

සියලු ම හිමිකම් ඇවිරිණි / All Rights Reserved



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Provincial Department of Education - NWP

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Third Term Test - Grade 13 - 2024
තෙවන වාර පරීක්ෂණය - 13 ශ්‍රේණිය - 2024

Index No:

Business Studies - I

Time: 02 hours

● Instructions

- * Write the number of correct answer in the given bracket for the questions No.1 to 30
- * Write the correct answer on the dotted lines for the questions No. 31 to 50
- * Every question carries 2 marks
- * Mention the index number clearly on the above dotted line

Quation No.	Marks
01 - 30	
31 - 50	
Ammount	

- (01) What is the technology that automates and strengthens today's business data analysis to make more accurate predictions, supports the decision-making process and makes human operations more efficient in a business?
- (1) CAD system (2) SWOT analysis (3) Whatsapp technology
 (4) AI technology (5) WAN system (.....)
- (02) When retail trade, wholesale trade, import, export and support services are combined,
- (1) Business are created (2) Services are created (3) Commerce is created
 (4) Foreign trade is created (5) Industry is created (.....)
- (03) Which of the following is a large-scale, publicly owned, for-profit enterprise in the industrial sector?
- (1) Srilanka Telecomm PLC (2) Lanka phosphate Limited.
 (3) MAS holdings (pvt) Limited (4) Education Publication Department.
 (5) Access Engineering PLC (.....)
- (04) What are the environments covered by the Gross National Income and Economic Transformation Act respectively?
- (1) Economic environment & political Environment.
 (2) Demographic Environment and political Environment.
 (3) Demographic Environment and Legal Environment.
 (4) Economic environment and demographic environment.
 (5) Economic environment and legal environment. (.....)
- (05) Which of these is not a social responsibility that a business must fulfill to the society?
- (1) Paying tax without fail. (2) Waste management
 (3) Providing a fair earning (4) Contributing to the employment
 (5) Creating green products (.....)



- (06) What does the government expect from selling securities in the open market?
- (1) Expanding the money supply in the economy.
 - (2) Increasing employment
 - (3) Lowering interest rates
 - (4) Controlling inflation through the contraction of money supply in the economy.
 - (5) Maintaining a constant level of money supply in the economy. (.....)
- (07) Which of the following is not a major form of implementation of standards in the Sri Lanka Standard Institute?
- (1) Formulates standards
 - (2) Import investigation
 - (3) Pre export investigation
 - (4) Voluntarily
 - (5) SLS certification system (.....)
- (08) What is the loan scheme implemented in Sri Lanka under the financial sponsorship of the Japan Bank for International Cooperation (JBIC) ?
- (1) Suwana
 - (2) SMED
 - (3) LiyaIsura
 - (4) Sahanya
 - (5) Seeds (.....)
- (09) What is the favorable feature of a private limited company as compared to a public limited company?
- (1) Public Issuance of Shares and Debentures.
 - (2) Unlimited appointment of directors.
 - (3) Continuity of existence.
 - (4) Existence of legal personality.
 - (5) Control of the business can be retained among a limited number of people. (.....)
- (10) The table below shows financial institutions in column A and functions specific to those financial institutions in column B.

A	B
1. Licensed commercial banks	a. providing hire purchase facilities
2. Vanik Banks	b. maintaining current accounts.
3. Venture capital companies	c. Preparation of project reports
4. Finance companies	d. Providing capital to new entrepreneurs

What is the answer when columns A and B above are correctly matched?

- (1) 1b, 2c, 3d, 4a
 - (2) 1d, 2b, 3a, 4c
 - (3) 1c, 2d, 3a, 4b
 - (4) 1b, 2a, 3d, 4c
 - (5) d, 2c, 3b, 4a (.....)
- (11) Below are some of the objectives and tasks that the Central Bank of Sri Lanka is expected to achieve while acting as the government bank.
- A – issuing of the currency in use.
- B - Manipulation of finance policies.
- C - Establishing stability in the financial system.
- D - Creating economic and price stability.
- E – Manipulation of exchange ratio policies.
- Among the above, what are the dual objectives of the Central Bank of Sri Lanka?
- (1) A & E
 - (2) B & C
 - (3) C & D
 - (4) A & D
 - (5) C & E (.....)

