

MARTHOMA RESIDENTIAL SCHOOL TIRUVALLA  
SECOND TERMINAL EXAMINATION 2019-2020

COMMERCE

STD XI

Time: 3Hrs  
Mark: 80 Marks

PART I (20 Marks)  
Answer all questions

QUESTION 1

(10x2=20)

- i) State *any two* objectives of import trade
- ii) State *any two* services rendered by *stock exchange to investors*.
- iii) Define *Consular invoice*.
- iv) Write *any four* objectives of WTO
- v) Distinguish between *B2B* and *B2C* types of E-business
- vi) Explain *any two* types of itinerants
- vii) What is *mate's receipt*?
- viii) What is *Documentary bill of exchange*?
- ix) Write *any two* merits of international trade.
- x) Define *wholesale trade*.

PART II (60 Marks)

(Answer any five)

QUESTION 2

- i) What is *letter of credit*? Describe *any three* types of letter of credit. (5)
- ii) Distinguish between *trade discount* and *cash discount*. (4)
- iii) Explain the following terms (3)
  - a) *Order*
  - b) *Quotation*
  - c) *Catalogue*

QUESTION 3

- i) Explain *any four* demerits of departmental store. (4)
- ii) State *any four* differences between internal trade and external trade. (4)
- iii) What are the *regulatory functions* of SEBI. (4)

#### QUESTION 4

- i) Describe the *benefits* of E-business.
- ii) Explain the following terms.
  - a) *Ex-dividend*
  - b) *Forward delivery*
- iii) List *any four* services rendered by wholesaler to retailer

#### QUESTION 5

- i) What are the *merits* of mail order business?
- ii) How *can a security* of E-business transactions can be ensured? Explain.
- iii) Explain the *difficulties* involved in *foreign trade*.

#### QUESTION 6

- i) Explain *the resources* required for successful implementation of E-business
- ii) Explain *the functions* of stock exchange
- iii) What are *the functions* of a wholesale trade?

#### QUESTION 7

- i) Explain *the main characteristics* of international trade.
- ii) Explain the following terms
  - a) *Teleshopping*
  - b) *Automatic vending machine*
  - c) *Franchise*
  - d) *Hyper-market*
- iii) Difference between *wholesaler and retailer*

#### QUESTION 8

- i) What is a *proforma invoice*? Under *what circumstances* is it prepared.
- ii) What are the *demerits* of consumer co-operative store?
- iii) What is *chamber of commerce*? Explain *any four* functions of it.

#### QUESTION 9

- i) Briefly explain the *formalities of clearing agent*.
- ii) Define *bill of lading*. Explain *any two* types of it.
- iii) How will you obtain *import license*? What are *the formalities* involved in it?