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SAMPLE QUESTION PAPERS CLASS 11

FOR MARCH 2017 EXAMINATION

Strictly according to the latest CBSE syllabus & guidelines for Year 2016-17

BUSINESS STUDIES

BENEFITS

- ★ **10 Sample Question Papers** to cover each and every important concept from an examination perspective
- ★ **CBSE 'Question Papers Design'** to facilitate exam oriented study
- ★ **Answers strictly follow CBSE Marking Scheme** to aid self evaluation
- ★ **On tips Notes** to enable quick revision

DESIGN OF THE QUESTION PAPER

Sr. No.	Typology of Questions	Very Short Ans (VSA) 1 Mark	Short Answer–I (SA–I) 3 Marks	Short Answer–II (SA–II) 4 Marks	Long Answer (LA) 5 Marks	Essay Type Question 6 Marks	Total Marks	Percentage (%) Weightage
01	Remembering	2	1	1	1	–	14	16%
02	Understanding	2	2	1	–	1	18	20%
03	Application	2	1	1	1	2	26	29%
04	High Order Thinking Skills	2	1	1	1	1	20	22%
05	Evaluation	–	1	1 (Value Based)	1	–	12	13%
TOTAL-1 Project (10 Marks)		**8x1=8**	**6x3=18**	**5x4=20**	**4x5=20**	**4x6=24**	**90(27) (10) Projects**	**100%**
Estimated Time (In Min.)		**8 Min.**	**27 Min.**	**30 Min.**	**40 Min.**	**60 Min.**	**165 Min.+15 Min. for Revision**	

*Solutions for SQP 6 – 10 can be downloaded from www.oswaalbooks.com

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Strictly Based on Latest Syllabus Issued by CBSE for 2017 Examination

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MARCH 2017 EXAMINATION

BUSINESS STUDIES

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LATEST SYLLABUS for Academic Year 2016-17

BUSINESS STUDIES (Code No. 054)

CLASS–XI (2016-17)

One Paper **Theory: 100 Marks**

3 Hours

Units		Periods	Marks
Part A	**Foundations of Business**		
1	Nature and Purpose of Business	22	20
2	Forms of Business Organisations	26	
3	Public, Private and Global Enterprises	22	18
4	Business Services	22	
5	Emerging Modes of Business	12	12
6	Social Responsibility of Business and Business Ethics	16	
		120	**50**
Part B	**Finance and Trade**		
7	Sources of Business Finance	30	20
8	Small Business	16	
9	Internal Trade	30	20
10	International Business	14	
11	Project Work	30	10
		120	50

Part A : Foundation of Business

Concept includes meaning and features **120 Periods**

Unit 1: Nature and Purpose of Business **22 Periods**

Business – Concept	**After going through this unit, the student/learner would be able to:** ● Understand the concept of business with special reference to economic and non economic activities. ● Discuss the characteristics of business.
Business, profession and employment-Concept	● Understand the concept of business, profession and employment. ● Differentiate between business, profession and employment.
Objectives of business	● Appreciate the economic and social objectives of business. ● Examine the role of profit in business.
Classification of business activities– Industry and Commerce	● Understand the broad categories of business activities – industry and commerce.
Industry-types: primary, secondary, tertiary Meaning and subgroups	● Describe the various types of industries.
Commerce-trade: types-(internal, external; wholesale and retail) and auxiliaries to trade; (banking, insurance, transportation, warehousing, communication, and advertising) - meaning	● Discuss the meaning of commerce, trade and auxiliaries to trade. ● Discuss the meaning of different types of trade and auxiliaries to trade. ● Examine the role of commerce- trade and auxiliaries to trade.
Business risk – Concept	● Understand the concept of risk as a special characteristic of business. ● Examine the nature and causes of business risks.

Unit 2 : Forms of Business organizations **26 Periods**

Sole Proprietorship – Concept, merits and limitations.	**After going through this unit, the student/learner would be able to:** ● List the different forms of business organisations and understand their meaning.

