



INDIAN SCHOOL AL WADI AL KABIR

Class: XI	Department: Commerce
Subject: BST	Chapter 10: Internal Trade
Worksheet: 01	Objective Based Questions

Qt No	
1	The products are purchased from a neighbourhood shop in a locality or a central market or a departmental store or a mall or even from any door-to-door salesperson or from an exhibition. The above given examples relate to which type of trade? a. internal trade b. external trade c. entrepot trade d. geographical trade
2	Which of the following statements regarding Internal Trade is NOT true? a. Buying and selling of goods and services within the boundaries of a nation are referred to as internal trade. b. Custom duty or import duty is levied on such trade as goods are part of international production and are meant for international consumption c. Payment has to be made in the legal tender of the country or any other acceptable currency. d. Internal trade aims at equitable distribution of goods within a nation speedily and at reasonable cost.
3	Internal trade can be classified into _____ and _____ a. Retail trade, itinerant trade b. Mail order, wholesale trade c. Wholesale trade, Retail trade d. Entrepot trade, Mail trade
4	Elite Distributors buys 1,000 mobile phone cases from a manufacturer at ₹50 each. Elite Distributors then sells these cases in bulk to various shop owners at ₹70 each. The shop owners later sell them individually to customers at ₹150 each. Which type of internal trade is undertaken by Elite Distributors? Ans: Wholesale Trade
5	Traders dealing in wholesale trade are called <u>wholesale traders</u>
6	_____ serve as an important link between manufacturers and retailers a. Retail trade b. Wholesalers c. Agent d. Consumers
7	I purchase in bulk and sell in small lots to retailers or industrial users. Most of the functions performed by me are important and cannot be eliminated. In my absence, these functions shall have to be performed either by the manufacturers or the retailers. Who am I?

	Ans: Wholesaler
8	Bright Traders buys 1,000 bags of rice from a manufacturer and stores them in their warehouse. Over time, the price of rice drops due to excess supply in the market. Additionally, a small portion of the rice is spoiled during storage. Bright Traders handles all these uncertainties, ensuring the manufacturer doesn't have to worry about price changes or storage issues. Identify the service offered to the manufacturer by the wholesaler. - Facilitating large scale production Bearing risk - Financial assistance - Storage
9	City Distributors sells toys to local retail shops. Instead of paying for 500 boxes of toys upfront, the retail shop can buy them first and pay City Distributors later maybe within 30 days. This allows the retail shop to manage its cash flow and continue operating without needing a large amount of working capital. Identify the service offered to the retailers by the wholesaler. - Marketing support - Specialised knowledge Grant of credit - Availability of goods
10	The _____ represents the final stage in the distribution where goods are transferred from the hands of the manufacturers or wholesalers to the final consumers or users. Retailer - Agent - Distributor - Merchant
11	_____ is, that branch of business which is devoted to the sale of goods and services to the ultimate consumers for their personal and non-business use. Retailing - Wholesaling - Producing - External trade
12	Irrespective of 'how' the products are sold or 'where' the sale is made, if the sales are made directly to the consumers, it will be considered as _____. Retailing - Wholesaling - Producing - External trade
13	I serve as an important link between the producers and final consumers in the distribution of products and services. Who am I? Ans: Retailer
14	Fresh Mart a grocery mart regularly interacts with customers who visit to buy groceries. By listening to their feedback, Fresh Mart learns that many customers prefer organic vegetables over regular ones. This valuable information is shared with the wholesalers and manufacturers in order to meet customer demands and make important marketing decisions. Identify the service offered to the manufacturer and wholesaler by the retailer. Personal selling

	b. Enabling large-scale operations c. Collecting market information d. Help in promotion
15	Home Essentials ensures that popular household items, such as cleaning products, kitchenware, and toiletries, are always in stock. Whether it's a busy weekday or weekend, customers can rely on Home Essentials to have the products they need, allowing them to shop whenever they want without worrying about items being out of stock. Identify the service offered to the consumers by the retailer. a. Regular availability of products b. New products information c. Convenience in buying d. Wide selection
16	It refers to a type of transaction in which payment for goods or services is made at the time of delivery. If the buyer is unable to make payment when the goods or services are delivered then it will be returned to the seller. Identify the term of trade. a. Cash on delivery (COD) b. Free on Board or Free on Rail (FoB or FOR) c. Cost, Insurance and Freight (CFF) d. Errors and Omissions Excepted(E&OE)
17	_____ are traders who do not have a fixed place of business to operate from. They keep on moving with their wares from street to street or place to place, in search of customers. a. Itinerant retailers b. Fixed shop retailers c. General stores d. Street stall holders
18	Classify the fixed-shop retailers into two distinct types on the basis of the size of their operations. Ans: On the basis of the size of their operations: (a) small shop-keepers (b) large retailers.
19	A _____ is a large establishment offering a wide variety of products, classified into well-defined departments, aimed at satisfying practically every customer's need under one roof. Identify the type of fixed shop retail. a. General stores b. Departmental stores c. Chain stores d. Mail order Houses
20	The Government of India, following the credo of 'One Nation and One Tax', and wanting a unified market in order to ensure the smooth flow of goods across the country implemented <u>the Goods and Services Tax (GST)</u>
21	How will GST Benefit and Empower Citizens Ans: a. Reduction in overall tax burden b. No hidden taxes

	c. Development of a harmonised national market for goods and services d. Higher disposable income in hand, education and essential needs e. Customers to have wider choice f. Increased economic activity g. More employment opportunities
22	HOTS:
	Assertion (A): It is convenient for customers to purchase goods from departmental stores Reason(R): Departmental stores offer a large variety of goods under one roof Alternatives: (a) Both Assertion and Reason are correct and the Reason is a correct explanation of the Assertion. (b) Both Assertion and Reason are correct but Reason is not a correct explanation of the Assertion. (c) The Assertion is correct but the Reason is incorrect. (d) Both the Assertion and Reason are incorrect
	Assertion (A): Retailers enable the consumers to make their choice Reason(R): Retailers sometimes provide credit facilities to their regular buyers Alternatives: (a) Both Assertion and Reason are correct and the Reason is a correct explanation of the Assertion. (b) Both Assertion and Reason are correct but Reason is not a correct explanation of the Assertion. (c) The Assertion is correct but the Reason is incorrect. (d) Both the Assertion and Reason are incorrect
	Statement I: Sales in chain stores are done on cash and credit basis Statement II: Multiple shops normally deal in standardised and branded consumer products Alternatives: a. Statement I is correct and Statement II is wrong b. Statement II is correct and Statement I is wrong c. Both statements are correct d. Both statements are wrong
	Statement I: Departmental stores have a decentralized purchasing department, while sales are centralised in different departments Statement II: Departmental stores can manage with less amount of capital Alternatives:

	a. Statement I is correct and Statement II is wrong b. Statement II is correct and Statement I is wrong c. Both statements are correct d. Both statements are wrong
--	--