- (12) Select the answer that includes only licensed specialized banks operating in Sri Lanka's financial system.
- (1) Bank of Ceylon, Peoples Bank, National Savings bank.
 - (2) Peoples bank , SriLanka Savings Bank, Bank of Ceylon
 - (3) Bank of Ceylon , Peoples Bank, state mortgage an investment bank.
 - (4) National Savings bank, Rural Development Bank, Peoples Bank.
 - (5) state mortgage and investment bank, Rural Development Bank, National Savings bank.
- (.....)
- (13) Marine insurance provides cover for damages incurred during sea transportation. Select the answer that includes only the kinds of insurance policies available under hull insurance in this marine insurance.
- (1) Cargo insurance, construction all risk insurance policy, port risk policy, maintenance policy.
 - (2) Collision damage policy, cargo insurance policy, full option policy, construction all risk insurance policy.
 - (3) open cover policy, collision damage policy, full option policy, maintenance policy.
 - (4) total loss policy, full option policy, construction all risk insurance policy, maintenance policy.
 - (5) open cover policy , total loss policy, port risk policy , Maintenance policy.
- (.....)
- (14) The factors that influenced the emergence of trade and the factors that influenced the development of trade are included in the following choices. Among them, which factor led to the development of trade?
- (1) Surplus in production.
 - (2) industrial revolution
 - (3) indirect production
 - (4) Inability to fulfill wants alone.
 - (5) Specialization
- (.....)
- (15) The institution that presented economic reform proposals by providing an extended credit facility to overcome the economic crisis that Sri Lanka is facing is,
- (1) World Bank
 - (2) International Monetary Fund.
 - (3) World Trade Organisation
 - (4) Asian Development Bank
 - (5) European Union.
- (.....)
- (16) Below are some sources of power.
- | | | |
|------------------------|-------------------------|---------------------|
| A - Authority | B - Expert power | C - power of reward |
| D - power of influence | E - power of punishment | |
- Which of the above belongs only to the power on the individual?
- (1) B & D
 - (2) C & E
 - (3) A & D
 - (4) A & B
 - (5) D & E
- (.....)
- (17) Below are some examples of the functions performed by management in a business organization.
- A) Dealing with customer complaints.
 - B) Conducting interviews with the media.
 - C) Reception of guests
 - D) Distribution of an organization's physical resources among divisions.
 - E) Dealing with government agencies.
 - F) Appreciation of followers.
- Among the above, only examples are shown for matters belonging to the decisional role,
- (1) A, B, E
 - (2) A, D, E
 - (3) B, D, F
 - (4) A, C, E
 - (5) B, E, F
- (.....)

(18) Select the category indicating the product in order that best fits the type of operational layout plans: product layout, process layout, cellular layout, fixed position layout.

- (1) Clothing, furniture, automobiles, bakery products.
- (2) Automobiles, Furniture, clothing, Cruises.
- (3) Clothing, Automobiles, Aircrafts, Furnitures.
- (4) Automobiles, Clothing, Furnitures, Aircrafts.
- (5) Furnitures, Automobiles, Aircrafts, Clothing. (.....)

(19) Below are some of the stock control methods and their related facts.

Stock control methods	Related facts
i. ABC analysis	A - Maintaining zero cost of holding stock.
ii. JIT	B - Use of bin cards
iii. Stock Level Determining techniques	C - Calculation of re-order level
iv. Continuous stock recording system.	D - Considering the value and quantity of material items.

Which of the following options correctly matches the relevant facts in the order of the above stock control methods?

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

(20) "I offer my products to a group of customers with the highest purchasing power" What is the objective of producer pricing implied by the above statement?

- (1) Maximize market skimming.
- (2) maximize current profit.
- (3) survival in the market.
- (4) Product quality leadership
- (5) maximize market share (.....)

(21) Information pertaining to the variables of the marketing mix is given below.

- | | | |
|-----------------------|----------------------|----------------------|
| A - Public relations. | E - allowances | B - Package |
| F - Component | C - Coverage | G - transport |
| H - Design | I - Distribution mix | D - area |
| K - Warrants | L - personal selling | J - payment term |
| L - Loan conditions | | M - Direct Marketing |

When the above information is matched with the marketing mix variables, the answer is,

Number of Answers	Product	Price	Place	Promotion
(1)	BDFH	JKN	ACE	GILM
(2)	BFHK	EJN	CDGI	ALM
(3)	DFH	EJKJ	CHL	AMNB
(4)	CFH	EJN	IKLM	ABDH
(5)	FHK	BEJN	CDHI	ALM

(.....)

(22) Below are some of the functions that take place in the financial market.

- A - A commercial bank taking a loan from another commercial bank to settle within 3 days.
- B - Selling the foreign currency received by the exporters to a commercial bank and obtaining Sri Lanka Rupees.
- C - Investors buy Treasury bonds.
- D - Selling shares bought by investors in the secondary market.
- E - Issuance of debentures to finance public corporations.

Choose the correct answers from the above tasks as money market and capital market functions respectively.

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

(23) The answer includes only securities traded on the Colombo Stock Exchange.

- (1) Ordinary Shares, Sharewarrants, Corporate debentures, government securities ,Share Certificates.
 - (2) Ordinary Shares, Preferential shares, Demand deposits, Share Certificates, Corporate debentures.
 - (3) Ordinary Shares, government securities , commercial papers, ,preferential shares,deposit certificates.
 - (4) Ordinary shares, government securities ,corporate debentures ,Share warrants, preferential shares.
 - (5) Ordinary shares , treasury bonds, corporate debentures, promissory notes,Bill of exchange.
- (.....)

(24) Below are some of the ways in which funds can be invested arranged by a financial manager.

- | | |
|--|--------------------------------|
| A - Purchase of Shares | B - purchase of raw materials |
| C - purchase of three months fixed deposits. | D - business expansion |
| E - purchase of fixed assets | F - purchase of treasury bills |

Choose the answer that includes only short-term fund investment avenues among these.

