SAMPLE QUESTION PAPER 2022 – 2023 CLASS X ELEMENTS OF BUSINESS

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General Instructions:							
	This question paper contains 30 questions. All questions are compulsory.						
2	· ·						
	Q.19 to 22 carries 3 marks each						
4	•						
	Q.27 to 30 carries 6 marks each						
Q.1	ABC limited. is an association of person formed for carrying out business activities and has a legal status independent of its members. Identify which type of company ABC limited is						
	related to.	ns members, identify	y which type of compan	y ABC minited is			
	(a) Joint stock company	(b) Public company	(c) Private company	(d) Cooperative Society			
Q.2							
Q. <u>-</u> 2	XYZ limited decided to use owner's funds for fulling their capital requirement. Which of the sources of finance can this company use?						
	(a) Debentures		(c) Equity Shares	(d) Trade Credit			
Q.3	Shyam limited has a minimu	m of 7 members and	no limit on maximum n				
(Company is this?						
	1 2	(b) Public company	(c) Private company	(d) Cooperative Society			
Q.4	Priya has a network of retail	shops that are owned	and operated by manuf	factures or intermediaries.			
	Which type of store is being	reflected in this above	e case.				
	(a) Departmental stores		(b) Mail order houses				
	(c) Chain store or multiple sl	•	(d) Automatic Vendir				
Q.5	APNA BANK has recently la		•	•			
	of accessing their accounts v			a code number.			
	(a) Automated telling machi	nes.	(b) Cheque				
	(c) Demand deposits		(d) Fixed deposits				
Q.6	Hexa limited is a reputed store which is divided into a number of departments and each department						
	deals in a particular variety of goods. Which type of store is reflected in this above case.						
	(a) Departmental stores		(b) Mail order house				
0.7	(c) Chain store or multiple sl		(d) Automatic Vendi				
Q.7	XYZ limited is a business that is conducting transaction through postal communication without any						
	personal contact with the buyers. Which form of retailing is reflected in this above case. (a) Departmental stores (b) Mail order houses						
	(a) Departmental stores(c) Chain store or multiple shops.		` /	(d) Automatic Vending Machines			
Q.8	The full form of email is	nops.	(d) Automatic Venu	ing wachines			
Q.0	(a) electronic mail	 (b) extra mail	(c) extension mail	(d) electric mail			
		, ,	Or	(a) electric man			
	Invoice is prepared by	_ in case of role of g	goods.				
	(a)Buyer	(b) Seller	(c) Owner	(d) Borrower			
Q.9	Haldiram is an example of:						
	(a) Mail order house	(b) General store	(c) Multiple shop	(d) Junk order shop			
		C)R				
	A departmental store						
	(a) is a small establishment		(b) is located in local in				
0.10	(c) sells only one kind of pro			d as a joint stock company			
Q.10	is essentially a contract for hiring of goods.						
	(a) Hire Purchase System		(b) Installment payme				
	(c) Mail Order Houses		(d) Cash based system	l			

