



**தொண்டைமானாறு வெளிக்கள நிலையம் நடாத்தும்**  
**நான்காம் தவணைப் பரீட்சை - 2022**  
**4<sup>th</sup> Term Examination - 2022**  
**Conducted by Field Work Centre, Thondaimanaru**

**வணிகக்கல்வி - I**  
**Business Studies - I**

**Two Hours**

**32**

**E**

**I**

**Gr. 13 (2022)**

**Instructions -**

- Answer all the questions
- Write your Index No in the appropriate space.
- Select the correct answers for the question from 01-30 and write its number on the dotted line given.
- Write the short answers for the question from 31-50 on the dotted line given.
- Each Question carries two marks.

Index No : .....

For the Examiner's use only

Question No	Marks
01 – 30	
31 – 50	
<b>Total</b>	

01. Your school entrance was constructed by your school's Old Boys' Association for promoting the school as National School last year. The construction is related to

- (1) Primary & Agriculture sector
- (2) Secondary & Service sector
- (3) Secondary & Industrial sector
- (4) Tertiary & Service sector
- (5) Primary & Industrial sector

(.....)

02. A- All the human wants are fulfilled by business.

B- All the wants of a human are fulfilled by the business.

The most correct statement regarding the above is

- 1) A and B are correct
- 2) A and B are wrong
- 3) A correct B wrong
- 4) B Correct A wrong
- 5) A depends on B

(.....)

03. The following are some contributions of business for economic survival and modern trends of business.

- A. Creativity
- B. Job opportunity
- C. Globalization
- D. Green production
- E. Satisfying wants which are complex and changing.
- F. Electronic Business
- G. National economic development

Select the appropriate group which consists only factors contribute to economic survival

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

(.....)

04. During the COVID-19 pandemic situation Mr.Sunthar lost his job. He started an agriculture farm in his land. The government banned fertilizers and the prices of fertilizers were also increased. In order to face the situation he produced organic fertilizers using different techniques he has known. As it is a successful project, the demand for his products increases globally. What is the number of macro-economic variables related to the above situation?  
 (1) 3 (2) 4 (3) 5 (4) 6 (5) 7 (.....)
05. Which is not considered as an activity which carries out to confirm that a business has sustainable environmental nature?  
 (1) Using risky goods safely.  
 (2) Protecting bio diversity  
 (3) Using harmless solar power  
 (4) Using waste management.  
 (5) Contributing to protect human rights (.....)
06. The following are some of the taxes imposed by the Government of Sri Lanka.  
 A. Value added tax  
 B. Capital Gain tax  
 C. Income tax  
 D. Dividend tax  
 E. Pay as you earn tax  
 F. Halal tax  
 G. Nation building tax  
 H. Import tax  
 Select the group which only consists the taxes which are not implemented by the Government at present.  
 (1) A,B,F (2) A,G,H (3) B,E,G (4) B,E,H (5) C,F,G (.....)
07. Which function is related to monetary policy of the Government?  
 (1) Increases in non-tax revenue  
 (2) Open market operation  
 (3) Decrease Government's current expenditure  
 (4) Prepare deficit budget  
 (5) Maintain macroeconomic stability (.....)
08. Select the group that only included the Acts which was implemented by the Department of Health in order to protect consumers is  
 (1) Consumers Affairs Authority Act, Fancy tools & Medicinal goods Act  
 (2) Food act & Consumers Affairs Authority Act  
 (3) Sri Lanka Standard Institution Act, Food Act  
 (4) Fancy tools & Medicinal goods Act  
 (5) National Environmental Authority Act, Measurement Tool Ordinance (.....)
09. Which is the incorrect statement relating to public limited company?  
 (1) Minimum numbers of shareholders is one.  
 (2) Shares can be transferred between shareholders independently.  
 (3) Solvency test is not compulsory while distributing dividend to shareholders  
 (4) Publication of annual report is must  
 (5) Minimum numbers of directors is two (.....)

