

XI COMMERCE NEW SYLLABUS 2018-2019 BOOK BACK ONE WORDS

1. The place where the goods are sold is _____.
a. Angadi b) Market c) Nalangadi d) Allangadi
2. Hindrance of place is removed by _____.
a. Transport b) Warehouse c) Salesman d) Insurance
3. Who wrote "Arthasasthra" ?
a. Kautilya b) Chanakya c) Thiruvalluvar d) Elangovadigal
4. Trade and Commerce was common to _____ Dynasty.
a. pallava b) Chola c) Pandya d) Chera
5. _____ was first sultan who paved way in the dense forest and helped traders to move from one market place to others place for their commercial caravans.
a. Balban b) Vascoda Gama c) Akbar d) Alauddin Khilij
6. The Primary objective of a business is
a. Making Profit b. Not Making Profit c. Special skill d. None of the above
7. Occupation of a Doctor is
a) Employment b) Business c) Profession d) Sole Proprietor
8. The following does not characterize business activity?
a) Production of goods and services b) Presence of Risk c) Sale or exchange of goods and services d) Salary or wages
9. Activities undertaken out of love and affection or with social service motive are termed as:
a) Economic activities b) Monetary activities c) Non Economic Activities d) Financial Activities
10. The industries engaged in extraction of iron ore are known as
a. Construction Industries b. Manufacturing Industries c. Extraction Industries d. Genetic Industries
11. Auxiliaries to trade is also called as
a. Trade b. Advertisement c. Warehousing d. Aids to Trade
12. Production which involves several stages for manufacturing finished products is known as
a. Analytical Industry b. Synthetic Industry c. Processing Industry d. None of the above
13. Normally high level risk involved in
a. Industry b. Commerce c. Trade d. All of the above
14. Commerce is mainly concerned with
a. Connecting producer and consumer b. Pricing of Goods c. Buying and Selling of goods d. Manufacturing of goods
15. Which is the oldest form of Business organisation?
a. Sole Proprietorship b. Partnership c. Co-operative Society d. Company
16. In which form the owner, establisher and manager is only one?
a. Joint Enterprise b. Government Company c. Co-operative Society d. Sole Proprietor
17. A major disadvantage of sole proprietorship is _____.
a. Limited liability b. Unlimited liability c. Easy Formation d. Quick decision
18. From the following which one is Non corporate form of business?
a. Joint stock company b. Sole trading business c. Government company d. Co-operatives
19. The firm of Hindu Undivided Family is managed by whom?
a. Owner b. Karta c. Manager d. Partner
20. In the firm of Hindu Undivided Family, how one gets the membership?
a. By Agreement b. By Birth c. By Investing Capital d. By Managing
21. The members in the joint hindu family are called _____.
a. Karta b. coparceners c. generations d. partners
22. 'Only the male members in the family get the right of inheritance by birth' as _____.
a. Hindu law b. Mitakshara Law c. Dayabhaga law d. None of these
23. A partnership is formed by _____.
a. agreement b. relationship among persons c. the direction of government d. Friendship
24. Registration of partnership is _____.
a. compulsory b. optional c. not necessary d. none of the above
25. A temporary partnership which is formed to complete a specific job doing a specified period of time is called _____.
a. Partnership-at-will b. Particular partnership c. Limited Partnership d. Joint Venture
26. The partnership deed also called _____.
a. Articles of Association b. Articles of Partnership c. Partnership Act d. Partnership
27. A partnership is registered with _____.
a. Registrar of Companies b. Registrar of Co-operatives c. Registrar of Firms d. District Collector
28. The relationship between outsiders and the company is defined in _____.
a. Prospectus b) Articles of Association c) Memorandum of Association d) Certificate of Incorporation
29. Table A of the Companies Act is a _____.
a. Model minutes book b) Model form of Balance Sheet c) Model of AOA d) Model of MOA