	● Identify and explain the concept, merits and limitations of Sole Proprietorship.
Partnership– Concept, types, merits and limitation of partnership, registration of a partnership firm, partnership deed. Types of partners	● Identify and explain the concept, merits and limitations of a Partnership firm. ● Understand the types of partnership on the basis of duration and on the basis of liability. ● Define limited liability partnership. ● State the need for registration of a partnership firm. ● Discuss types of partners –active, sleeping, secret, nominal and partner by estoppel.
Hindu Undivided Family Business: Concept	● Understand the concept of Hindu Undivided Family Business.
Cooperative Societies– Concept, types, merits, and limitations.	● Identify and explain the concept, merits and limitations of Cooperative Societies. ● Understand the concept of consumers, producers, marketing, farmers, credit and housing co-operatives.
Company– Concept, merits and limitations; Types: Private and Public – Concept	● Identify and explain the concept, merits and limitations of private and public companies. ● Understand the meaning of one Person Company. ● Distinguish between a private company and a public company.
Formation of company– stages, important documents to be used information of a company	● Highlight the stages in the formation of a company. ● Discuss the important documents used at various in formation of a company.
Choice of form of business organization	● Distinguish between the various forms of business organisations. ● Explain the factors that influence the choice of a suitable form of business organisation.

Unit 3: Public, Private and Global Enterprises **22 Periods**

Public sector and private sector enterprises concept	**After going through this unit, the student/learner would be able to:** ● Develop an understanding of Public sector and private sector enterprises
Forms of public sector enterprises: Departmental Undertakings, Statutory Corporations and Government Company.	● Identify and explain the features, merits and limitations of different forms of public sector enterprises
Changing role of public sector enterprises	● Discuss the change in the role of public sector in an economy.
Global enterprises, Joint ventures, Public private partnership– concept	● Develop an understanding of global enterprises, joint ventures and public private partnership by studying their meaning and features.

Unit 4 : Business Services

● Business services and its types – meaning ● Banking: Types of bank accounts- savings, current, recurring, fixed deposit and the multiple option deposit account.	● Understand the meaning of banking services. ● Discuss the meaning of types of Business services Banking, insurance, communication services, transportation, warehousing. ● Develop an understanding of different types of bank account.
● Banking services with particular reference to of bank draft, Banker's cheque, Real Time Gross Settlement (RTGS), National electronic Funds Transfer (NEFT), Bank Overdraft, Cash Credit and e-banking	● Develop an understanding of the different services provide by bank– Draft, Banker's cheque, Real Time Gross Settlement, National Electronic Funds Transfer, Bank Overdraft, Cash Credit and e-banking.

● Insurance-: Principles, Types –life, health, fire and marine insurance –concept	● Recall the concept of insurance ● Understand Utmost Good Faith, Insurable Interest, Indemnity, Contribution, Doctrine of Subrogation and Causa Proxima as principles of insurance ● Discuss the meaning of different types of insurance– life, health, fire, marine insurance.
● Postal Services– Mail, Registered post, Parcel, Speed Post, Courier– meaning. ● Telecom Services– Cellular Mobile services, Radio Paging services, Fixed line services, Castle services, VSAT services, DTH Services– Meaning	● Understand the utility of different postal and telecom services. a) Postal services b) Telecom services

Unit 5 : Emerging Modes of Business **12 Periods**

E-business– scope and benefits, resources required for successful e-business implementation, online transaction, payment mechanism, security and safety of business transactions	**After going through this unit, the student/learner would be able to:** ● Give the meaning of e-business. ● Discuss the scope of e-business. ● Appreciate the benefits of e-business ● Distinguish e-business from traditional business. ● Explain the process of online buying and selling as a part of e-business. ● Examine the major security concerns of electronic mode of doing business. ● Understand the methods of secure and safe business transactions. ● Identify the resources required for implementation of a successful e-business.
Outsourcing-Concept: Business Process Outsourcing (BPO) and Knowledge Process Outsourcing (KPO)-Concept, need and scope	● Understand the concept of outsourcing. ● Examine the scope of outsourcing, appreciate the need of outsourcing. ● Discuss the Meaning of Business process outsourcing and Knowledge Process Outsourcing.
Smart cards and ATM's meaning and utility	● State the meaning of Smart cards and ATM's. ● Appreciate the utility of Smart cards and ATM's.

