

**Class: XI****Time Allowed: 20 minutes****MODEL PAPER EXAMINATION 2025**
SUBJECT: PRINCIPLE OF COMMERCE
(SECTION "A")**Marks: 15****Note:** Attempt **ALL** question from this section. Each question carries **ONE** mark.

1. _____ activity is taken into account by a business.
A. Social B. Cultural C. Community D. Economic
2. _____ is business income.
A. Utility B. Satisfaction C. Profit D. None of these
3. The problem of risk is faced by _____.
A. Business B. Banks C. Insurance companies D. all of these
4. In _____, the recovery of loss is on a single person.
A. Company B. Sole proprietorship C. Partnership D. Societies
5. Partners that invest capital but do not take active part in its management are called _____.
A. Minor partners B. Active partners C. Sleeping partners D. Nominal partners
6. _____ company cannot sell shares to the general public as it is owned by friends or relatives.
A. Private B. Public C. Statutory D. None of these
7. _____ carry out door-to-door selling.
A. Customer B. Buyer C. Vendor D. Salesmen
8. A _____ Invoice is issued to a buyer before delivery is made to him.
A. Proforma B. Debit C. Credit D. None of these
9. In _____, custom permit is necessary.
A. Export B. Import C. Warehousing D. Retailing
10. _____ shares enjoy preemptive rights to the profit and assets of the company.
A. Ordinary B. Callable C. Preference D. None of these
11. Insurance for goods in transit is called _____ Insurance.
A. Life B. Marine C. Property accident D. Personal accident
12. It is the function of the _____ department to change raw material into a more useful form.
A. Purchase B. Marketing C. Public relations D. Production
13. A filing system in a central office or a special department is called _____ filing.
A. De-centralized B. Centralized C. Scattered D. None of these
14. A/An _____ letter is used to find out the price, quality, grade, discount, and delivery of a product.
A. Complaint B. Inquiry C. Order D. Appointment
15. A Claim Letter may demand _____.
A. A refund of money B. Free repair C. replacement of product D. all of these

END OF SECTION A



Class: XI

MODEL PAPER EXAMINATION 2025

Time: 2 hours 40 minutes SUBJECT: POC (SECTION “B” AND SECTION “C”)
SECTION “B” (SHORT ANSWER QUESTIONS)Total Marks 60
30 Marks

Q2:

Note: Attempt any **SIX** from this section. Each question carries **FIVE** marks.

1. Differentiate between Economics and Commerce.
2. List five conditions for dissolution of partnership.
3. What are the advantages of the Company over other forms of business organizations?
4. Define transportation. Explain the channels of transportation.
5. What are the advantages of Direct channel of distribution?
6. Explain Musharaka.
7. Describe any three types of departments.
8. Differentiate between marketing and selling.
9. Describe the uses of business letters.

SECTION “C” (DETAILED ANSWER QUESTIONS)**30 Marks**

Q3:

Note: Attempt any **TWO** of the following. Each question carries **FIFTEEN** marks.

1. Describe in detail the qualities of a good businessman.
2. What is an Order letter? Write an order letter to a company to place an order for electronic goods. Assume necessary details.
3. Define Advertising and its purpose. Also describe the media of advertising and its classes.

END OF PAPER