30. Which of the following is created by a Special Act of Parliament or in State Assemblies?
a. Chartered company b) Foreign company c) Government company d) Statutory company

31. The Board of directors of a company is elected by _____
a. Creditors b) Debtors c) Debenture holders d) Share holders (members)
32. Companies established as a result of a charter granted by the King or Queen of a country is called _____
a. Chartered companies b) Statutory companies c) Registered companies d) Foreign companies
33. Membership in a cooperative organization is:
a. Not open to all b) Selective c) Open to all d) None of them
34. Cooperative fails because of a) Unlimited membership
a. Cash trading c) Mismanagement d) Loss-making
35. All cooperatives are established with a) Philanthropic motive
a. Service motive c) Profit motive d) Reform motive
36. Consumers Co-operation was first successful in _____
a. England b) USA c) Swiss d) India
37. Rochdale society of equitable pioneers was started by _____
a. Robert owen b) H.C.Calvert c) Talmaki d) Lambert
38. A Multinational Corporation can be defined as a firm which
a. is beyond the control of any government b) is one of the top 200 firms in the world
b. owns companies in more than one country d) All the above
39. Centralised control in MNC's implies control exercised by
a. Branches b) Subsidiaries c) Headquarters d) Parliament
40. Enterprises operating in several countries but managed from one country is termed as _____
a. Government company b) Multinational Company c) Private company d) Joint Venture
41. Dispersal of decision making power to branches/affiliates/subsidiaries by head office represents _____
a. Centralisation b) Decentralisation c) Power d) Integration
42. Coca-Cola company is an example of _____
a. MNC b) Government company c) Joint Venture d) Public company
43. The share capital of the government company must not be less than
a. 49 % b) 51 % c) 50 % d) 25 %
44. Airport Authority of India is a public enterprise. Identify the form of organisation
a. Statutory Corporations b) Departmental Undertakings c) Multi-National Corporations d) State Owned Company
45. The oldest form of organisation in public sector
a. Public Sector Undertakings b) Departmental Undertakings c) Multi National Corportions d) Statutory Corportion
46. A Government company purchases shares in the name of _____
a. Prime Minister b) President c) Chief Justice of India d) State Chief Minister
47. The primary objective of the state enterprises is to _____
a. Earn profit b) Provide Employment c) Serve the People d) All the Above
48. Which bank has the power to issue bank notes?
a. Central bank (b) Commercial bank (c) Co-operative banks (d) Foreign banks
49. The Central bank of India is
a. PNB (b) SBI (c) ICICI (d) RBI
50. The Reserve Bank of India commenced its operations from April 1,
a. 1936 (b) 1935 (c) 1934 (d) 1933
51. Bankers are not only dealers of money but also leaders in
a. Economic development (b) Trade development (c) Industry development (d) Service development
52. Which of the following is not a function of a central bank?
a. Guiding and regulating the banking system of a country (b) Deal with the general public c) Acts essentially as Government banker (d) Maintains deposit accounts of all other banks
53. Which bank is not a Industrial Bank?
a. ICICI (b) HSBC (c) SIDBI (d) IDBI
54. The Local Area Banks are promoting
a. Rural savings (b) Business savings (c) Industrial development (d) Agricultural development
55. Foreign banks are begun their operation since
a. 1978 (b) 1979 (c) 1980 (d) 1981
56. Electronic banking can be done through
a. Computers (b) Mobile phones (c) ATM (d) All of the above
57. Minimum how much amount can be transferred through RTGS?
a. Any amount (b) 50,000 (c) 2 lakh (d) 5 lakh
58. The largest commercial bank of India
a. ICICI (b) SBI (c) PNB (d) RBI
59. In which kind of account, it is compulsory to deposit certain amount at certain time?
a. Saving deposit (b) Fixed deposit (c) Current deposit (d) Recurring deposit
60. Which of the following is not a type of advance provided by commercial bank?
a. Collecting and supplying business information (b) Overdraft (c) Cash credit (d) Discounting of bills
61. Warehouses remove the hindrance of
a. Person b) Time c) Risk d) Knowledge

62. A warehouse holds goods as a _____ center.
 - a. Marketing b) sorting c) distribution d) selling
63. _____ can be given as a collateral security for getting financial assistance from bank.