Unit 6 : Social Responsibility of Business and Business Ethics **16 Periods**

Concept of social responsibility	**After going through this unit, the student/learner would be able to:** ● State the concept of social responsibility.
Case of social responsibility	● Examine the case for social responsibility.
Responsibility towards owners, investors, consumers, employees, government and community.	● Identify the social responsibility towards different interest groups.
Environment protection and business– Meaning and role	● Appreciate the role of business in environment protection.
Business Ethics – Concept and Elements	● State the concept of business ethics. ● Describe the elements of business ethics.

Part B : Finance and Trade
Concept includes meaning and features **120 Periods**
Unit 7: Source of Business Finance **30 Periods**

Concept of business finance	**After going through this unit, the student/learner would be able to:** ● State the meaning, nature and importance of business finance.
Owners. funds– equity shares, preferences, share, Global Depository receipt (GDR), American Depository Receipt (ADR), International Depository Receipt (IDR) and retained earnings	● Classify the various sources of funds into owners' fund's and borrowed funds. ● State the concept of owners. funds. ● Explain the meaning merits and limitations of equity shares, preference shares and retained earnings. ● Understand the meaning of Global Depository receipts, American Depository Receipts and International Depository Receipts.

Borrowed funds: debentures and bonds, loan from financial institution, loans from commercial banks, public deposits, trade credit, Inter Corporate Deposits (ICD).	● State the meaning of borrowed funds. ● Discuss the merits and limitations of debentures, bonds, loans from financial institutions, trade credit and inter corporate deposits. ● Distinguish between owners. funds and borrowed funds.

Unit 8 : Small Business — 16 Periods

Small scale enterprise as defined by MSMED Act 2006 (Micro, Small and Medium Enterprise Development Act)	**After going through this unit, the student/learner would be able to:** ● Understand the meaning of small-business.
Role of small business in India	● Discuss the role of small-business in india
Government schemes and agencies for small scale industries (National Small Industries Corporation) (NSIC) and District Industrial Centre (DIC) with special reference to rural, backward areas	● Appreciate the various Government schemes and agencies for development of small scale industries. ● NSIC and DIC with special reference to rural, backward area.

Unit 9 : Internal Trade — 30 Periods

Internal Trade – meaning and types Services rendered by a wholesaler and a retailer	**After going through this unit, the student/learner would be able to:** ● State the meaning and types of internal trade. ● Appreciate the services of wholesalers and retailers.
Types of retail-trade-ltinerant and fixed shop retailers	● Explain the different types of retail trade.
Large scale retailers– Departmental stores, chain stores, mail order business– concept	● Highlight the distinctive features of departmental stores, chain stores and mail order business.
Concept of automatic vending machine	● State the concept of automatic vending machine
Chambers of Commerce and Industry: Basic functions	● Discuss the role of Chambers of Commerce and Industry in the promotion of internal trade.
Main documents used in internal trade: Performa invoice, invoice, debit note, credit note. Lorry receipt (LR) and Railways Receipt (RR).	● Describe the main documents used in internal trade.
Terms of Trade: Cash on Delivery (COD), Free on Board (FOB), Cost, Insurance and Freight (CIF), Errors and Omissions Excepted (E&OE).	● Develop an understanding of the various terms used in internal trade.

Unit 10 : International Trade — 14 Periods

International trade– concept	**After going through this unit, the student/learner would be able to:** ● Understanding the concept of International trade. ● Distinguish between internal trade and external trade
International trade: Advantages and disadvantages of international trade	● Describe the scope of international trade to the nation and business firms. ● Discuss the disadvantages of international trade.
Export trade– Meaning, objective and procedure of Export Trade	● State the meaning and objectives of export trade. ● Explain the important steps involved in executing export trade.
Import Trade– Meaning, objective and procedure; Meaning and functions of import trade; purpose and procedure.	● State the meaning and objectives of import trade. ● Discuss the important steps involved in executing import trade.
Documents involved in International Trade; documents involved in export trade, indent, letter of credit, shipping order, shipping bills, mate's receipt (DA / DP), specimen of the documents, importance.	● Develop an understanding of the various documents used in international trade. ● Identify the specimen of the various documents used in international trade. ● Highlight the importance of the documents needed in connection with international trade transactions.

World Trade Organization (WTO) meaning and objectives	● State the meaning of World Trade Organization. ● Discuss the objectives of World Trade Organization in promoting international trade.

