



General Certificate of Education (A/L)
Series of Supplementary Seminars - 2013
Revision Question Paper

Business Studies - II

Duration – 3 hours

All Right Reserved

Prepared under the supervision of the Ministry of Education

Instructions :- Selected at least 2 questions from one section & answer 5 questions in total

Part – I

- 01.** i) “Business is an essential aspect for the existence of humans in the current Society as well as for economic development.” Evaluate this statement (4 Marks)
- ii) There can be more aims for a business other than maximizing profits. Explain four of these aims (4 Marks)
- iii) “As stakeholders are concerned about businesses, businesses are too concerned about stakeholders.” Name 4 stakeholders & explain why business is concerned about them. (4 Marks)
- iv) a) Name the macro environment variables or factors which exert influences on business (2 Marks)
- b) When carrying out business activities, there will be many instances where several macro environment variables exert influence on business at the same time. Explain two such instances using examples. (2 Marks)
- v) a) On what factors a business should focus, when adopting ethics relevant to the field of production. (2 Marks)
- b) What are the privileges a business could gain by fulfilling social responsibilities? (2 Marks)
- 02.** i) Name the instruments used by the Central Bank of Sri Lanka to enforce the monetary Policy & briefly explain 2 of them. (4 Marks)
- ii) a) Explain what’s meant by consumer protection (1 Mark)
- b) State separately the reasons for why consumer protection is vital for consumers & businessmen. (3 Marks)
- iii) Explain the procedure of registering the business name of sole proprietorships & partnership (4 Marks)
- iv) Differentiate companies limited by guarantee & public limited companies (4 Marks)
- v) “Within the competitive & complexed economy, even cooperatives are becoming competitive” Explain four such trends (4 Marks)

- 03.** i) Navoda captures new business opportunities, manages risk & earn profits. She makes decisions for the existence of the business & she does changes in the control activities as required. She leads & directs business resources very well. She motivates one’s employees with the expectation of achieving the target of reaching the global market.
- Answer the following questions with the use of the above case
- a) State 4 entrepreneur traits possessed by Navoda (2 Marks)
- b) “An entrepreneur is always a manager as well” Accordingly what are the managerial activities performed by Navoda. (2 Marks)
- ii) a) “It’s entrepreneurs who can give leadership to the dynamic world” clarify this statement (2 Marks)
- b) State two personal & economic benefits each out of entrepreneurship (2 Marks)
- iii) a) “All functions performed by fiat money, isn’t performed by substitute money” Clarify this statement (2 Marks)
- b) Examine the characteristics of good money in relation to Sri Lankan coins & notes (2 Marks)
- iv) a) What objectives are expected to be achieved by examining & investigating financial firms, by the central bank of Sri Lanka (3 Marks)
- b) Briefly explain what is meant by the Sri Lanka inter Bank payment System [SLIPS] (1 Mark)
- v) When a cheque drawn in favour of another person’s name is being transferred to you, to be credited in your current account, what factors should be given consideration. (4 Marks)
- 04.** i) Briefly explain
- a) Reinsurance c) Underwriting
- b) Subrogation d) Insurance policy or Insurance deed (4 Marks)
- ii) “In recent times there are rapid developments taking place in the transportation system of Sri Lanka.” Discuss (4 Marks)
- iii) Explain separately how communication is important for business activities as well as for Social activities (4 Marks)
- iv) a) State separately the services performed by relations for consumers & producers (2 Marks)
- b) What are the new trends of retail trade? (2 Marks)
- v) Anura intends to supply ornamental articles produced using reeds, to the foreign market. Explain the steps which should be followed in the procedure to export his products (4 Marks)

Part - II

- 05.**
- i) Explain the need & Importance of management for the success of a business (4 Marks)
 - ii) Clarify the concepts authority, responsibility & accountability & explain the relationship between these concepts (4 Marks)
 - iii) What's meant by organizational chart? Using diagrams show the ways of illustrating organizational charts (4 Marks)
 - iv) a) What's meant by research & development ? (1 Mark)
b) Why is research & development important for a production firm? (3 Marks)
 - v) Briefly explain the following concepts
 - a) Total inventory cost
 - b) Computer intergrated manufacturing
 - c) ABC analysis
 - d) Flow production (4 Marks)
- 06.**
- i) Explain what's meant by quality control & explain techniques used by production firms For quality control (4 Marks)
 - ii) a) Explain what's meant by holistic marketing concept (2 Marks)
b) Explain the relationship between target market & market segmentation (2 Marks)
 - iii) a) What's meant by brand? (1 Mark)
b) State separately the benefits out of brands for businessmen & customers(3 Marks)
 - iv) Explain how a marketing manager should focus on the marketing mix, who's expecting to present a new type of soap to the market (4 Marks)
 - v) a) what's meant by the financial system of a country (1 Mark)
b) State three financial infrastructure required for the proper functioning of the financial system (3 Marks)
- 07.**
- i) a) Name the financial instruments exchanged in the Colombo stock exchange (2 Marks)
b) What are the privileges gained by an investor who has purchased ordinary shares from the Colombo share market? (2 Marks)
 - ii) a) What's a cash budget? (1 Mark)
b) What is the using of preparing a cash budget? (3 Marks)
 - iii) a) What are the factors which should be included in a job vacancy notice (2 Marks)
b) Name the mediums used currently for job vacancy notices (2 Marks)
 - iv) a) What's meant by employee training? (1 Mark)
b) Name six training methods used to train employee of a firm (3 Marks)
 - v) Explain what's meant by a trade union & explain its objectives (4 Marks)

- 08.**
- i) a) What's meant by information technology (1 Mark)
b) Name the fields of information technology (3 Marks)
 - ii) State the actions which can be taken to minimize risks from computer virus to information systems of an organization (4 Marks)
 - iii) Explain the differences between the following concepts
a) Bus networks & ring networks
b) Local area networks & wide area networks
c) Transaction processing system & office automation systems
d) Text chatting & Voice chatting (4 Marks)
 - iv) It's expected to attract stakeholders towards the business by preparing a business plan Name 4 parties which is expected to be attracted & explain what a business expects by attracting them. (4 Marks)
 - v) a) What's the purpose of doing a financial analysis when preparing a business plan (1 Mark)
b) What are the financial statements used for a financial analysis (3 Marks)
