

CLASS: XI – BUSINESS STUDIES

CHAPTER-9: INTERNAL TRADE

SHORT ANSWER TYPE QUESTIONS:

1. Classify and explain trade on the basis of :
 - a) wholesaler and Retailer
 - b) Departmental Store and Multiple Shops.
2. How does a wholesaler help the manufacturer in getting the benefit of economies of scale?
3. What is 'retail trade' and what are its elements?
4. 'Spencers', 'Big Apple' and 'Big Bazaar' are examples of which type of fixed shop? Give any two merits of these types of stores.
5. What is the use of Automatic Vending Machines? State any three circumstances where it is useful.
6. If the wholesaler is not there, what problems do you think the manufacturer would have to face?
7. What is the retail organization known as where same type of commodities are sold in all the shops located all over the country.
8. How do wholesale trade and retail trade form part of internal trade?
9. How does collective advertisement and stock transfer benefit the multiple chain stores?
10. How would you differentiate between street trader and street shops?
11. What are the conditions under which mail order business is successful?

LONG ANSWER TYPE QUESTIONS:

1. 'Wholesalers are unnecessary link in the trade cycle' Explain why?
2. " Departmental stores make shopping convenient" Comment.
3. Explain the various types of Itinerant trader.
4. Explain the usefulness of the Mail Order Houses. What types of products are handled by them?

5. Explain the role of Indian Chambers of Commerce and Industry in promotion of Internal Trade.

HIGH ORDER THINKING QUESTIONS:

1. Identify the type of retailer in following cases:

a)An individual who comes every evening in the residential areas to sell vegetables.

b)A manufacturer has opened 20 stores across the country to sell his products.

c)It is Rama,s mom’s birthday . She ordered a saree through mail and asked them to deliver as VVP.

d)Hari buys goods from the wholesale market and sells them by displaying them on a pavement.

e)Bata showrooms are an example of this retail store.

f)An individual sells cold drinks in a train or bus.

2. ‘A departmental Store is a welcome change in big cities but an unwanted guest in small towns’. Discuss with reasons why smaller towns do not prefer shopping from a departmental store.

3. A medical company producing four types of medical devices is debating whether to sell their products through chain of wholesalers or open their own chain stores. Advise the company which mode of selling would benefit them.

4. Imagine there are no wholesalers or retailers. Will it be possible for the manufacturer to sell his products with same efficiency as he sells with the help of wholesalers and retailers.

CHAPTER-10: INTERNATIONAL BUSINESS

SHORT ANSWER TYPE QUESTIONS:

1. State one reason for international trade.
2. Why the world is called a Global Village?
3. Give two examples of intellectual property.
4. What is the need for 'Certificate of Origin'?
5. What is carting order?
6. What is Performa-invoice?
7. What is IEC code?
8. Explain the significance of pre-shipment finance.
9. Explain the role played by Export Inspection council in exporting quality products.
10. Give an example to distinguish visible and invisible trade.

LONG ANSWER TYPE QUESTIONS:

1. Explain the importance of international business to:
 - a) Nation.
 - b) Business firm.
2. Explain the role of following documents in foreign trade:
 - a) Letter of Credit.
 - b) Bill of Lading.
3. "International Business is more than International Trade". Comment and give reasons.
4. Write a detailed note on the functioning of WTO.
5. WTO was born out of GATT but today it is more powerful than GATT. Discuss.

HIGH ORDER THINKING QUESTIONS:

1. Who are C & F agents ? What is their role in international business?
2. Identify the following documents
 - a) The document is issued to inform the loading of the cargo on the ship.
 - b) Certificate issued to certify that the quality is as per the importer's specifications.

c) Official document issued by air line for accepting goods on board.

d) Document required by the importer to avail benefits related to importing goods from a specific country.

e) Registration required for an exporter to avail export benefits.

3. Discuss the formalities involved in getting an export license.

4. Prime surgical is currently purchasing surgical instruments from Jai Durga an importer and selling in the retail market. He has been approached by a manufacturer in China to offer some instruments at a cheaper prices. But only problem is that Prime Surgical must place an order of 1000 units. Discuss the procedure Prime Surgical may follow if he decide to import goods from China. Also advise him that whether he should directly buy or continue to purchase from the importer.