Unit 11: Project Work **30 Periods**
As per CBSE guidelines

Suggested Question Paper Design
Business Studies (Code No. 054)
Class XI (2016-17) March 2017 Examination

Time : 3 hours **Max. Marks 90**

S. No.	Typology of Questions	Learning Outcomes & Testing Skills	Very Short Answer (VSA) 1 Mark	Short Answer -I (SA-I) 3 Marks	Short Answer -II (SA-II) 4 Marks	Long Answer (LA) 5 Marks	Essay Type 6 Marks	Total Marks	% Weig-htage
1	**Remembering -** (Knowledge based simple recall questions, to know specific facts, terms, concepts, principles, or theories; identify, define, or recite, information)	●Reasoning ●Analytical Skills ●Critical Skills	2	1	1	1	-	14	16%
2	**Understanding -** (Comprehension - to be familiar with meaning and to understand conceptually, interpret, compare, contrast, explain, paraphrase, or interpret information)		2	2	1	-	1	18	20%
3	**Application -** (Use abstract information in concrete situation, to apply knowledge to new situations; Use given content to interpret a situation, provide an example, or solve a problem)	-	2	1	1	1	2	26	29%
4	**High Order Thinking Skills -** (Analysis & Synthesis- Classify, compare, contrast, or differentiate between different pieces of information; Organize and/or integrate unique pieces of information from a variety of sources)		2	1	1	1	1	20	22%
5	**Evaluation -** (Appraise, judge, and/or justify the value or worth of a decision or outcome, or to predict outcomes based on values)		-	1	1(Value based)	1	-	12	13%
	Total-1 project (10 Marks) 10		**8x1=8**	**6x3=18**	**5x4=20**	**4x5=20**	**4x6=24**	**90(27) project (10)**	**100%**
	Estimated Time (in Minutes)		**8 min**	**27 min**	**30 min**	**40 min**	**60 min**	**165 min+15 min for revision**	

KENDRIYA VIDYALAYA SANGATHAN

[AGRA REGION]

SESSION ENDING EXAMINATION 2016

SUBJECT : BUSINESS STUDIES [054]

CLASS–XI

(SOLVED PAPER)

Time : 3 Hrs. **M.M. : 90**

General Instructions :

1. *Answer to questions carrying 1 mark may be from one word to one sentence.*
2. *Answer to questions carrying 3 marks may be from 50–75 words.*
3. *Answer to questions carrying 4–5 marks may be about 150 words.*
4. *Answer to questions carrying 6 marks may be about 200 words.*
5. *Attempt all part of a questions together.*

SECTION A

1. Name the occupation in which people work for others and get remunerated in return. **1**

2. What is meant by R. T. G. S. ? **1**

3. Define K. P. O. **1**

4. Name the concept which defines the right and wrong behaviour in the world of business. **1**

5. What is meant by Public Deposit ? **1**

6. State any two roles played by small business in rural India. **1**

7. Define Single Line Store. **1**

8. What is meant by Export Trade ? **1**

9. Explain any three economic objectives of business. **3**

10. Explain the following : **3**

(i) Bank Overdraft

(ii) Speed Post

11. Explain the following source of business finance : **3**

(i) ADR

(ii) Trade Credit

12. Write any three objectives of W.T.O. **3**

13. What is meant by Cooperative Organization ? Explain any two types of Cooperative Organization. **3**

14. Briefly explain the following types of partnership. **3**

(i) Dormant Partner

(ii) Active Partner

(iii) Nominal Partner

15. "Profit play an important role in the business." Give any four reasons to justify the statement. **4**

16. Differentiate between Departmental undertaking and Public corporation. **4**

17. "As a source of finance retained earnings is better than other sources." Do you agree ? Give reasons for your answer. **4**

18. An organization planned to use CFL and LED which consume less electricity to reduce operational cost. They also made a policy to give equal opportunities to men and women both in the job. Write any two values followed by the company. **4**

19. What is meant by Government Company ? Explain any three features of Government Company. **4**

20. Which type of e-business transactions (scope) are highlighted in the following cases ? **5**

(i) Complaint lodged by a customer at the company's call centre.

(ii) Withdrawal of money from ATM.

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