

(05) An activity that ensures the social sustainability is,

- (1) empowering skills. (2) Introducing novelties.
 (3) Risk management. (4) Waste management.
 (5) Protecting human rights. (.....)

(06) Followings are the government sector that influence on businesses and examples for influences....

X (Government Sector)	Y (Examples for influences)
A - Central government	1. Charging housing rent.
B - Provincial councils	2. Providing electricity.
C - Local government authorities	3. Approving building plans.
	4. Maintaining roads.
	5. Buying paddy.
	6. Operating business names ordinance.

When X and Y match properly; the correct answer is,

- (1) A - 2,5 B - 4,6 C - 1,3
 (2) A - 1,4 B - 5,6 C - 2,3
 (3) A - 2,4 B - 3,5 C - 1,6
 (4) A - 5,6 B - 1,3 C - 2,4
 (5) A - 4,5 B - 3,6 C - 1,2 (.....)

(07) A business contribute to fulfill government objectives through.

- (1) reducing damages to environment. (2) full employment.
 (3) ensuring consumer protection. (4) creating economic stability.
 (5) keeping competition within the market. (.....)

(08) Followings are the benefits received by the franchiser and franchisee.

- A - can enter to a large scale business.
 B - reducing the tendency of being failed.
 C - franchisee is performing responsibilities according to the franchise agreement.
 D - Receiving royalty payment.
 E - Receiving financial facilities.
 F - Expansion of business.

The answer that mention separately the benefits for franchiser and franchisee is.

	Franchiser	Franchisee
(1)	A, B, C	D, E, F
(2)	B, C, D	A, E, F
(3)	C, D, E	A, B, F
(4)	B, E, F	A, C, D
(5)	C, D, F	A, B, E

(.....)

- (09) "Entrepreneurship is acting between capital and labour". This definition given by.
 (1) Villiom D Bigrave. (2) Joseph shumpeter. (3) Oxford dictionary.
 (4) International labour organization. (5) Peter & Drucker. (.....)

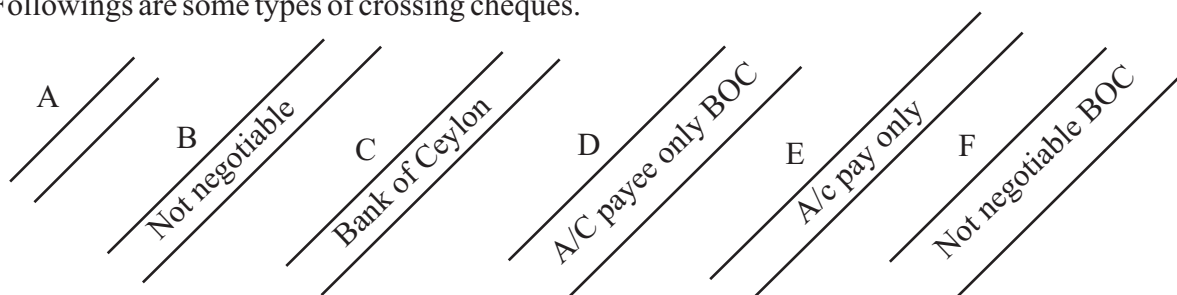
- (10) Followings are some of financial institutions.
 A - Bank of Ceylon. B - Sampath Bank. C - Regional Development Bank. D - Peoples Bank.
 E - National Savings Bank. F - Hatton National Bank. G - State mortgage and investment bank.
 Out of the above the institutions that belongs to licenced specialized banks are,
 (1) A, C and G. (2) C, E and G. (3) B, C and E.
 (4) C, D and F. (5) B, D and G. (.....)

- (11) Types of financial institutions are in X column and some financial institutions are in Y column are mentioned.

X	Y
A - Banking sector	1. Primary dealers.
B - Other financial institutions that accept deposits.	2. Employee trust fund.
C - Specialized financial institutions.	3. Licenced specialized banks.
D - Contracted saving institutions.	4. Licenced financial institutions.

