Sample Question Paper-1

ICSE 2024 EXAMINATION Specimen Paper Issued Board in july 2023 Commercial Applications

Class:-X Session 2023-24

SOLVED

Maximum Marks: 100

Time allowed: Two hours

Answers to this Paper must be written on the paper provided separately.

You will not be allowed to write during the first 15 minutes.

This time is to be spect in reading the question paper.

The time given at the head of this Paper is the time allowed for writing the answers.

Attempt all questions from Section A and any four questions from Section B.

The intended marks for questions or parts of questions are given in brackets[].

SECTION-A

(Attempt all questions from this Section.)

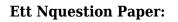
(Do not copy the question, write the correct answers only.)

1	Choose the correct answers to the questions from the given options.			[20
	(i) Identify which of the following does not have an opening balance.			23700
		(A) Balance sheet	(B) Income and Expenditure	
		(C) Receipts and Payment account	(D) Profit and Loss account	
	(ii) The power and value of a brand which adds to the product is called .			
	-	(A) Brand lovalty	(B) Brand quality	
		(C) Brand equity	(D) Brand publicity	
	CHARLES.	Inventory control is a part of		
		(A) Place mix	(B) Product Mix	
		(C) Promotion Mix	(D) Price Mix	
	fiv) The products bought after comparing quality, price etc., of different brands are known as			
	March 1	(A) Shopping Products	(B) Industrial Products	
		(C) Convenience Products	(D) Specialty Products	
	CVA	Identify an example of Nationalised Bank		
	-	(A) Union Bank of India and State Bank of	India.	
		(B) Citi Bank and HDFC Bank		
		(C) ICICI Bank and Axis Bank		
		(D) American Express Bank and Yes Bank		
	(vi) With reference to steps in personal selling, which statement is (are) correct?			
	 Prospecting means, locating and identifying the potential buyers for sales. 			
		2. Prospecting means, to make face to face		
		A. Prospecting means, after meeting buyer		
	4. Prospecting makes well trained sales force			
		(A) 2 & 3.	(8) 1, 8: 4.	
		(C) Only 4.	(D) Only 1.	
	(vii) The traditional channel employed in the distribution of consumer goods is			
	(A) Manufacturer - Consumer			
		(B) Manufacturer - Retailer		
		4C) Manufacturer - Wholesaler - Dataller -	Consumption	

(D) Manufacturer - Agent - Wholesaler - Retailer - Consumer

Ett Nquestion Paper

Daniel F McAuley



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