10. The combination of a car manufacturing company with a car mirror company is:  
 (1) Forward vertical combination (2) Backward vertical combination  
 (3) Forward horizontal combination (4) Concligmate combination  
 (5) Backward horizontal combination (.....)
11. Kamal is very interested in motor vehicles. He invented a motor bike which runs in solar power with his continuous research. He decided to market those motor bikes in all island with his commitment and self-confident and he is willing to take risk also.  
 How many features of entrepreneurship are there according to the above situation?  
 (1) 3 (2) 4 (3) 5 (4) 6 (5) 7 (.....)
12. Which factor is not considered while starting a small and medium scale of business?  
 (1) Able to get sufficient infrastructural facility  
 (2) Business organizing system  
 (3) Current rules and regulation  
 (4) Initial capital and working capital  
 (5) Knowing and Evaluating their ability and skills (.....)
13. Ashwin deposits 100000/= of his salary in his bank account and uses debit cards for his transactions. He purchased a washing machine worth 50,000/- by paying 15,000/- as down payment. Balance should be paid in three installments. The functions of money respectively are:  
 (1) Medium of exchange, standard for value, store of value, differed payment  
 (2) Store of value, medium of exchange, standard for value, differed payment  
 (3) Store of value, Medium of exchange, differed payment tool, standard of value  
 (4) Standard of value, differed payment, Medium of exchange, store of value  
 (5) Differed payment, Store of value, medium of exchange, standard for value (.....)
14. Select the correct statement related to the exchange of money?  
 (1) Monetary board is the responsible body of monetary system before independence.  
 (2) The Central Bank of Sri Lanka was established under the Financial Act No 48 of 1949.  
 (3) The minimum value of coins and notes are quarter cents and one rupee.  
 (4) The signs of the President and the Governor of CBSL are found on notes.  
 (5) 5000/= gold coins were released in 2008 (.....)
15. The incorrect statement relating to cheque is:  
 (1) The use of cheque under the Bills Act.  
 (2) Account payee only crossed cheque can be transferred with condition  
 (3) Account payee only crossed cheque and not negotiable crossed cheque should be in a name of a person.  
 (4) Lifetime of a cheque is six months.  
 (5) A bearer crossed cheque cannot be deposited in saving deposit (.....)
16. The following are some of the insurance policies.  
 A- Motor vehicle insurance  
 B- Employee liability insurance  
 C- Fire insurance  
 D- Marine insurance  
 E- Product liability insurance  
 Select the group that consist only liability insurance  
 (1) A,B,D (2) A,B,C (3) B,D,E (4) B,C,D (5) A,B,E (.....)

17. Which one is not necessary while establishing warehouse?  
 (1) Number of employees working in the warehouse  
 (2) Layout plans and facilities  
 (3) Nature of the products  
 (4) Cost  
 (5) Skill of transferring goods (.....)
18. The whistle which informs accidents is  
 (1) Non electronic, external communication through signs & symbols  
 (2) Electronic, external communication through signs & symbols.  
 (3) Electronic, internal communication through symbol  
 (4) Electronic internal, verbal communication  
 (5) Non electronic, external and verbal communication (.....)
19. The member of countries in USMCA respectively are:  
 (1) United States of America, Myanmar, China, Afghanistan  
 (2) United States of America, Malaysia, China, Afghanistan  
 (3) United States of America, Mexico, Canada  
 (4) United States of America, Mexico, China, Afghanistan.  
 (5) United States of America, Mexico, China, Austria (.....)
20. The following are the statements related to functions of management of a garment industry  
 A- Increasing the Market share of their product from 25% to 35% in future  
 B- Sales forecast for the previous month was 3000 units. But the actual sales was 2200 units, actions were taken to sort out the deviation.  
 C- Four new employees have been used to carry out the modern designs to increase its market share  
 D- Free transportation facilities have been arranged for every employee in the factory.  
 The correct order of 'functions of management' according to the above statements is  
 (1) Controlling, Planning, Organizing and Leading  
 (2) Planning, Organizing, Leading and Controlling  
 (3) Organizing, Controlling, Planning and Leading  
 (4) Leading, Controlling, Organizing and Planning  
 (5) Planning, Controlling, Organizing and Leading (.....)
21. The following are some of the management activities.  
 A- Set objectives.  
 B- Identifying the functions  
 C- Departmentalization  
 D- Evaluation of alternative actions  
 E- Establishment of working standards  
 F- Distribution of resources  
 G- Measuring the actual performance  
 Select the appropriate group which consists the 'steps of organizing'  
 (1) ABFG (2) BCEF (3) BCFG (4) ABCG (5) ACFG (.....)
22. Select the statement which is not related to delegation of Authority.  
 1. Work load of top level people will decline  
 2. Training & development of top level people will increase  
 3. Work load of lower people will decline  
 4. Creating motivated employees  
 5. Preparing lower level people for the development in job. (.....)

