



தொண்டைமானாறு வெளிக்கள நிலையம் நடாத்தும்
முதலாம் தவணை பரீட்சை - 2022
Conducted by Field Work Centre, Thondaimanaru
1st Term Examination - 2022

வணிகக்கல்வி - I
Business Studies - I

Three Hours

32

E

I

Gr. 12 (2023)

Index Number:

Instructions

- Answer all the questions
- Write your index number in the above blank
- Select the most appropriate answer and write its number on the dotted line when answering questions, No 1 – 15
- Write brief answers for the questions No. 16 - 25 on the given dotted lines
- Each question is allotted 2 marks

For office use only

For question paper – I

Question No.	Marks
01 – 15	
16 - 25	
Total	

Part I

1. are used to fulfill human needs and wants
 1. Goods
 2. Services
 3. Goods and Services
 4. Auxiliary Services
 5. Limited resources (.....)
2. The name of the production that includes such as mining and quarrying, mineral resources, industrial production, construction industry, electricity, gas heat and refrigeration is
 1. Agriculture production
 2. Industrial production
 3. Primary production
 4. Secondary production
 5. Tertiary production (.....)
3. Following are the statements of five students regarding the ways of the basic classification of business
 - A – Trade and Business Services
 - B - Industry and Commerce
 - C – Industry and Trade
 - D – Industry and Business Services
 - E – Trade and Commerce
 Who is the student who correctly mentioned the basic types of business classification?
 1. A
 2. B
 3. C
 4. D
 5. E (.....)
4. Some of the business functions are given in the column “X” and the examples suitable for these functions are given in column “Y”

X	Y
1. Administration	A – quality control
2. Production	B – Advertisement
3. Marketing	C – Preparing the files of employees
4. Finance	D – Employees training
5. Human resources	E – Investing Capital

Select the correct answer that indicates the correct combination between the business fictions that are shown in column “X” and the suitable examples in column “Y”

1. A, C, D, E, B

2. B, C, A, E, D

3. C, A, B, D, E

4. C, A, B, E, D

5. D, A, E, B, C

(.....)

5. Statement A – When trade and auxiliary services are combined it is considered as commerce

Statement B – Tertiary production can be considered equal to business

From the above two statement,

1. Both statements are wrong

2. Statement “A” is correct, statement “B” is wrong

3. Statement “A” is wrong, statement “B” is correct

4. There is no relationship between the two statements

5. A and B are correct and A is described through B

(.....)

6. The following are the statements of five students in connection with the changes taking place in the present business environment

L – Generally it is compulsory to get the Covid 19 vaccination by all those who are above 60 years of age.

M – Internet services are developing on a huge scale during the Covid 19 pandemic

N – At present all the temple festivals and social events are prohibited due to the Covid 19 pandemic situation

O – Productions are blocked due to not getting supplies of raw materials through the suppliers due to the Covid 19 pandemic

P – In the past few months the prices of goods and services are continuously rising

Which of the above students’ statement can’t be considered as a statement relevant to the environment

1. L

2. M

3. N

4. O

5. P

(.....)

7. Business are fulfilling social responsibilities by involving in social welfare services towards the

1. Government

2. Society

3. Nation

4. Customers

5. Owners

(.....)

8. The government interferes in business in several ways in connection with the successful running of business and the government expects many things from the business. According to this the examples for the ways of government interference is shown in the column “X” and the things expected by the government are shown in column “Y”

X	Y
A – Providing basic infrastructure facilities	1. Providing good quality services
B – Purchasing goods and services	2. Investing by more businesses
C – Involving similar business activities	3. Preparing the entry of unwanted businesses
D – Collecting production taxes and corporate taxes	4. Motivating sales and profits

Select the correct combination between “X” and “Y”

1. A-1, B-4, C-2, D-3

2. A-3, B-1, C-4, D-2

3. A-4, B-3, C-2, D-1

4. A-1, B-2, C-3, D-4

5. A-2, B-4, C-1, D-3

(.....)

9. The following table provides the 4R concept of waste management and examples related to them.

Concepts	Examples
(i) Recycle	A – Reading letters on the computer screen instead of printing.
(ii) Replace	B – Use of waste paper to make short notes.
(iii) Reduce	C – Farming fishery resources by a business that engages in fishing industry.
(iv) Reuse	D – Producing organic fertilizer using waste fruits and vegetables.