 - a. Dock warrant b) Warehouse receipt c) Dock receipt d) Warehouse warrant
64. _____ warehouses are licensed by the government and are permitted to accept the goods on bond.
 - a. Bonded b) Cold Storage c) Public d) All the Above
65. _____ warehouses are used for storing perishable goods like fruits, vegetables etc.
 - a. Bonded b) Private c) Cold storage d) Co-operative
66. The document which authorizes to deliver the goods either in part or full is called _____.
 - a. Warehouse warrant b) Dock Receipt c) Dock warrant d) None of these
67. The Institutional warehouse started with the support of the government is _____.
 - a. Bonded Warehouse b) Public Warehouse c) Food Corporation of India d) Custom Bonded.
68. Transport removes the hindrance of
 - a. Time b. Place c. Person d. Knowledge
69. Air consignment note is prepared in _____ forms
 - a. One b. Two. c. Three d. Four
70. _____ is a document acknowledging the receipt of goods by a carrier
 - a. Waybill b. Consignment note c. Charter d. Bill of lading
71. Which is the fastest means of transport?
 - a. Rail b. Road c. Sea d. Air
72. The basic principle of insurance is _____.
 - a. Insurable Interest b) Co-Operation c) Subrogation d) Proximate causa
73. _____ is not a type of general insurance
 - a. Marine Insurance b) Life Insurance c) Fidelity Insurance d) Fire Insurance
74. Which of the following is not a function of insurance?
 - a) Lending Funds b) Risk sharing c) Capital formation d) Protection of life
75. Which of the following is not applicable in insurance contract?
 - a) Unilateral contract b) Conditional contract c) Indemnity contract d) Inter-personal contract
76. Which one of the following is a type of marine insurance?
 - a. Money back b) Mediclaim c) Hull insurance d) Cargo insurance
77. A continuing relationship which provides a licence privileges to do business and provides training, merchandising for a consideration is called _____.
 - a. Franchising b) Factoring c) Supply Chain Management d) Exchange
78. A condition where a factor agrees to provide complete set of services like financing, debt collection, consultancy is called -
 - a. Maturity Factoring b) National Factoring c) Full service Factoring d) Recourse Factoring
79. Buying and selling of goods through electronic network is known as _____.
 - a. E-commerce b) internet c) Website d) Trade
80. An organization carrying out activities to move goods from producer to consumer is
 - a) Transport (b) Logistics (c) Channels (d) Marketing
81. The role of government in logistics management is through
 - a) Legislations (b) Governance (c) Transport (d) Distribution
82. The main benefit of Logistics is
 - (a) Productivity (b) Cost Minimisation (c) Profitability (d) Storage
83. What aims for an effective management response over the longer run
 - a) Logistics (b) Supply Chain Management (c) Demand (d) Supply
84. The model that identifies alternatives, criteria for decision making and analyze alternatives to arrive at the best choice is
 - a) Routing Model (b) Scheduling Model (c) Inventory Model (d) Alternative Analysis