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

(25) There is a need to prepare a job specification for a certain executive grade position in an organization. For that, select the required information from the following information.

- | | | |
|----------------------------------|---------------------------|----------------------|
| A - Title of the position | B - Language Knowledge | C - Physical Fitness |
| D - Job Conditions | E - Confirmation | |
| F - Performance appraisal system | G -Attitude and Interest. | |

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

(26) Building trust and respect among employees by encouraging employees to communicate with their superiors at any time regarding any work is a very popular method in today's organizations as an appropriate method to solve employee grievances. How is this method called?

- | | | |
|-----------------|--------------------------|----------------------|
| (1) Counselling | (2) Arbitration | (3) Open door policy |
| (4) Ombudsman | (5) Immediate supervisor | (.....) |

- (27) The type of information system that has analytical capabilities used in various management activities such as planning, building models, evaluating alternatives and making decisions is,
- (1) BIS (2) ESS (3) DSS
(4) KWS (5) MIS (.....)
- (28) Conventions and rules established to govern the functions and devices of a computerized information system.
- (1) Procedures (2) Software (3) Input
(4) firmware (5) output (.....)
- (29) Below are some ideas about the elements of a business plan and their importance. When they match correctly,
- i. Executive summary A - To show that there is a growing market for their products.
ii. Marketing plan B - To gain insight into the work involved in the manufacturing process.
iii. Operations plan C - To understand the product or service provided by the business and the benefit to the customer.
iv. Business description D - To know the employee requirements of the organization.
v. Human Resource plan E - To have guidance on the business plan.
- (1) C,A,B,C,D (2) E,C,A,B,D (3) E,C,A,D,B
(4) E,A,B,C,D (5) C,A,B,D,E (.....)
30. Below are some points about the importance of preparing a business plan. Among them, which answer shows the least importance of a business plan?
- (1) Businesses can identify where they want to go in the future.
(2) Being able to use it to evaluate business performance.
(3) For consumers to make purchasing decisions of goods and services.
(4) Can be used to provide insight to interested parties about the business.
(5) Can be used to identify the resources needed by the business. (.....)

● **Fill in the blanks with suitable words while answering questions Nos. 31 to 40**

- (31) (a) " social responsibility is the idea of how business processes are managed to create a
..... impact in society. " This is a definition presented by
- (b) ISO 26000 is a standard for and world earth day falls on
.....
- (32) (a) When registering a sole proprietorship business, it can be done under the business name ordinance certificate of the..... where the business belongs and the related application form can be obtained from the concerned
- (b) A partnership is required to have and if its initial capital is one thousand rupees or more, it must be in

- (33) (a) The minimum number of members of a co-operative society is and the value of a share is rupees.
- (b) The franchisee has to acquire the chartered business system at a huge cost as the and in addition is liable to pay the monthly
- (34) (a) Marginal suppliers collect credit and purchase credit given to by trading institutions.
- (b) A credit card is a type of card issued by a bank or institution to enable the purchase of goods and services from approved merchants up to a specified value.
- (35) (a) and consumption of products takes place elsewhere because of
- (b) Transport is not just a medium but a formed by the balanced development of
- (36) (a) trade should be promoted to overcome the economic crisis that Sri Lanka is currently facing.
- (b) The number of employees reported to one manager is and if there is a flat organizational structure it is called and if there is a tall organizational structure it is called
- (37) (a) Calculating Break even points is useful for as well as
- (b) can be used for the hard work that needs to be done frequently in a manufacturing company and often this method has to be used in the
- (38) (a) Debt - Equity ratio is a ratio that shows the relationship between andthe capital for which has a rate of interest.
- (b) Market segmentation involves dividing the market which has dissimilar featuresinto with similar features.
- (39) (a) Since employee grievances directly affect the company's, they should be resolved at the earliest opportunity. Otherwise, those unresolved grievances become the initial stages of
- (b) Shifting of an employee from one job to another job of the same level is called It is a movement.
- (40) (a) The idea that arises in an entrepreneur about a that can fulfill a need or need of an individual or an organization is called a business idea. By subjecting it to macro and micro analysis, the business is determined.
- (b) The presents the unique identity of a business. Also, the basic facts of a plan are recorded by the

- Write suitable answers to the questions from 41 to 50.

(41) Right 4 benefits of public limited companies.

1.
2.
3.
4.

(42) Mention the first 4 steps in the entrepreneurial process.

1.
2.
3.
4.

(43.) Name the agents involved in the distribution of the product from producer to consumer and write the payment due to them in front of it.

1.
2.
3.
4.

(44) Write four bases on which departmentalization can be done in a business organization..

1.
2.
3.
4.

(45) Write four measures that a manufacturing firm can take to improve productivity.

1.
2.
3.
4.

(46) Write four qualities that a good brand should have.

1.
2.
3.
4.

(47) State four functions of licensed finance companies.

1.
2.
3.
4.

(48) Mention four methods of internal attraction used to attract employees.

1.
2.
3.
4.

(49) State four bases on which information can be classified.

1.
2.
3.
4.

(50) Below is a diagram of some Sustainable Development Goals. Identify the intentions they represent.