Based on the order of the concepts stated above, which option correctly matches with the examples?

1. A, D, B, C

2. B, C, A, D

3. B, D, C, A

4. D, C, A, B

5. D, A, C, B

(.....)

10. The main pillars of sustainable development is shown in column “X” and the things that businesses should concentrate on, shown in column “Y”

X	Y
A – Economic sustainable development	1. Maintaining human capital
	2. Risk Management
B – Environment sustainable development	3. Full employment
	4. Minimizing poverty
C – Social sustainable development	5. Production and consumption
	6. Natural and Cultural Heritages

Select the correct combination between “X” and “Y”

1. A – 1,4 B – 5,6 C – 2,3

2. A – 3,5 B – 2,6 C – 1,4

3. A – 2,3 B – 1,5 C – 4,6

4. A – 4,6 B – 3,5 C – 1,2

5. A – 5,6 B – 1,4 C – 2,3

(.....)

11. In tax computation when a company sells a fixed asset the amount received in excess of the cost is considered as a

1. Profit

2. Revenue

3. Capital reserve

4. Revenue gain

5. Capital gain

(.....)

12. Some of the consumer rights and responsibilities are given below

- A – Getting information
- B – Social concern
- C – Continuous participation
- D – Choose
- E – Fulfilling basic needs
- F – Cooperation
- G – Get consumer education
- H – Environmental

concern

From the above, which of the following group includes only the consumer rights?

- | | | |
|---------------|---------------|---------------|
| 1. A, D, E, G | 2. A, B, E, G | 3. B, C, F, H |
| 4. B, C, D, E | 5. E, F, G, H | (.....) |

13. The main objective of the fiscal policy of the government is

1. To maintain the bank interest rate in a stable manner
2. To maintain the stability of price level of the national economy
3. To carry out government services continuously
4. To control the amount of money in use in the economy
5. To maintain the stability of the economy of country (.....)

14. Which of the following organization is established to protect consumers against unfair trade practices and to respect the rights of the consumers

1. Central Environment Authority Board
2. Sri Lanka Environment Authority Board
3. Consumers Affairs Authority Board
4. Measurement units, Standards and service Department
5. Telecommunication Organizing Commission (.....)

15. What is the important factor that should be considered by consumers when making decisions regarding the purchase of a good?

1. Needs and wants
2. Price and quality
3. Safety and durability
4. Social status and behavior
5. Income and attractiveness (.....)

• Answer the following questions No 16 to 20 by filling in the blanks with suitable word/words

16. a) Anything offered to the market which fulfills human needs and wants are known as and the situation for the exchange of this is known as

b) The goods that are produced and distributed by the business are categorized into two types such as And

17. a) When calculating the “added value” of products value and Value will be taken into consideration.

b) The resources that are obtained from productions are used as inputs in productions

18. a) Introducing innovations are considered as sustainable development while wastage management is considered as sustainable development.

b) and are the two types of stabilities of an economic good of a government.

19. a) While production tax and customs duties are considered as taxes, and corporate tax and capital gain tax are considered as Taxes

b) In open market operations the Central bank of Sri Lanka sells the securities such as and through the commercial banks to the public.

20. a) When the retail price of a product is erased and changed on its label is considered as over rule of the consumer right of and the pesticides manufacturers publishing warning regarding usage is considered as the consumer right of

b) While Foundation implements a quality mark in Sri Lanka through this issues quality certificates to the producer in Sri Lanka

• Answer the questions No 21 – 25 by writing the suitable answers in the spaces given

21. Name four resources required for a business

1.
2.
3.
4.

22. Mention the four stages of business evolution in the correct order

- 1.
- 2.
- 3.
- 4.

23. How can customers as one of the task environment factors pose a threat to the business? Give four examples?

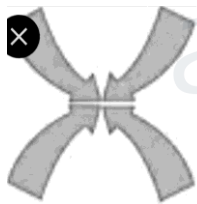
- 1.
- 2.
- 3.
- 4.

24. Give four impacts of the fiscal policy

- 1.
- 2.
- 3.
- 4.

