

Model Question Paper 3
INTERNAL TRADE-SMALL SCALE RETAIL ORGANISATION 3

11th Standard

Commerce

Reg.No. :

--	--	--	--	--	--

Answer all the Questions

Time : 01:00:00 Hrs

Total Marks : 50

6 x 1 = 6

Part A

- 1) Wholesaler's deals in quantity of goods.
(a) Small (b) Large (c) Medium (d) Limited
- 2) can check the price fluctuations in the market by holding back the goods when prices fall and releasing the goods when prices raise.
(a) Agent (b) Mercantile agent (c) Wholesaler (d) Retailer
- 3) are agents who merely bring the buyer and the seller into contact
(a) Broker (b) Commission agent (c) Selling agent (d) Stockist
- 4) are mobile traders who deal in low priced articles with no fixed place of business.
(a) Retailers (b) Agents (c) Street stalls (d) Itinerant traders
- 5) is one who is appointed by the principal to act on his behalf with (or) without revealing the principle name.
(a) Agent (b) Mercantile Agent (c) Wholesaler (d) Retailer
- 6) trade is known as purchase of goods in bulk from the manufacturers and sells them in lesser quantities to others.
(a) Export (b) Import (c) Wholesale (d) Retail sale

Part B

5 x 2 = 10

- 7) What is Foreign trade?
- 8) What are the channels used in Home Trade?
- 9) Who is Middleman?
- 10) Define Wholesaler?
- 11) Define Retailer.

Part C

8 x 3 = 24

- 12) What are the services rendered by whole saler to producer?
- 13) What are the difference between the wholesaler and retailer?
- 14) Who is a retailer? What are the functions of retailer?
- 15) Explain the various types of small-scale fixed retailer?
- 16) Write a note on Commission Agents
- 17) Write a note on Del-credere agents
- 18) Write a note on Auctioneers
- 19) Explain the different channels of distribution in Home Trade.

Part D

2 x 5 = 10

- 20) Explain the services rendered by a retailer?
- 21) Who is a wholesaler? Explain the services rendered by a wholesaler?