When X column and Y column match property the correct answer is,

- (1) A - 2, B - 1, C - 4, D - 3 (2) A - 3, B - 4, C - 1, D - 2 (3) A - 4, B - 3, C - 2, D - 1
 (4) A - 3, B - 1, C - 2, D - 4 (5) A - 2, B - 4, C - 3, D - 1 (.....)
- (12) Followings are some types of crossing cheques.



Select answers that includes only the special crossing is,

- (1) A, D, F (2) B, D, F (3) C, E, F (4) C, D, F (5) A, D, E (.....)
- (13) Motor vehicle of Sarath is valued Rs. 400 000/=. It is insured in X insurance company at Rs. 2 800 000/= and insured in Y company at Rs. 1 200 000/=. Motor vehicle faced with accident and its value is Rs. 1 200 000/=. The loss that is paid by two insurance companies are mentioned accurately.
 (1) X - Rs. 480 000 Y - Rs. 380 000 (1) X - Rs. 840 000 Y - Rs. 120 000
 (3) X - Rs. 840 000 Y - Rs. 360 000 (4) X - Rs. 360 000 Y - Rs. 280 000
 (5) X - Rs. 280 000 Y - Rs. 120 000 (.....)

- (14) Select the incorrect answer out of following given answers.
 (1) Limitation of e commerce is reducing safety.
 (2) E businesses are broader than e commerce.
 (3) Businesses can expand their market share by entering into basis of electronic businesses.
 (4) Some peatures of electronic businesses are speed, convenience, matching with customers request.
 (5) Buying and selling of goods through electronic networks. (.....)

- (15) Trading places that are operated on contract basis to sell the products of one seller known as,
 (1) Specialized shops. (2) Department stores. (3) Chain stores.
 (4) Multiple shops. (5) Duty free shops. (.....)
- (16) Followings are the different management levels and skills that are required at different management levels are mentioned below.
 (1) Top managers require more conceptual and human skills.
 (2) Lower level managers require more technical skills.
 (3) Middle managers require more conceptual skills.
 (4) Managers at all levels require technical skills equally.
 (5) Managers at all levels require human skills equally.
 Out of above what are the correct statements,
 (1) 1, 3 only (2) 2, 3 only (3) 1, 4 only
 (4) 2, 5 only (5) 3, 5 only (.....)
- (17) Followings are the some steps of decision making process.
 (1) Preparing plan. (2) Analysing problem. (3) Building alternative solutions.
 (4) Analysing problem. (5) Identifying problem. (6) Selecting best alternative.
 (7) Evaluation and feed back. (8) Implementing plan.
 Select the answer that includes steps of decision making process in an order.
 (1) 5,7,3,4,2,1, 8, 6. (2) 6, 5, 2, 3, 4, 7, 1, 8 (3) 5, 2, 3, 4, 6, 1, 8, 7
 (4) 2, 5, 3, 1, 4, 6, 8, 7 (5) 8, 1, 6, 3, 4, 5, 2, 7 (.....)
- (18) Followings are the statements relating to the quality of a product.
 (1) Producing goods and services that can face with competition when fulfilling customer needs and wants.
 (2) Ability of the product to fulfill customer requirements.
 (3) Producing goods and services without waste and damages.
 (4) Producing goods and services so as to increasing profitability and consumer satisfaction.
 (5) Minimizing cost of organization and matching with minimum legal requirements. (.....)
- (19) Quality of the product consist with several features. Select the answer that includes correct features of the quality of product.
 (1) performance / relevancy / durability / safety / zero defects / according to the standards.
 (2) relevancy / according to the standards/ safety / durability / legality / zero defects.
 (3) according to the standards/ safety / legality / durability / high condition / performance.
 (4) legality / performance / durability / zero defects / relevancy / confidentiality.
 (5) performance / durability / according to the standards / relevancy / safety / confidentiality.
 (.....)

(20) Followings are the variables and sub variables of marketing mix.

