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Third Term Test - Grade 13 - 2016

Index No : **Business Studies I** **Two Hours**

- Instructions**
- Write answers to all questions in this Question paper.
 - Write the number of correct answer in the given brackets for the questions 1 to 30.
 - Write correct answers for the questions 31-50 in the given blanks.
 - Every question carries 2 marks.

- Prashantha imports computer parts from Singapore and assembles them in Sri Lanka and then sells them through his agency centers. Promotions of this business are done through television advertisements sales are done on easy payment methods and the debts are collected through bank account. This total process can be called as,
 - Trade
 - Import
 - Business
 - Industries
 - Commerce (.....)
- Select the answer which includes only the Industrial products.
 - Food and beverages/constructions/forestry/clothing and textile
 - Mining and quarrying /Tea /Fisheries
 - Food and beverages / clothing and textile/Rubber products
 - Electricity & Gas /Mining & quarrying/Fisheries/Construction
 - Warehousing/chemical materials/transportation / Paper Products (.....)
- Select the most accurate answer.
 - Trade began due to usage of money
 - Trade began due to barter system
 - Trade began due to direct production
 - Trade began due to indirect production
 - Trade began due to auxiliary services (.....)
- What is the answer which shows the technical importance of 'SWOT' analysis in management?
 - Managers can classify business environment through this
 - This can be used in controlling function of the management process
 - This can be used in planning & decision making
 - This is very important in leading function of management process
 - This can be used as a financial management strategy (.....)

5. What is the correct answer from followings?
- Customers are an internal environment factor
 - Macro environment factors are beyond the control of business
 - Employees are considered as an external environment factor
 - Political environment factors do not affect business
 - Increasing consumers income is a weakness of businesses (.....)
6. Not a way that the business can contribute to achieve government objectives.
- Following government rules and regulations
 - Controlling government Monetary Policy
 - Contributing towards employment
 - Paying taxes duly
 - Utilizing domestic resources and acting in an environment friendly manner (.....)
7. Not an organization which collects government income.
- Department of Motor Traffic
 - Department of customs
 - Sri Lanka institute of standards
 - Department of Inland Revenue
 - Provincial councils and local government bodies (.....)
8. Following are some business organizations.
- (A) Partnerships (B). Professional partnerships
(C). Private limited companies (D). Corporative
- Select the answer which shows the minimum and maximum number of owners of the above.
- A-(2-20) B-(2-20) C-(2-50) D-(7-50)
 - A-(2-20) B-(2-20) C-(2-50) D-(7-unlimited)
 - A-(2-50) B-(2- unlimited) C-(2- unlimited) D-(10-50)
 - A-(2-20) B-(2- unlimited) C-(1-50) D-(10- unlimited)
 - A-(2-20) B-(2- unlimited) C-(1-50) D-(7- unlimited) (.....)
9. Select the answer which shows the situations that lead to dissolution of a company by a court order.
- (A) Incurring losses continuously by a company (B) Conducting illegal activities
(C) Bankruptcy of the business (D) Absence of directors
(E) Ending of the time of operation according to the article of association
- BCE
 - BCD
 - ABD
 - CDE
 - ADE (.....)
10. What is the main reason for carrying out some businesses under government ownership?
- To supply social welfare services
 - To supply more employment opportunities
 - Receiving an income by the government
 - Controlling the private sector by the government
 - Increasing the contribution towards GDP (.....)

11. Select the incorrect statement regarding small scale Businesses.
- Production capacity is low
 - Economies of large scale cannot be seen
 - They operate in high risk fields
 - Using simple and traditional strategies
 - Less influence in the field they operate (.....)
12. What can be considered as a challenge which disturbs the Entrepreneur Development?
- Destiny
 - Money
 - Environment
 - Information
 - Knowledge (.....)
13. Following are some business activities carried out by various financial organizations.
- Providing financial consultancy services.
 - Leasing and factoring services.
 - Maintaining deposits to the interbank call money market.
 - Providing loans on behalf of customers.
 - Feasibility study.
- What is the answer which shows business banking activities only to the customers?
- A,B,C
 - B,C,D
 - B,D,E
 - A,B,D
 - A,C,E (.....)
14. What is the contractual saving institute from followings?
- Commercial Banks
 - Savings Banks
 - Leasing Companies
 - Government Companies
 - Employee Trust Fund (.....)
15. What is the type of insurance policy that allows surrender value?
- Life Insurance Policies
 - Marine Insurance Policies
 - Motor Insurance Policies
 - Fire Insurance Policies
 - Personal Accident Policies (.....)
16. An insurance company insures a property that has been insured with them in another insurance company. This process is called as,
- Re Insurance
 - Double Insurance
 - Underwriting
 - Over Insurance
 - Under Insurance (.....)
17. Followings are some obstacles against international trade.
- Language barriers
 - Custom duties
 - Economic Embargoes
 - Export quotas
 - Cultural changes
 - Exchange control
- When above barriers are classified as natural barriers and non-natural barriers what is the correct answer?
- ACD/BEF
 - AE/BCDF
 - AC/BEDF
 - BE/ACD
 - BE/ACDF (.....)
18. Match following X and Y then select the correct answer

X	Y
Health certificate	A- Department of commerce
Certificate of origin	B- Department of Animal Production and Health
Sanitary certificate	C- Plant Quarantine Station of Department of Agriculture

- ACB
- BCA
- ABC
- CBA
- BAC (.....)

