Model Question Paper 2

INTERNAL TRADE-SMALL SCALE RETAIL ORGANISATION 2

11th Standard

Commerce

Reg.No. : | | | | | | |

Answer all the Questions

Time : 00:50:00 Hrs

Total Marks : 40

Part A

5 x 1 = 5

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) Small scale Fixed retailers include.............

(a) General stores (b) Pedlars (c) Cheap Jacks (d) Hawkers

Part B

6 x 2 = 12

6) Define Retailer.

7) Who are the Mercantile Agents?

8) Who is Broker?

9) Who are Itinerant Retailers?

10) Who is merchant middlemen?

11) What is Entrepot Trade?

Part C

6 x 3 = 18

12) Distinguish between factors and brokers.

13) Who is a wholesaler and what are the characteristics of a wholesaler?

14) What are the services rendered by wholesaler to retailers?

15) What are the services rendered by whole saler to producer?

16) What are the difference between the wholesaler and retailer?

17) Who is a retailer? What are the functions of retailer?

Part D

1 x 5 = 5

18) Discuss the functions of wholesalers?

****