

**SOLVED SAMPLE QUESTION PAPER  
BUSINESS STUDIES (319)**

**Questions 1-5 are Multiple Choice Questions that carry 1 mark each.**

1. Per Capita income, gross domestic product, markets for goods and services are examples of

a) Economic Conditions b) Non Economic Conditions c) Economic Policies d) Economic System

Ans: Economic Conditions (April 2022)

2. Which of the following is not required for the commencement of Business?

Memorandum of Association b) Articles of Association c) Certificate of Incorporation  
d) Commencement of Business Certificate

Ans: Commencement of Business Certificate (April 2021)

3. Birth Certificate of Goods?

a) Certificate of Origin b) Bill of Lading c) Letter of Credit d) Mate's Receipt

Ans: Certificate of Origin (April 2023)

4. Which is an Avenue of Self Employment

a) Import b) Trading c) Marketing d) None

Ans: Trading (April 2022)

5. Leads to Specialisation, optimum utilisation of resources, establishes clarity of authority and responsibility are the Importance of

a) Organising b) Planning c) Staffing d) Controlling

Ans: Organising (April 2024)

**Questions 6 – 10 are Fill in the blanks carrying  
1 mark each.**

6. ----- is a service under which printed or even handwritten messages are transmitted.

Ans: e-mail (April 2021)

7. ----- inform the customer about the product quality and demonstrate it in personal selling

Ans: salesman (April 2023)

8. Complete the chain, Producer ----- retailer -----

Ans: Producer → Wholesaler → Retailer → Consumer (April 2024)

9. ----- are the end results which all the activities are directed towards .

Ans: Goals (April 2020)

10.----- are the general statement that guides decision making

Ans: Policies (April 2024)

**Questions 11 & 12 are Very Short Answers carrying 2 marks each.**

11.What is Mate's Receipt? (2)

Ans: A Mate's Receipt is a document issued by the mate (a senior officer) of a ship acknowledging the receipt of cargo on board. (April 2022)

12.Explain any two internal sources of Recruitment (2) (April 2021)

Ans.

1. Transfer
2. Promotion

**Questions 13 & 14 are Short Answers carrying 3 marks each.**

13.What are the Avenues of Self Employment (3) (April 2023)

Ans:

1. Trading
2. manufacturing
3. professionals and
4. individualised services

14.Define Entrepot Trade with an Example (3)

Ans: Entrepot trade refers to the practice of importing goods into a country or region for the purpose of storing, processing, and then re-exporting them to other countries, often without substantial modification. (2)

Eg: Goods are imported into Singapore, where they may be stored or minimally processed, and then re-exported to other countries in the Asia-Pacific region.(1)

**Question number 15 is a Long Answer Question carrying 5 marks .**

15.What is the Business Environment? What are its two types? Explain in detail (5)

Ans: Business Environment refers to the sum of all external and internal factors that influence a company's operations and decision making processes.

There are mainly two types of business environment

1. Economic environment
  - Economic conditions
  - economic policies
  - economic system
2. Non economic environment
  - Social environment
  - political environment
  - legal environment
  - technology environment
  - demographic environment

- National environment