	OR			
	When goods are sold and payment is agreed to be made in installments it is known as			
	(a) Hire Purchase System	(b) Installment payment system.		
	(c) Mail Order Houses	(d) Cash based s	ystem	
Q.11	is considered as cushion of securi	ty.		
	(a) Debentures (b) Equity	(c) Retained earnings	(d) Trade credit	
		OR		
	Debentures are type capital of a comp	oany.		
	(a) Owned (b) Borrowed	(c) Private	(d) Public	
Q.12	is not a feature of departmental	store.		
	(a) centraliesed location	(b) wider range		
	(c) Central purchase	(d) specializes in one line	e of product.	
	OR			
	Airtel limited distributed free sim cards for e	nhancing its customer bas	e. Which promotion technique	
	did company adopt?	() T 1 1 ()	\ P . 1	
0.10) Rebate	
Q.13	is a method of communication used for			
	(a) Letter (b) Email	(c) Video Conferencing	(d) Telephone	
	,,	OR	C : 1/ CC : 1	
	is a written message form one par		ng professional/ official matter	
	and providers a means of self-expression to (a) Letter (b) Email	(c) Video Conferencing	(d) Talanhana	
Q.14	Mail order houses are suitable for:	(c) video Comerencing	(d) Telephone	
Q.14		ods (d) Refrigerator of	or Talavision	
	(a) Books (b) Fluits (c) Heavy Got	OR	of Television	
	l Denartmental stores are located in			
	Departmental stores are located in (a) Union Territories and special economic	zones (h) Residential ar	reas	
	(a) Union Territories and special economic			
0.15	(a) Union Territories and special economic a (c) Central market	zones (b) Residential ar (d) Metropolitan		
Q.15	(a) Union Territories and special economic a(c) Central marketDominos is an example of:	(d) Metropolitan	Cities	
Q.15	(a) Union Territories and special economic a (c) Central market			
Q.15	(a) Union Territories and special economic a (c) Central market Dominos is an example of: (a) mail order house (b) General Store	(d) Metropolitan (c) Multiple shop	Cities	
Q.15	(a) Union Territories and special economic a (c) Central market Dominos is an example of: (a) mail order house (b) General Store Vending machines are suitable for:	(d) Metropolitan (c) Multiple shop OR	Cities	
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Q.15 Q.16	(a) Union Territories and special economic a (c) Central market Dominos is an example of: (a) mail order house (b) General Store Vending machines are suitable for: (a) Pre packed brands of low priced product (b) Fruits free packed brands of high priced (c) Heavy Goods	(d) Metropolitan (c) Multiple shop OR s product.	Cities (d) Junk Dealer Shop	
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	Reason(R): A departmental store is a large establishment offering a wide variety of products classified into well-defined departments, aimed at satisfying practically every customer's need under one roof.						
	(a) Both Assertion (A) and Reason (R) are true and Reason (R) is the correct explanation of Assertion (A)						
	(b) Both Assertion (A) and Reason (R) are true, but Reason (R) is not the correct explanation of Assertion (A)						
	(c) Assertion (A) is true, but Reason (R) is false						
	(d) Assertion (A) is false, but Reason (R) is true						
Q.18	In for obtaining orders, potential customers are approached through advertisements in newspapers or magazines, circulars, catalogues, samples and bills, and price lists sent to them by post.						
	(a) Mail order house (b) General Store (c) Multiple shop (d) Junk Dealer Shop OR						
	The process of converting the message into communication symbols is known as:						
	(a) Decoding (b) Encoding (c) Media (d) Feedback						
Q.19	What is advertising? Discussing any two features of advertising.						
	OR						
0.20	What is sales promotion? Discuss any two of its techniques.						
Q.20	Read the following case and answer the given question: Rama wants to starts a company and asks her friend priya to explain the difference between a public						
	and private company.						
	Discuss any 3 differences between public and private company which Rama should keep in her mind						
0.21	while deciding for the same.						
Q.21	Deepika makeovers is a newly started venture which decided to focus on the form of conversation with one or more prospective customers for the purpose of making sales.						
	Identify the type of technique in which Deepika Makeovers is engaged. Also discuss any two features						
	of it.						
Q.22	John limited decided to have a new feedback system for their pizzas, they decided that they would						
	send an email regarding the order of customers where they would ask about the taste of their products						
	and any constructive suggestions if they would like to suggest. Discuss any three advantages of selecting this method.						
Q.23	The management of Sedan Limited has decided to raise capital through equity shares as it would help						
	to serves as a permanent capital as it is to be repaid only at the time of liquidation of a company. But						
	on the other hand, Mr. Ram, one of the director of the company was against it. Discuss any four						
Q.24	reasons why Mr. Ram is not ready to prefer for equity Shares. Discuss any four advantages of communication through telephone.						
Q.24	OR						
	Discuss any four features of equity shares						
Q.25	Mr. Deepak, director of Winzi Limited. was living in South Africa and wanted to crack a deal with						
	Willson Limited i.e a company based in America. Due to unavailability of flights he decided to						
	communicate through internet which will help to stimulate face to face interaction with the directors of Willson Limited. Identify the method of communication and state any three advantages of the						
	method identified above.						
Q.26	Write a short note on						
	(a) Written communication (b) Oral Communication						
	OR Write a short note on						
	(a) Hire purchase system (b) Installment payment system.						
Q.27	Identify different type of sales promotion techniques.						
	(a) '20% extra free with a packet of chips						
	(b) Pack of ½ kg of rice with the purchase of a bag of Aata						

	(c) A headphone company offers a discount of Rs. 1000 to clear off excess inventory.		
	(d) 'Scratch a card' to win a refrigerator		
	(e) Purchase goods worth Rs. 2000 and get extra goodies worth Rs. 500		
	(f) Surf excel offers a free sample of detergent on bunch of its new variant.		
Q.28	Explain any three importance of personal selling to a business organization.		
2.20	OR		
	Explain the importance of advertising.		
Q.29	Mr. Ajay decided to open a store like Big Bazaar where he would offer wide range of products for		
	satisfying the needs of different customer. But Prem has suggested him to go for multiple stores like		
	dominos where he would be able to offer only a limited range of products. Now Ajay has to decide		
	whether he should opt for his decision or go with Prem's suggestion. Discuss any six points of factors		
	that will help Ajay to differentiate between these two sectors.		
Q.30	Ms. Priya is running a small restaurant by the name of Deliciousness. It is earning profits and she		
	wishes to expand her business by opening a bigger outlet. She needs additional funds for the same		
	but she does not wish to rely on borrowed funds to expand her business. Name and briefly explain		
	two sources of finance which she can use. Also state two reasons why she does not want to raise		
	borrowed funds.		