's neighbourhood is surrounded by many shops such as a newspaper seller shop and an electronics shop. Help her to identify the type of small-scale retailer under which these businesses belong. Also explain the differences among them. [4]
16. Arjun has an enormous unused area near his house in a village. He asks his friend if he could use it for any purpose which would earn him some money for his family. His friend suggests that he allow traders to stock their material for a certain period of time and in turn charge them for the same.
- a. Which term is being referred to in the above paragraph? Define the same. [1]
 - b. State its various functions. [3]

17. Nitin wants to start a fast food business. He asks his uneducated father for some amount to establish his business. His father states that the food business does not require money as food can be prepared from home. In this context:
- What do you understand by the term business finance? [1]
 - Why do you think that a business needs funds for its establishment or its running? [3]
18. People of rural India faced discrimination for ages, while those in urban India were given opportunities to improve their living. However, after some time, the Indian government realised the need to restore regional balance in the country. How did the government bring about changes in this context? [4]
19. 'A society has its own objectives for the promotion of economic interests of its members in accordance with cooperative principles.' Which term is being referred to here? State its characteristics. [4]
20. The public sector consists of different types of organisations. Among those organisations, many of them prefer government-based organisations compared to others. Give reasons. [5]
21. Radhika had recently shifted to another area which boosted the wholesale market around it. Although she was happy to buy items at a wholesale price, she started missing the retail stores present in her previous area. She realised that those stores played an essential role in her shopping. Do you think these stores can play such a role? If yes, why? [5]
22. A bank offers services such as accepting deposits and lending loans to the public and various companies. Which type of bank is described here? State its functions. [5]
23. Describe different types of financial instruments used in international financing. [5]
24. Harsha has been continuously hearing about online trading and its benefits. However, she is sceptical about using it as she is unaware of the ways it is done. Her friend (You) are an online trader. She asks for your help. Explain to her the procedure performed for online trading. [6]
25. A customer's preference for a product declines after a certain period because of some competitors' policies or change in taste. In such cases, it is difficult for a businessperson to correctly anticipate consumer preferences. As a result, he or she always faces the risk of unforeseen fluctuations in demand. This leads to a possibility of occurrence of loss in the business.
- Which aspect of business is cited in the example? [2]
 - State the nature of the aspect of business mentioned above. [4]

- 26.** Westernisation has impacted India and its people in an enormous way. As a result, many other nations have also become aware of various products available in India for their usage. Thus, to attract foreign customers, the government has set up various organisations in the country which would promote a country's foreign trade. Name these organisations and explain each of them briefly. [6]
- 27.** Kirti along with her class visited an industrial area on their college field trip. She was amazed with the sheer size of the firm and the machinery used for the production. She was excited and wanted to update her father (small-time businessman) regarding the same. She asked her father to set up their business in a similar fashion. However, her father informed her that it would not be possible for them to do so because of the various problems they face being a small-scale business. Explain in detail the problems faced by such small-scale firms. [6]