85. A company under outsourcing transfers activities which are ...
 - a) Core (b) Non-core (c) Business (d) Non business
86. Business units can reduce expenditure by outsourcing front office work like
 - a) Paper work (b) File work (c) Billing (d) Manufacturing
87. The main benefit of outsourcing is
 - a) Productivity (b) Cost reduction (c) Skill (d) Units
88. Outsourcing job is given to developing countries specifically for
 - a) Cheap labour (b) Land (c) Capital (d) Factors
89. Outsourcing is carried out for the benefit of
 - a) Global village (b) Transport (c) Factory (d) Time and money
90. Which type of Responsibility gives the benefit to the Society out of its profits earned?
 - a. Legal (b) Ethical (c) Moral (d) Economic
91. The Stakeholders of Socially Responsible business units are except
 - a. Share Holders (b) Employees (c) Government (d) Company
92. Assuming Social Responsibility of business helps the enterprise in
 - a. Increase profit (b) Decrease profit (c) Sustainability (d) Equilibrium
93. Socially Responsible business provides goods at
 - a. high price (b) low price (c) reasonable price (d) moderate price

94. Social Responsibility towards employees represents the following except
 - a. reasonable remuneration (b) proper facilities (c) Social security (d) exploitation
95. Which of the following helps in maximizing sale of goods to society?
 - a. Business success b) laws and regulations c) Ethics d) Professional management
96. Ethics is important for
 - a. Top management b) Middle level managers c) Non managerial employees d) All of them
97. Which of the following does not ensure effective ethical practices in a business enterprise
 - a. Publication of a code b) Involvement of employees c) Establishment of compliance mechanisms d) none of them
98. The role of top management is to guide the entire organisation towards
 - a) General behavior (b) Organisational behavior (c) Ethically upright behavior (d) Individual behavior
99. The ethical conduct of employees leading to standard practices results in
 - a) good behavior (b) bad behavior (c) ethical behavior (d) correct decision making
100. What is defined as the provision of money at the time when it is required?
 - a. finance b. bank c. cash management d. none of these
101. Internal sources of capital are those that are ____
 - a) generated through outsiders such as suppliers b. generated through loans from commercial banks c) generated through issue of shares d. generated within the business
102. Debenture holders are entitled to a fixed rate of ____
 - a. Dividend b. Profits c. Interest d. Ratios
103. Public deposits are the deposits which are raised directly from ____
 - a. The public b. The directors c. The auditors d. The owners
104. Equity shareholders are the ____ of a company
 - a. Creditors b. Owners c. Debtors d. Employees
105. Funds required for purchasing current assets is an example for
 - a. Fixed Capital Requirement b. Ploughing Back of Profits c. Working Capital Requirement d. Lease Financing
106. Which of the following holder is given voting right?
 - a. Debentures b. Preference Shares c. Equity shares d. Bonds
107. It may be wise to finance fixed assets through ____
 - a. Creditors b. Long term debts c. Bank Overdraft d. Bills Discounting
108. An instrument representing ownership interest in securities of a foreign issuer is called ____
 - a. an ownership certificate b. a depositary receipt c. an ownership receipt d. None of the above.
109. Issuance of DRs is based on the increase of demand in the
 - a. International market b. Local market c. Existing shareholders d. All of the above
110. ADRs are issued in
 - a. Canada b. China c. India d. The USA
111. Depositary receipts that are traded in an international market other than the United States are called
 - a. Global Depositary Receipts b. International Depositary Receipts c. Open Market Depositary Receipts d. Special Drawing Rights.
112. ____ bond is a special type of bond issued in the currency other than the home currency.
 - a. Government Bonds b. Foreign Currency Convertible Bond c. Corporate Bonds d. Investment Bonds
113. MSMED Act was enacted in the year
 - a. 2004 (b) 2007 (c) 2006 (d) 2008
114. MSMEs are important for the nation's economy because they significantly contribute to
 - a. industrial production (b) exports (c) employment (d) all the above
115. Self help groups convert the savings into a common fund known as
 - a. Common fund (b) Group corpus fund (c) Group fund (d) none of the above
116. There are ____ distinct modes of credit to Self Help Groups.
 - a. 1 (b) 2 (c) 3 (d) 4
117. Investment limit of a micro enterprise under manufacturing sector does not exceed ____ lakhs
 - a. 10 (b) 20 (c) 25 (d) 50
118. The purchase of goods from a foreign country is called-----
 - a. Import b. Export c. Entrepot d. Re-export
119. When goods are imported for the purpose of export it is called as-----
 - a. Foreign Trade b. Home Trade c. Entrepot d. Trade
120. ----- acts as a connective link between the producer and the consumer.