23. The following table shows the important matters of organizing in Column X and explanation for them in column Y.

X	Y
1) Authority	A- Number of employees directly reporting to a supervision
2) Accountability	B- Reporting to their superior for performing the assigned tasks by using the authority.
3) Centralization	C- Order should be provided from one person or management to the employees
4) Span of control	D- Legal right to do the work
5) Unity of Command	E- Only the top level managers has the Decision making authority

Which is the correct order with the explanation and the principal of organizing?

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

24. Select the group which consists only the correct statement from the following.

- A- Doing the thing right is effectiveness.  
B- Efficiency and productivity are measured through effectiveness.  
C- Output for receiving one unit of input is productivity  
D- Efficiency and Effectiveness are measured through productivity  
E- Doing the right thing is related to what to produce.  
(1) A,C,E                      (2) A,B,D                      (3) B,C,E                      (4) C,D,E                      (5) A,D,E                      (.....)

25. Which one of the following is not related to production control in operations management?

- (1) Stock control                      (2) Quality control                      (3) Purchasing control  
(4) Machinery control                      (5) Process control                      (.....)

26. Technological laboratory has recently been constructed in your school. The layout plan in this process is

- 1) Product layout                      2) Fixed position layout                      3) Process layout  
4) Batch layout                      5) Cellular layout                      (.....)

27. Select the group which consist the correct statements.

- A. Stock holding cost and order cost per unit are equal in EOQ.  
B. Summation of average fixed cost & profit per unit is equal to contribution per unit  
C. Long term decision can be made through the Break Even Point  
D. The quantity in reorder level is called reorder quantity.  
E. Period between order and receiving the goods is Lead time.  
(1) A,B,E                      2) A,C,E                      3) A,C                      4) B,C,E                      5) B,E                      (.....)

28. Ashwin is the owner of the photocopy shop. He got the order to print 500 Question papers from the Principal of a neighboring school. The technical system used by him is

- (1) CAD                      (2) CAM                      (3) CNC                      (4) FMC                      (5) CIM                      (.....)

29. Sales of Ranjan's firm continuously declines. He carried out a market research and high promotional activities. So the sales volume increases. The stage of product life cycle indicating the situation is:

- (1) Product development stage                      (2) Growth stage                      (3) Regrowth stage  
(4) Maturity stage                      (5) Decline stage                      (.....)

30. The following are the functions of marketing and core marketing concepts.

- A – Marketing research  
B – Market segmentation & target marketing

C – Impression & Engagement

D – Pricing

E – Branding

F – Marketing Environment

G – Sales after service

I – Promotions

J – Transactions & exchange

Select the group which consist the only Core-marketing concepts is:

(1) A, B, D, G

(2) A, B, C, G

(3) A, B, E, G

(4) B, D, E, G

(5) B, D, F, G

(.....)

• **Answer Question no 31 – 40 by filling in the blanks with a suitable words**

31. a. The wants which arise with ..... in order to satisfy human needs is called .....
- b. The total output of a country which produced in a particular year with the utilization of its own resources is ..... and it is computed based on .....
32. a. Organizational ..... is the legacies/traditions to be built of an organization for future generation and its favourable condition will be ..... to the organization.
- b. The combination of Social sustainable development and Economic sustainable development is ..... and the combination of environmental sustainable protection and economic sustainable development is .....
33. a. .... and ..... are included in the current policy interest rates.
- b. The Fiscal Policy is formed and implemented by ..... while the Monetary Policy is formed and implemented by .....
34. a. According to the Act, sole-tradership business should be registered under ....., but in practice it is registered under .....
- b. .... is the business organization which should compulsorily be registered without registration fee in private sector and these are ..... non-motive business.
35. a. Designing a modernized facemask to protect from Covid is ..... entrepreneurship and when it is not polluting the environment, it is ..... Entrepreneurship.
- b. The expansion of NDC and CEA - organizations which help for the small scale businesses respectively are ..... and .....
36. a. .... is recently included under the special type of financial institution and the Central Bank of Sri Lanka is included under the..... sector.
- b. In marine insurance, the insurable interest will be in ..... and .....
37. a. Exporters expect ..... from importers in order to reduce the risk of their payment and the bank of the importers expects ..... from the importer in order to reduce risk of issuing those documents.