25. Write the name of the following signs that are used in wastage management.

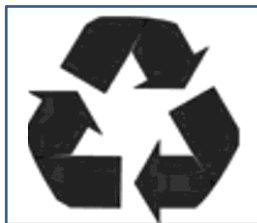
(i)



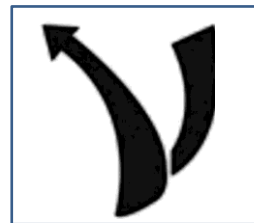
(ii)



(iii)



(iv)



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Business Studies - II

Three Hours

32

E

II

Gr. 12 (2023)

Part II

Instructions

- Answer altogether five (5) questions, selecting at least two (2) question from each part.

Part I

01. With the purpose of encouraging home gardening as a solution for the present food crisis in the country, Agro Products Company Ltd., sells vegetable seeds for short term plants and fertilizers and provides consultant services as an after sales service. The tasks has been allocated among the workers on a regional basis, as a large number of employees work in this company.
- Classify the outputs of the company according to tangibility, and give examples for them.
 - Give four forces that can influence the above business activities.
 - a) Mention any two after sale services that are provided by the above-mentioned company to its customers.
b) Give two reasons, why the above-mentioned company should earn profit?
 - “The tasks are divided among the employees” What is the business concept meant by you from this, and give two advantages the company can obtain from it.
 - Give four social and economic importance obtained by a society through an establishment of the specific business. (5 x 2 = 10 Marks)
02. This is according to Mrs. Archana, who produces beverage from natural fruits due to the current summer weather. “There is an increased demand for my products at present. However due to the increase in the prices of inputs, I have to increase the price of beverages as well. Further I have to increase my investment to acquire modern manufacturing equipment. The arrival of foreign beverages into the market and the rules and regulations of the government are becoming a threat to the business”
- Mention four macro environmental forces that influence the above business of Mrs. Archana, with examples.
 - Mention four threats that have been created by the external environment, in the above business.
 - Mention two stakeholders of the above business and give two reasons for the interest of each stakeholders in the business.
 - Give examples, how Mr. Archana could be use the two concepts such as Reuse and Replace in waste management.
 - Give four factors that should be considered by Mr. Archana, when formulating a code of ethics. (5 x 2 = 10 Marks)
03. “It is a necessity, that there should be a mutual relationship between the government and businesses in every country”
- “The government decides to increase the import tax according to the fiscal policy” Mention two advantages and two disadvantages gained by the domestic businesses through this.
 - If the government decides the minimum salary for the employees to fulfill the increasing cost of living, mention four advantages that can be gained by the employees.

- III. Mention any four ways for the importance of assistance and guidance that businesses receive from the government.
- IV. Give four importance of mutual relationship between the government and businesses.
- V. Show all the types of government fiscal policy in a flow chart.
- (5 x 2 = 10 Marks)

Part II

- 04.
- I. Write the suitable certified systems for the following standards.
- ISO 9001
 - ISO 14 000
 - ISO 22 000
 - ISO 26 000
- II. Give two differences between income tax and value added tax, by comparing them.
- III. Give any two strategies, that a government could use to attract foreign investors.
- IV. A business man Akash, has started a business of collecting and bottling cow's milk with the purpose of reducing the current shortage of dairy products. Briefly explain two ways in which he can contribute in ensuring consumer protection?
- V. Mention four business functions that take place in the above business of Akash.
- (5 x 2 = 10 Marks)

- 05.
- I. For planning, it is very important to understand the business environment. Fill in the blanks in the following statements by using the strengths, weaknesses, opportunity and threats that can be seen in the SWOT model in a proper way.
- Establishment of power stations in the North and East with the help of wind mills.
.....
 - A large number of businesses are planned to establish new business ventures, where your business is located.
 - There are 67% of employees in institutions who have not get the Covid 19 vaccination up to now.
 - There is a strongly established company trade mark.
- II. Give the four consumer rights that are presented by the Consumer International.
- III. Give four main changes that occurred in the business sector due to the industrial revolution.
- IV. "At present the market place and the market space play a main roll in fulfilling human needs and wants" According to this, give two similarities and two differences between market place and the market space.
- V. Credit control, as a monetary policy instrument of the government, occurs in two ways. Mention those two ways.
- (5 x 2 = 10 Marks)

- 06.
- "Business may have several different goals" Give four different goals that a business could have.
 - Give four examples for the non – tax income of the government.
 - Mention any four consumer responsibilities.
 - Give two reasons for the increase in the importance of consumer protection at present.
 - Give four ways in which a mindful consumer acts in a market.
- (5 x 2 = 10 Marks)