 - a. Trade b. Industry c. Commerce d. Business
121. The aim of home trade is -----
 - a. To raise the standard of living b. To provide the essential goods and services economically c) To raise the national income d. To obtain all types of goods.
122. Internal trade can be classified into -----categories
 - a. Three b. Four c. Two d. Five
123. Trade middleman who acts as a link between wholesaler and customers refers to a -----
 - a. Producer b. Broker c. Retailer d. Customer
124. Who is the first middleman in the channel of distribution?
 - a. Wholesaler b. Producer c. Retailer d. Customer
125. ----- buy the goods from the producer and sell it to the retailers.

126. a. Manufacturer b. Wholesaler c. Retailer d. consumers
----- are agents who merely bring the buyer and the seller into contact.
127. a. Broker b. Commission agent c. Selling agent d. stockiest
Merchant middlemen can be classified into ----- categories.
a. Three b. Two c. Five d. Four
128. Wholesalers deal in ----- quantity of goods.
a. Small b. Large c. Medium d. Limited
129. A ----- is a mercantile agent to whom goods are entrusted for sale by a principal and takes physical possession of the goods, but does not obtain ownership.
a. Broker b. Factor c. Warehouse-keeper d. Commission agent
130. Retailers deal in ----- quantity of goods
a. Small b) Large c) Medium d) Limited
131. Small scale Fixed retailers include -----
a. General stores b) Pedlars c) Cheap Jacks d) Hawkers
132. Small shops which deal in a particular line of products are called as -----
a. Market traders b) Single line stores c) Sugar market d) Street stalls
133. -----are mobile traders who deal in low priced articles with no fixed place of business.
a. Shopping malls b) Super markets c) Street stalls d) Itinerant traders
134. Movement of goods , services, intellectual property, human assets, technology and so on among the countries.
a. International Trade (b) International business (c) Entrepot Trade (d) Internal trade
135. Goods are imported for purpose of re-export to another country is termed as -----.
a. Import Trade (b) Export Trade (c) Entrepot Trade (d) International trade
136. Movement of goods , services among the countries.
a. International Trade (b) International business (c) Entrepot Trade (d) Internal trade
137. Selling of goods from home country to foreign country is called
a. Home Trade (b) Entrepot Trade (c) Foreign Trade (d) Joint Venture
138. EPC stands for
a. Export processing commission b) Export Promotion Council c) Export Carriage council d) Export Promotion Congress
139. STC is expansion for
a. State Training Centre b) State Training Council c) State Trading Centre d) State Trading Corporation
140. An ----- is document prepared by importer an sent to the exporter to buy the goods
a. Invoice b) Indent c) Enquiry d) Charter Party
141. The ----- receipt is an acknowledgement of receipt of goods on the ship issued by the Captain
a)Shipping Bill b) Bill of Lading c) Mate's Receipt d) Consular Invoice
142. The Exporters appoint the ----- agent to fulfill the customs formalities
a)Clearing Agent b) Forwarding Agent c) Commission Agent d) Factor
143. General Agreement on Tariff and Trade was signed on
a. 30-October-1947 b. 29-October-1947 c. 28-October-1947 d. 26-October-19472.
144. WTO was established on
a. 1-1-1996 b. 1-1-1997 c. 1-1-1995 d. 1-1-1994
145. The headquarter of WTO is located at
a. New York b. London c. Genevad. Brazil
146. The day to day administration of WTO is entrusted with
a. Executive Council b. General Council c. Administrative Council d. General Body
147. World bank is located at
a. Washington DC b. New York c. Tokyo d. Hongkong
148. The Statement which discloses a record of transactions between the residents of one country and residents of foreign country.