- b. .... is the one who has the power to sell goods on credit and has the obligation to collect the debt from the relevant party on behalf of the agent, and ..... is known as the reward given for his service.
38. a. An organization uses its scarce resources ..... to achieve its goals and the objectives.
- b. .... level managers have higher conceptual skill in an organization and lower level managers have lower ..... skill.
39. a. When the amount of orders are increased in warehouse, ..... cost will increase and ..... cost will decrease.
- b. Product range in ..... production is more types and in order production is ..... type.
40. a. Advertisements and sales promotions are arising with ..... Concept of marketing and avoiding to establish liquor bar near the schools and the place of worship is ..... Concept.
- b. Ravi is the best Business Studies teacher. He advertised for his private classes in the Uthayan newspaper. This is considered as ..... media and his old students provide information to other students about his personality is ..... media.

• **Write the appropriate answer for questions 41 to 50.**

41. State the contributions of businesses for the economic survival.

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

42. State the types of business ethics.

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

43. State the government organizations which have connection with co-operative businesses.

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

44. State four tools used to move goods from one place to another in a warehouse.

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

45. State the objectives of the International Monetary Fund (IMF).

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

46. What are the special skills a manager must have other than the ordinary skills?

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

47. State the unique characteristics of a leader when compared to a manager in business.

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

48. State the techniques to be used in stock control system.

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

49. State four modern technologies to be used in production process.

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

50. State four types of competition found in service marketing.

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



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**வணிகக்கல்வி - II**  
**Business Studies - II**

**Three Hours and  
ten minutes**

**33**

**E**

**II**

**Gr. 13 (2022)**

**Instructions :-**

**Answer any five questions selecting at least two questions from each part.**

**Part I**

**01)** Iynkaran started an agriculture farm in his own land located at Kaithady. He cultivates many varieties of vegetables, exports them to foreign countries and also sells the excess as wholesale and retail in Sri Lanka. Subsequently, he has been producing soya meat using vegetables as raw materials and marketing them in the brand name of '**Ink Soya**'. He cultivates vegetables in organic method with the help of the fertilizers in his farm. So, the demand for his products increases day by day.

1. a) State four characteristics of the above business.  
b) State two basic activities of the above business.
2. Classify the above business on the basis of any four business classifications which you study.
3. a) State the reason whether the above business is product oriented or service oriented.  
b) State the contributions of the above business to achieve the government's economic goals?
4. a) State two opportunities and threats of the above business separately.  
b) What would you consider as the evidence to protect the healthy body of the above business?
5. State the four types of stakeholders and the reason for their interest on business.

- 02)** 1. a) Businesses can easily achieve its objectives by performing Social Responsibility of Business. State the advantages of social responsibility of business.  
b) State four business ethics which businesses should take into consideration regarding operation management.
2. a) At present, the Central Bank of Sri Lanka is struggling and is unable to control the inflation. State any four tools to control the inflation by the Central Bank of Sri Lanka.  
b) State any four actions that the government has taken to sort out the liquidity deficit prevailing at present.
3. a) At present, the mostly spoken topic in the world is the sustainable development. State for major contributions of business for sustainable economic development.  
b) State any four goals of sustainable development.

4. Raja started a business in the name '**Rajee store**' with the money which was received by selling his own land. As time passes, he decides to convert his business into a partnership business by joining his friend Selva but Selva requested him to continue that business as a Private Limited Company.
  - a) State four reasons to convert the business as partnership by Raja.
  - b) State four reasons to convert the business as Private Limited Company by Selva.
5.
  - a) State four major limitations of cooperative business at present.
  - b) State four characteristics of businesses under the local council.

**03) 1.** Businesses involve in many innovations to satisfy human needs and wants.

- a) State the trends of entrepreneurship.
- b) State four contributions of entrepreneurship for the success of small business.
2. a) Sanker is a government Management Assistant who earns 50,000 /= as salary of which he uses 10,000/= for consumption and 30,000/= for saving in his bank. And he paid 10,000/= as a monthly premium to leasing company for purchasing a motor vehicle on lease.  
State the function of money in sequence order as said in the above case.
  - b) State four advantages of debit card than using credit cards in transactions.
3.
  - a) State major types of financial institutions functions in Sri Lanka.
  - b) State four major services provided by the Central Bank of Sri Lanka for business.
4.
  - a) State four differences between the Saving Deposit and the Current Deposit.
  - b) What is the major difference between the Co-operative Rural Bank and the Thrift & Credit Co-operative Society?
5.
  - a) The crossed cheque issued by Siva who maintains a current account in Bank of Ceylon, Chankanai, to Sasi who has current account in People's Bank Chunnakam was refused by People's Bank. State four reasons for this.
  - b) What is 'unit trust'?