- | | | |
|--------------------|-----------------------|-----------------|
| A - elements | B - payment period | C - coverage |
| D - advertising | E - Intermediaries | F - channel mix |
| G - quality | H - personal selling | I - brand |
| J - transportation | K - credit conditions | |

Select the answer that includes the only the variables in place mix.

- (1) A, C, G and I (2) E, E, F and J (3) C, E, G and J
- (4) A, F, H and I (5) E, F, H and J (.....)
- (21) In marketers view, variables in marketing mix are mentioned in "X" column and in customers view variables in marketing mix are mentioned in "Y" column.

X	Y
A - Product	1. Communication
B - Price	2. Convenience
C - Place	3. Cost
D - Promotion	4. Customer needs and wants.

When the X and Y columns match correctly; the correct answer is,

- (1) A - 3, B - 2, C - 1, D - 4 (2) A - 1, B - 3, C - 4, D - 4
- (3) A - 3, B - 2, C - 1, D - 4 (4) A - 2, B - 3, C - 1, D - 4
- (5) A - 4, B - 3, C - 2, D - 1 (.....)
- (22) Financing decisions and investment decisions are the most important two decisions that are made by financial managers followings are some of such decisions.
- A - Decisions relating to dividends. B - Decisions relating to business modernizations.
- C - Decisions relating to trade stocks. D - Decisions relating to business diversification.
- E - Decisions relating to expenses to be paid. F - Decisions relating to reestablishment.
- G - Decisions relating to retainion. H - Decisions relating to business development.
- The answer that includes long term investment decisions is,
- (1) A, B, C, F (2) B, D, G, H (3) A, D, E, F (4) B, D, F, H (5) B, E, F, H (.....)
- (23) The answer that includes internal source of financing is,
- (1) Leasing. (2) Bank overdraft. (3) Selling excess assets.
- (4) Share issue. (5) Bank loans. (.....)
- (24) Following are some of advantages of financing sources.
- A - No need to bear an additional cost. B - Can be received soon.
- C - There are no long term bonds. D - No need to be under conditions.
- E - Reducing the affect for the management.
- Out of them, short term financing sources are,
- (1) B, C, E (2) A, D, E (3) A, C, D (4) B, C, D (5) A, C, E (.....)

(25) Followings are some methods used to attract workers.

- A - Publishing job advertisements. B - Use of internet.
 C - Through education and professional. D - Through education and professional institutes.
 E - Through succession plan. F - Through past workers.
 G - Through intranets. H - Though trade unions.

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

(26) Benefits of training and development for workers and employees are given below.

- A - Improving workers performance. B - Increasing job satisfaction.
 C - Expanding opportunities. D - Increasing workers loyalty.
 E - Decreases workers. F - Opportunity to test ones innovations.
 G - Increasing the quality of product. H - Ability to receive additional benefits.

Out of above, the answer that includes benefits only to employer.

(1) A E G and H (2) A B E and H (3) A C E and G (4) A D E and F (5) A D E and G (.....)

(27) In an information system, established rules and policies to control activities and components known as,

(1) Liveware (2) Firmware (3) Software (4) Procedures (5) Hardware (.....)

(28) Following table shows different types of information systems and users of them.

X	Y
A - Management level information systems.	1. Educational board general.
B - Operation „ „ „	2. Engineer, accountant.
C - Stratagic „ „ „	3. Marketing and production manager.
D - Knowledge „ „ „	4. Stores keepers and foreman.

The answer that correctly match "X" and "Y" is,

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

(29) In a business plan, production method, machinery and instruments, factory layout etc are included in,

(1) marketing plan. (2) HR plan. (3) Financial plan.
 (4) Operational plan. (5) Eexeultive summary (.....)

(30) The information which is not included in competition analysis of marketing plan is,

(1) Existing competition.
 (2) Competitors and their strengths.
 (3) Strengths and weaknesses to face with competition.
 (4) Obstacles to enter to the market.
 (5) Fasion, amount, and variety of each product. (.....)