a. Balance of Payment (b) Balance of Trade (c) Statement of Receipts and Payments
(d) Accounting Statement Concept
149. The Balance of Payments councils consists of
a. Current Account (b) Capital Account (c) Receipts and Payments Account (d) Both Current Account and Capital Account
150. Foreign capital long- term loan and foreign currency reserve are recorded under
a. Official Capital (b) Private Capital (c) Banking Capital (d) Both Private and Official Capital
151. The term official capital includes
a. RBI holdings of foreign currencies (b) Special Drawing Rights held by the Government
c)Both A and B (d) Foreign Investment
152. Balance of payments surplus indicates
a. Exports are more than the Imports (b) Imports are more than Exports (c) Exports and mports are at Equilibrium (d) Exports and Imports are above Equilibrium
153. An agreement enforceable by law is a
a. Enforceable acceptance (b) Accepted offer (c) Approved promise (d) Contract
154. Every promise and every set of promises,forming the consideration for each other, is an
a. Agreement (b) Contract (c) Offer (d) Acceptance

155. Void agreement signifies
a. Agreement illegal in nature (b) Agreement not enforceable by law (c) Agreement violating legal procedure (d) Agreement against public policy.
156. Acceptance to be valid must
a. Be absolute (b) Be unqualified (c) Both be absolute & unqualified (d) Be conditional.
157. A contract with or by a minor is a
a. Valid contract (b) Void contract (c) Voidable contract (d) Voidable at the option of either party.
158. On the valid performance of the contractual obligations by the parties, the contract
a. Is discharged b. Become enforceable c. Becomes void d. Becomes legal
159. Which of the following persons can perform the contract?
a. Promisor alone b. Legal representatives of promisor c. Agent of the promisor d. All the above
160. A, B, C jointly promised to pay Rs.50,000 to D. Before performance of the contract, C dies. Here, the contract
a. Becomes void on C's death b. Should be performed by A and B along with C's legal representatives. c. Should be performed by A and B alone. d. Should be renewed between A, B and D.
161. Which of these parties cannot demand performance of promise?
a. Promisee b. Any of the Joint Promisees c. On the death of a Promisee, his Legal Representative. d) Stranger to the Contract
162. A person is said to be a third person if he is not a
a. promisor b. promisee c. agent d. Legal Representative
163. On the valid performance of the contractual obligation by the parties, the contract
a. Is discharged b. Becomes enforceable c. Becomes void d. None of these
164. An agreement to do an act impossible in itself under Section.56 is
a. Void b. Valid c. Voidable d. Unenforceable
165. Any agreement which becomes impossible to perform under various circumstances
a. Voidable b. Void c. Valid d. None of these
166. Discharge by mutual agreement may involve
a. Novation b. Rescission c. Alteration d. All of the above
167. The compensation given for breach of contract is
a. Damage B. remuneration c. Money D. Cheque
168. Income Tax is
a. a business tax b) a direct tax c) an indirect tax d) none of these
169. Period of assessment year is
a. 1st April to 31st March b) 1st March to 28th Feb c) 1st July to 30th June d) 1st Jan. to 31st Dec.
170. The year in which income is earned is known as
a. Assessment Year b) Previous Year c) Light Year d) Calendar Year
171. The aggregate income under five heads is termed as
a. Gross Total Income (b) Total Income (c) Salary Income (d) Business Income
172. Agricultural income earned in India is
a. Fully Taxable b) Fully Exempted c) Not Considered for Income d) None of the above
173. Who is the chairman of the GST council?
a. RBI Governor b) Finance Minister c) Prime Minister d) President of India
174. GST Stands for
a. Goods and Supply Tax b) Government Sales Tax c) Goods and Services Tax d) General Sales Tax
175. What kind of Tax the GST is?
a. Direct Tax b) Indirect Tax c) Dependence on the Type of Goods and Services d) All Business Organisations
176. What is IGST?
i. Integrated Goods and Service Tax (b) Indian Goods and Service Tax (c) Initial Goods and Service Tax (d) All the Above
177. In India GST became effective from?
a. 1st April, 2017 b) 1st January, 2017 c) 1st July, 2017 d) 1st March, 2017