19. A function relating to organizing is,
 i. Staffing ii. Motivating iii. Communication
 iv. Departmentalizing v. Evaluation Performance (.....)
20. The objective of controlling is,
 i. Identifying variances and ensuring profits
 ii. Identifying variances and re arranging (Re-planning) works
 iii. Identifying wastage and Re –training employees
 iv. Assuring that results are same as plans
 v. Assuring that results are received in accordance with plans (.....)
21. The process of inspecting output to ensure the established quality is called as,
 i. Inventory management ii. Production management
 iii. Product development iv. Sample test v. Quality control (.....)
22. The most suitable production layout for a constructor of a construction company in order to build a large building is,
 i. Process layout ii. Product assembly layout iii. Cellular layout
 iv Fixed position layout v. Task oriented layout (.....)
23. The brand assigned by an agent or intermediary is called as,
 i. National Brand ii. Private Brand iii. Product Brand
 iv Family Brand v. Mix Brand (.....)
24. Followings are some criteria based for market segmentation. Select the answer which includes the demographical factors.
 A . Income B. Profession C. Education D. Nationality
 E. Society F. Personality G. Attitude H. Benefits
 i. A,B,C,D ii. A,B,C,D,E iii. A,B,C,D,E,F,G, iv A,B,C,D,F v. A,B,C (.....)
25. What is the name for the time period of an employee in between his appointed date and to the date of confirmation in the job?
 i. Probationary period ii. Apprenticeships period iii. Training period
 iv General service period v. Evaluation period (.....)
26. Following are some steps of human resource planning.
 A. Preparing and operating human power plans
 B. Evaluation and developing human resource planning efforts
 C. Forecasting future human resource demand
 D. Deciding strategies
 E. Estimating human resource supply
 When the above steps are listed in the correct order of HR planning what will be the correct answer
 i. A,C,D,B,E ii. A,B,D,C,E iii. C,D,A,B,E iv. B,C,D,E,A v. C,E,D,A,B (.....)

27. Select the answer which denotes a knowledge level information system.
- i. Executive support system ii. Transaction processing system
 iii. Office automation system iv. Management Information system
 v. Decision support system (.....)
28. Select the answer which shows the classification of computer networks based on parties which use it.
- i. Local area network and wide area network
 ii. Intra net extra net iii. Ring network and star network
 iv. Internet and wide area network v. Intranet and internet (.....)
29. What is the most suitable place where the bio data of business owner should be included in a business plan?
- i. Description of the business ii. Operational plan iii. Marketing plan
 iv. Human resource plan v. Index (.....)
30. The sub part of a business plan which gives an idea about total business plan and which attracts reader highly is called as,
- i. Executive summary ii. Business description iii. Marketing plan
 iv. Human resource plan v. Financial plan (.....)

• **Fill in the blanks of the questions 31 to 40**

31. (a) Internal factors that affect negatively for a business and disturbs the achievement of its objectives are called us and external factors affect same way as above are called as.....
- (b) The internal environment factor which includes how power, authority and resources have been distributed and how departmentalization is, called as
32. President John F Kennedy of USA has declared 1
 2 3.....
 4. as consumer rights.
33. (a) The businesses which are carried out by one person or a group of persons in a country are called as
- (b) means transferring the ownership and right or producing or selling a product to another business.
34. (a) The legal personality of a limited company is received from the companies Act and
- (b) The partner who does not participate in business activities actively and also unknown to the public is called as

35. (a) The external communication network which allows persons to communicate through a safety network is called as
- (b) Anonymous letter and telephone called are called as communication.
36. Two types of measurements that can be used to analyze the nature of international trade of a country are and
37. The major three tasks of "leading" are 1.
2. and 3.
38. Production process involves input, process and output tasks, and the transformation function consists 1. Assembling 2. Procedures 3.4.
39. (a) The collection or features which determines the customer satisfaction regarding a product is called
- (b) The method which assures every production unit is 100% accurate, is called as.....
40. (a) The funds required to maintain day to day activities of a business is called as Requirements.
- (b) The statistical relationship in between the equity capital and loan capital is called as

• **Supply specific answers for the following questions 41 to 50**

41. Name 4 consumer responsibilities
1. 2.
3. 4.
42. Give 4 examples for non financial Incentives given by government to encourage small businesses
1. 2.
3. 4.
43. Name 4 reasons which affect the failure of small scale businesses
1. 2.
3. 4.
44. Name 4 methods used in limiting free international trade
1. 2.
3. 4.
45. (a) What is the basic reason which affects the expansion of international trade
.....
- (b) The total Export Income and Import Expenses are the only things used in calculating the Trade Balance of a country. Do you agree with this statement?
.....

46. Name 4 ways how the communication of a business organization takes place
1. 2.
 3. 4.
47. What are the main three parts of classifying sales promotion?
1. 2.
 3.
48. (a) What is the name of a brand which is registered?

- (b) Name 4 purposes of pricing a product.
1. 2.
 3. 4.
49. (a) What is an Industrial Dispute?

- (b) Name 2 criteria that can be used in human resource management.
1.
 2.
50. Name 4 advantages of preparing a human resource plan.
1. 2.
 3. 4.