

PDF brought to you by ResPaper.com



## ICSE Specimen 2014 Commerce Science

**Answer key / correct responses on:**

Click link: <http://www.respaper.com/icse/773/4720.pdf>

Other papers by ICSE : <http://www.respaper.com/icse/>

**Upload and share your papers and class notes on ResPaper.com. It is FREE!**

**ResPaper.com has a large collection of board papers, competitive exams  
and entrance tests.**

<http://www.respaper.com/>

## COMMERCIAL STUDIES

(Two hours)

Answers to this Paper must be written on the paper provided separately.

You will **not** be allowed to write during the first **15** minutes.

This time is to be spent in reading the question paper.

The time given at the head of this Paper is the time allowed for writing the answers.

Attempt **all** questions from **Section A** and **any four** questions from **Section B**.

The intended marks for questions or parts of questions are given in brackets [ ].

### SECTION A (40 Marks)

Attempt **all** questions from this Section

#### Question 1

Distinguish between:

- |   |     |
|---|-----|
| (a) Income & Expenditure Account and Profit & Loss Account. | [2] |
| (b) Capital Expenditure and Revenue Expenditure.            | [2] |
| (c) Direct cost and Indirect cost.                          | [2] |
| (d) Advertising and Sales promotion.                        | [2] |
| (e) Formal communication and informal communication.        | [2] |

#### Question 2

- |   |     |
|---|-----|
| (a) List any two qualities of a good salesman.          | [2] |
| (b) Explain the term Deferred Revenue Expenditure.      | [2] |
| (c) List two features of Receipts and Payments Account. | [2] |
| (d) What is ATM? What is its need?                      | [2] |
| (e) Give any two merits of water transportation.        | [2] |

#### Question 3

- |  |     |
|--|-----|
| (a) What is Budgeting?   | [2] |
| (b) Explain any two sources of external recruitment.                     | [2] |
| (c) Give any two differences between internal and external stakeholders. | [2] |
| (d) Differentiate between a credit card and a debit card.                | [2] |
| (e) Name any two eco friendly technologies.                              | [2] |

**Question 4**

- (a) Give any two advantages of crossing a cheque. [2]
- (b) Name any two methods of market research. [2]
- (c) Give any two barriers to effective communication. [2]
- (d) Give any two rights of consumers. [2]
- (e) What is Chipko Movement? [2]

**SECTION B (40 Marks)**

Attempt **any four** questions from this Section

**Question 5**

- (a) Explain three documents used in Warehousing. [6]
- (b) Explain four Code of Conduct of the advertiser. [4]

**Question 6**

- (a) Explain any two types of selection tests. [5]
- (b) Write a short note on: Role of Trade Union. [5]

**Question 7**

- (a) Explain the expectations of any two types of stakeholders of a company. [4]
- (b) Make a comparative analysis of rail and road transport. [6]

**Question 8**

Define Insurance. Explain any four principles of insurance. [10]

**Question 9**

- (a) Explain five functions of Central Bank. [5]
- (b) Suggest any five steps which a business organization can take to improve the environment. [5]

**Question 10**

Prepare the final accounts of Mr. David for the year ended 31-03-08 from the following trial balance:

[10]

	Debit (Rs.)	Credit (Rs.)
Stock as on 1-04-07	15,200	
Capital & Drawings	5,000	70,000
Machinery	40,000	
Purchases & Sales	80,000	1,50,000
Debtors and Creditors	30,000	25,000
Wages	20,000	
Salaries	15,000	
Furniture	30,000	
Rent	5,000	
Carriage on purchases	10,000	
Discounts	2,000	1,200
Carriage on sales	5,000	
Commission received		5,000
Returns	5,000	7,000
Bills receivable and bills payable	10,000	10,000
Cash in hand	3,000	
Bank overdraft		7,000
	<u>2,75,200</u>	<u>2,75,200</u>

Closing stock was valued at Rs.25,000.