● **Fill in the blanks with most appropriate words for the question no 31 to 40.**

- (31) (A) The symbol © mentioned on the product denote..... and the symbol ® mentioned on the product denote.....
 (B) Doing businesses fairly and leagally known as
- (32) (A) and are the two was of combining businesses.
 (B) Vertical combination, and are the main types of business combinations.
- (33) (A) Public limited companies are two types as and
 (B) Public companies and have leagal personality while public doesn't have leagal personality.
- (34) (A) Method that is used to settle the transactions which are taken place banks with the use of computer technology with the use of computer called.....
 (B) Bank loans are two types as and
- (35) (A) Inword logistics system starts from and ends from and ends from
 (B) and are the ditterent type s of logistics systems based on nature of product and institutions.
- (36) (A) and can be used to make payments in foreign trade.
 (B) Controlling techniques are two types as and
- (37) (A) Re order level can be calculated using x
 (B) and are the main functions of operations management.
- (38) (A) Marketing environment is devided into two parts as and
 (B) Based on matuaring period of instruments; financial market classified into and
- (39) (A) Information received for job analysis used to prepare and

(B) An organization that directly paid to its employees known as.....
and payments given to employees based on their job performance known as

(40) (A) The thought which is arrissed in the mind of entrepreneur about a product to fulfill a need or want of a person or organization called and it should be put into analysis.

(B) The layout that is prepared so as to perform one step of the production process in one place called layout and layout that is prepared to flow the overall production process from one place to another place in a linear basis called.....

● **Provide exact short answers for the question number 41 to 50 .**

(41) Name four types of business organizations in private sector.

- 1. .
- 2. .
- 3. .
- 4. .

(42) Name four factors caused to develop the entrepreneurship in a country.

- 1. .
- 2. .
- 3. .
- 4. .

(43) Name four factors which are based on foreign trade.

- 1. .
- 2. .
- 3. .
- 4. .

(44) Name four features of an objective.

- 1. .
- 2. .
- 3. .
- 4. .

(45) Name four bad features of the job production.

- 1. :
- 2. :
- 3. :
- 4. :

(46) Name four sectors of the holistic marketing concept.

- 1. :
- 2. :
- 3. :
- 4. :

(47) Central bank of Sri Lanka considered as the bank of the government. Give four reasons for this.

- 1. :
- 2. :
- 3. :
- 4. :

(48) Name four methods used to select the most appropriate person to fill a job vacant.

- 1. :
- 2. :
- 3. :
- 4. :

(49) Name four information systems that belongs to the financial management punction.

- 1. :
- 2. :
- 3. :
- 4. :

(50) Name four factors that should be included in a human resource place.

- 1. :
- 2. :
- 3. :
- 4. :

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Third Term Test - Grade 13 - 2023

තෙවන වාර පරීක්ෂණය - 13 ශ්‍රේණිය - 2023

Index No:

Business Studies - II

Time:03 hours

Instructions :-

- Answer to five questions selecting at least two questions from each part.

Part - I

01. (i) When defining business concept only "Economic activities" are considered. as "businesses" and "non economic activities" are not considered as businesses." Giving suitable two examples explain this statement. (04m.)
- (ii) A. "Wants are more important than needs for businessmen" prove this statement. (02m.)
 B. Give two reasons for each for the importance of following elements for a business.
 a - government. b. creditors. (02m.)
- (iii) A. "Technological environment always subjected to changes" Name four bad effects of those changes to businesses. (02m.)
 B. Recycling can be done in two ways so as to get output. Name these two ways and give examples. (02m.)
- (iv) A. There is a close relationship between business social responsibilities and business ethics when the businesses are performing business social responsibilities, business ethics are protected. Are you agree with this statement. (01m.)
 B. Explain your answer with three examples (03m.)
- (v) Responsibility of the government is to monitor the business activities in Sri Lanka.
 A. Name four government institutions that involves with monitoring private sector businesses. (02m.)
 B. State the importance of monitoring private sector businesses with two facts. (02m.)

