

INDIAN SCHOOL MUSCAT
CLASS: 11
FIRST PERIODIC ASSESSMENT
ENTREPRENEURSHIP (066)
SET - A

QP.NO.	VALUE POINTS									SPLIT UP MARKS																																																																																										
1.	Backward integration – Taking a step backward in the value added chain. The firm becomes its own supplier of raw materials.									1																																																																																										
2.	It is a distribution channel in which the goods are distributed to the consumers by the firm with the help two intermediaries, They are wholesalers and retailers.									1																																																																																										
3.	The industry which provides support services to the primary and secondary industry is known as tertiary industry.									1																																																																																										
4.	All the cash transactions are to be recorded in a book called a cash book or cash register. It is the book of original entries. Owners’ equity, Loan received, Sales receipt, Sale of assets etc.									1+1+1																																																																																										
5.	a. Quick solution to doubt b. Easy to launch new products c. Shortening of intermediaries d. Worldwide reach e. Saves time and cost f. Less risk in payment g. Updated information <div>(Any four with explanation)</div>									1+1+1+1																																																																																										
6.	Ways to enter foreign market are : a. Indirect export b. Direct export c. Licensing d. Contract manufacturing e. Joint venture f. Direct investment <div>(Ant five with explanation)</div>									1+1+1+1+1																																																																																										
7.	<table><tr><th>Date</th><th>Description</th><th>Vno.</th><th>CASH Cash rcvd</th><th>BOOK Cash Paid</th><th>Bal.</th><th>Chq Rcvd.</th><th>Chq Paid</th><th>Bal.</th></tr><tr><td>July 1.</td><td>Op. Bal</td><td></td><td></td><td></td><td>20000</td><td></td><td></td><td>30000</td></tr><tr><td>1</td><td>Purchase Furniture</td><td></td><td></td><td>10000</td><td>10000</td><td></td><td></td><td>30000</td></tr><tr><td>3</td><td>Sales</td><td></td><td>15000</td><td></td><td>25000</td><td></td><td></td><td>30000</td></tr><tr><td>5</td><td>Stationary</td><td></td><td></td><td></td><td></td><td></td><td>5550</td><td>24450</td></tr><tr><td>10</td><td>Cash withdrawn</td><td></td><td>6000</td><td></td><td>31000</td><td></td><td>6000</td><td>18450</td></tr><tr><td>15</td><td>Paid salary</td><td></td><td></td><td>6500</td><td>24500</td><td></td><td></td><td>18450</td></tr><tr><td>20</td><td>Sales</td><td></td><td>20000</td><td></td><td>44500</td><td></td><td></td><td>18450</td></tr><tr><td>30</td><td>Bank deposit</td><td></td><td></td><td>15000</td><td>29500</td><td>15000</td><td></td><td>33450</td></tr><tr><td>30</td><td>rent</td><td></td><td></td><td>5000</td><td>24500</td><td></td><td></td><td>33450</td></tr></table>									Date	Description	Vno.	CASH Cash rcvd	BOOK Cash Paid	Bal.	Chq Rcvd.	Chq Paid	Bal.	July 1.	Op. Bal				20000			30000	1	Purchase Furniture			10000	10000			30000	3	Sales		15000		25000			30000	5	Stationary						5550	24450	10	Cash withdrawn		6000		31000		6000	18450	15	Paid salary			6500	24500			18450	20	Sales		20000		44500			18450	30	Bank deposit			15000	29500	15000		33450	30	rent			5000	24500			33450	1/2 X 10 = 5
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