



## B.K. BIRLA CENTRE FOR EDUCATION

SARALA BIRLA GROUP OF SCHOOLS  
A CBSE DAY-CUM-BOYS' RESIDENTIAL SCHOOL



### POST MID TERM TEST 2025-26 BUSINESS STUDIES (054) ANSWER KEY

Class: XI

Date: 8.1.2026

Admission no:

Time: 1hr

Max Marks: 25

Roll no:

Q1)	(C) Assertion (A) is true, but Reason (R) is false.	
Q2)	(D) Statement 1 is incorrect but Statement 2 is correct	
Q3)	(D) Option (i),(ii) and (iii)	
Q4)	(A) Ramesh (hawker) Meenu (pedlar)	
Q5)	(A) (a) (iv); (b) (iii); (c) (i) ; (d) (ii)	
Q6)	<p>NSIC is National Small Industries Corporation Ltd. MSME is Micro ,Small and Medium Enterprises</p> <p>Four functions</p> <p>i) To supply domestic and imported machines on easy hire-purchase terms.</p> <p>ii) To provide mentoring and advisory services</p> <p>iii) To serve as technology business incubators</p> <p>iv) To create awareness on technological up gradation.</p> <p>OR</p> <p>i) Employment Opportunities: Cottage and rural industries play an important role in providing employment opportunities.</p> <p>ii) Prevents migration to urban areas: As employment are available in rural areas this helps in preventing migration of village people to urban areas in search of employment.</p> <p>iii) Improves Economic Condition: The small scale industries and cottage industries are generally run in rural areas. This help to improve the economic conditions of the people living in these areas.</p> <p>iv) Rural development: Through the small scale industries the inequality of income is reduced this helps in promotion of balanced regional development.</p>	
Q7)	<p>i) As per notification a start-up should not be older than 5 years</p> <p>Ans: (F) should not be older than 10 years</p> <p>ii) Entrepreneurs improve efficiency by improving processes, reducing wastes and increasing yield.</p> <p>(T)</p> <p>iii) Entrepreneur is a person while entrepreneurship is the outcome.</p> <p>Ans: (F) Enterprise is the outcome, or entrepreneurship is the process.</p> <p>iv) Intellectual Property is divided into two broad categories, Industrial property and Copyrights. T</p>	
Q8)	<p>i) Which scheme is Sunita benefitting from? (1)</p> <p>Ans: Start-up India Scheme.</p> <p>ii) Which support under the scheme can help her in marketing? (1)</p> <p>Ans: Networking opportunities and government e-marketplace (GeM) access.</p>	

	<p>iii) Which problem of small enterprises is highlighted in the case? (1)          Ans: Difficulty in marketing and reaching customers.</p> <p>iv) Which entrepreneurial quality is reflected in Sunita's initiative? (1)          Ans: Commitment to rural development and innovation.</p>																			
Q9)	<p>Facilitating large scale production; Bearing Risk; Financial Assistance; Expert Advice; Helps in marketing function; Facilitate Continuity; Storage</p> <p>i) Facilitating large scale production: As wholesalers buy the entire lot purchased the manufacturers are motivated to purchase goods in large scale. This allows the manufacturers to benefit from economies of scale.</p> <p>ii) Financial Assistance: Most wholesalers buy goods on cash and sometimes gives the manufacturers advance for bulk orders this helps them to concentrate on production and produce goods of better quality.</p> <p>iii) Expert Advice: As wholesalers are in direct contact with retailers they can advise the manufacturers about the existing trends in the market. This will help the manufacturer to produce goods on the basis of market demand.</p> <p style="text-align: center;">OR</p> <table border="1"> <thead> <tr> <th>Basis</th> <th>Departmental Store</th> <th>Chain Store</th> </tr> </thead> <tbody> <tr> <td>Location</td> <td>Centrally located</td> <td>Located in every important locality of the city</td> </tr> <tr> <td>Range of products</td> <td>Large variety of products, aims to satisfy all needs of customer under one roof.</td> <td>Specialised in only one line of products</td> </tr> <tr> <td>Pricing</td> <td>Do not have uniform pricing policy. Discounts are offered to clear dead stock.</td> <td>Sell goods at fixed prices and maintain uniform pricing for all the shops</td> </tr> <tr> <td>Credit facilities</td> <td>Provide credit facilities to regular customer</td> <td>Sales are always on cash basis</td> </tr> <tr> <td>Risk</td> <td>More as its centered on one shop only</td> <td>Risk is divided over all the shops.</td> </tr> </tbody> </table>	Basis	Departmental Store	Chain Store	Location	Centrally located	Located in every important locality of the city	Range of products	Large variety of products, aims to satisfy all needs of customer under one roof.	Specialised in only one line of products	Pricing	Do not have uniform pricing policy. Discounts are offered to clear dead stock.	Sell goods at fixed prices and maintain uniform pricing for all the shops	Credit facilities	Provide credit facilities to regular customer	Sales are always on cash basis	Risk	More as its centered on one shop only	Risk is divided over all the shops.	
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Q10)	<p>Retail trade is buying of goods from the wholesaler in relatively small quantities and selling it to the ultimate customers. Retailers are a link between wholesalers and customers.</p> <p>Services provided by retailers to consumers are as follows</p> <p>i) Regular availability of products: Retailers keep a variety of products produced by different manufacturers. This helps the customers to choose products based on their taste and preferences.</p> <p>ii) New product information: Retailers display new products this helps the customers to buy better and newer goods available in the market.</p> <p>iii) Convenience in buying: Retailers help buyers to buy goods in smaller quantities based on their requirements. Most retail shops are located near residential areas and they are open for long hours so that the customers can buy goods at their convenience.</p> <p>iv) After sales service: Most retailers provide after sales services on consumer durable goods.</p> <p>v) Wide selection: Retailers keep a variety of products produced by different manufacturers. This helps the consumers to take better decision.</p> <p>vi) Provide Credit Facilities: Regular and reputed customers are given goods on credit basis.</p>																			