**04) 1.** Businesses do insurance to get protection from risk prevailing at present.

- a) State four characteristics of insurable risk.
- b) State two principles of Life insurance.
2. Efficient communication is important to carry out business activities and to take better decisions.
  - a) State four characteristics of effective communication.
  - b) State four barriers of effective communication.
3.
  - a) State four major factors which should be taken into consideration while choosing mode of transport to bring marble products from Trincomalee to Jaffna.
  - b) State major factors to be considered while establishing a warehouse.
4.
  - a) State four advantages for a country by involving in international trade.
  - b) State four non tariff barriers affecting in free trade.
5. Electronic businesses are popularizing due to Covid pandemic. Criticize the favorable and unfavorable aspects for consumers by doing the electronic business.

**Part - II**

- 05) 1.** “Management is an art of getting things done through the others”.
- State two elements of management according to the above definition.
  - Explain the relationship among them using diagram.
2. State the basic requirements of a manager to be a manager with a help of a flow chart.
3. Planning is important when attempting to satisfy unlimited human wants utilizing limited resources.
- State four importance of planning.
  - State the process of planning in sequential order.
4. a) There are failures in some occasions even though we involve in planning. State four reasons for the failure of planning.
- b) State four elements of planning.
5. State the important terms found in the definition of management and explain the relationship among them.
- 06) 1.** ‘Organizing’ is a process of identification of job, division of work, and departmentalization to achieve objectives and aims of an organization effectively.
- State the process of organizing in sequential order.
  - Delegation of authority and Decentralization are considered as same. Can you agree it? Give reasons.
2. a) State two pros and cons of tall organizing structure.
- b) State the difference between Leader and Manager.
3. a) Thusi is a principal of a school. He is the one who can lead the school with the understanding of the needs and wants of teachers and students. Tharan is a principal of another school who makes decisions autonomously and will implement them strictly. The leadership style of both of them respectively is:
- Thusi.....
- Tharan .....
- b) Which one would you consider better for the school administration in the above said. State any two reasons for that.
4. a) “There is no any money expenses for organization in carrying out non-financial motivation”.
- Do you agree with this statement? Give reasons.
- b) State four advantages of motivation to business organization.
5. a) State ‘the process of controlling’ in sequential order.
- b) State the types of control with example.
- 07) 1.** ‘Operation management is a process of planning and controlling to convert input into output’.
- State the three other functions of operations manager other than the functions of operations management.

- b) State two divisions of operation management other than the function of operation management.
2. a) State four objectives of layout plan.  
b) State four importance of layout plan.
3. Kala runs a beauty parlor for bridal decoration and her husband Suthan runs a printing press for wedding invitations
- a) The category of production for their products:  
Kala .....  
Suthan .....
- b) State the reasons for that.
4. a) A manufacturing firm wants to purchase different types of materials for production. State four factors which should be taken into consideration when purchasing the material.  
b) What are the types of purchasing system to purchase raw material?
5. “All the operations for minimizing the cost of stock are called the stock controlling”.
- a) What are the needs to maintain the stock control system systematically?  
b) State four problems faced by a business while maintaining deficit in stock.

**08) 1.** The information on a manufacturing firm are as follows:

Production cost per unit	35/-
Total fixed cost	25000/-
Selling price per unit	50/-
Number of units was produced	2500.

Compute the following.

- i) Contribution per unit  
ii) Break-even Point  
iii) Sales revenue and Break Even Point  
iv) How many units will be sold to earn Rs10,000/- as profit?
2. a) “Combination of many elements of goods is called quality”. State four elements of quality in a standard Telecommunication organization.  
b) The motto of a school is “Best Education is our Eyes”. State four quality control techniques in order to achieve the above motto.
3. a) Define the term – ‘market’  
b) State ‘the function of market’ in a modern, exchange economy with a help of a diagram.
4. a) State four conditions for an exchange to take place.  
b) State four characteristics of a market segmentation.
5. a) State the classification of consumer goods in the point of view of marketers.  
b) Name four elements of holistic marketing concept.