04. (i) Name four benefits of supply chain and explain two of them. (04m.)
- (ii) A. Explain two methods can be used to make payments in foreign trade. (02m.)
 B. Mention four non tariff barriers that are operated against foreign trade. (02m.)
- (iii) At present super markets are being popular among customers and facilities provided to do the transaction through online. Explain the procedure can be used to order and received goods to home through online. (04 m.)
- (iv) A. What do you mean by the letter of credit. (02m.)
 B. What are the areas that are used by the South Asian Association for regional cooperation (SAARC) (02m.)
- (v) At present in Sri Lanka, the economic centers highly contribute for the efficient and effective wholesale trade.
- A. Briefly explain what do you mean by an economic center and give four examples for economic centers. (02m.)
- B. Show with four factors, how the economic centres contribute for the efficient and effective wholesale trade in Sri Lanka. (02m.)

Part - II

05. (i) Henry Mintzberg describe main three managerial roles and under them ten subroles. Mention main and sub managerial roles of Henry Mintzberg. (04m.)
- (ii) Mention the steps of planning process in an order. (04m.)
- (iii) Explain following concepts.
- | | |
|--------------------|--------------------|
| ★ Chain of command | ★ Unity of command |
| ★ Span of control | ★ Authority |
- (04m.)
- (iv) Explain what do you mean by production layout. Mention main four types of layout plans. (04m.)
- (v) It is essential to maintain a "Safety margin" by a manufacturing business when in break even analysis.
- A. Briefly explain what do you mean by safety margin and show it with a graph. (02m.)
- B. Give four reason so as to keep a safety margin. (02m.)
06. (i) Define what do you mean by economic order quantity (EOQ). Explain the relationship between cost of stocks and Economic order quantity. (02m.)
- (ii) A. Mention two points for each marketing managers pay attention when operating following marketing concepts.
- | | |
|------------------------|---------------------|
| 1. Production concept. | 2. Product concept. |
|------------------------|---------------------|
- (02m.)
- B. Name four requirements that should be in productive market segmentation. (02m.)

- (iii) State what is product mix and explain the elements of it. (04m.)
- (iv) When the investors are investing in share market, a number of direct and indirect benefits can be achieved.
- A. Mention four direct benefits and four indirect benefits that the investors receive investing in share market. (02m.)
- B. Briefly explain two benefits out of them. (02m.)
- (v) A. Mention briefly how the foreign investors can join with the share market of Sri Lanka. (02m.)
- B. Name 02 parties who can join with Sri Lankan share market as investors. (02m.)
07. (i) A. What are the other objectives of the financial management apart from the main objective of the "maximising owners wealth." (02m.)
- B. Name four long term financing sources of a business. (02m.)
- (ii) What are the factors that should be considered when fulfilling financial requirements.(04m.)
- (iii) Name four differences between employee training and development. (04m.)
- (iv) A. Explain with four factors the importance of employee health and protection. (02m.)
- B. Explain what is industrial disputes and mention two reasons for the industrial disputes. (02m.)
- (v) A. Briefly explain what do you mean by the "Employee recruitment and mention the steps of recruitment process in an order. (02m.)
- B. Mention two advantages of internal recruitment methods and two disadvantages of external recruitment methods. (02m.)
08. (i) A. What are the elements of data processing technology. (02m.)
- B. Name four features of a good information. (02m.)
- (ii) Big data and metadata can be introduced as the new trends of information communication technology.
- A. Giving one example, explain what do you mean by big data and metadata. (02m.)
- B. Artificial intelligence (AI) is the new concept that spread throughout the world rapidly. Giving one example, explain what do you mean by artificial intelligence (AI) (02m.)
- (iii) A. Name four functions that are expected to perform through the productive information system. (02m.)
- B. There is an interrelationship between information systems based on management level and information systems based on usage. Show this interrelationship terwith a flow chart. (02m.)
- (iv) A. What factors should be taken into consideration when preparing a business plan. (02m.)
- B. Briefly explain what is an executive summary of the business plan. (02m.)
- (v) A. Explain with four factors the importance of financial plan of the business plan. (02m.)
- B. Name four factors that should be included in a business description of the business plan. (02m.)