



**INDIAN SCHOOL MUSCAT**  
**SENIOR SECTION**  
**DEPARTMENT OF COMMERCE AND HUMANITIES**  
**BUSINESS STUDIES (054)**  
**CLASS: XI**  
**WORKSHEET: NO: 05**  
**CHAPTER: 5**  
**EMERGING MODES OF BUSINESS**



**I. MULTIPLE CHOICE QUESTIONS (Choose the Correct Alternative)**

1. E-commerce does not include:
  - (a) A business's interactions with its suppliers
  - (b) A business's interactions with its customers
  - (c) Interactions among the various departments within the business
  - (d) Interactions among the geographically dispersed units of the business
  
2. The payment mechanism typical to e-business include:
  - (a) Cash on delivery
  - (b) Cheques
  - (c) Credit and debit cards
  - (d) E- cash
  
3. The scope of e-business includes
  - (a) B2B
  - (b) C2C
  - (c) B2C
  - (d) All of these
  
4. The interaction between the employees of different departments in an organization through a website designed for it is:
  - (a) B2B
  - (b) Intra-B
  - (c) B2C
  - (d) C2C
  
5. E-commerce offers many benefits to the consumers. Which of the following is not a benefit resulting from e-commerce?
  - (a) Flexibility
  - (b) Quick and timely delivery
  - (c) More options and choices
  - (d) Narrow outreach

**II TRUE OR FALSE**

1. E-Business includes all the functions and transactions done with the help of computer networks.
2. E-business is a part of e-commerce.
3. E-commerce covers a firm's interactions with its customers and suppliers over the internet.
4. The scope of e-business is wider than e-commerce.
5. In B2B commerce, the parties involved are business firms.
6. ATM facility provided by banks to customers is an example of B2B commerce.
7. Opportunity for interpersonal touch is more in e-business than traditional business.

### III. MATCH THE FOLLOWING

a.

1. E-business	(a) Sub-set of e-business
2. E-commerce	(b) Trade between two businesses
3. Intra-B Commerce	(c) All network based operations
4. C2C commerce	(d) Sale of used goods through e-bay
5. B2B	(e) Employees send their daily report through e-mail

b.

1. Traditional business	(a) Less operational expense
2. E- business	(b) olx.com
3. E-commerce	(c) All functions of business over internet
4. B2B commerce	(d) Sale of goods online
5. C2C commerce	(e) Purchase of machinery by one business from another

### IV. VERY SHORT ANSWER QUESTIONS

1. How is Intra-B commerce helpful for a firm?
2. Explain the payment mechanism for purchases through online trading.
3. Discuss the salient aspects of B2C commerce.
4. Elaborate the steps involved in on-line trading.

### V. LONG ANSWER QUESTIONS

1. "E-business enables business firms to have greater access to global markets, reduces operational cost and requires less procedural requirements for setting up business." Comment.
2. Online transactions, unlike arm's length transactions in physical exchange, are prone to a number of risks. Discuss such risks.
3. Discuss the limitations of electronic mode of doing business. Are these limitations severe enough to restrict its scope? Give reasons for your answer.