

Second Term Evaluation - 2025

Grade

13

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Subject

Business Studies (I)

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Time

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Name

- **Answer all questions on this paper itself.**
- **Select the correct answers for questions from 1 – 30 and write its number on the dotted line given.**
- **Write short answers for the question from 31 – 50 on the dotted line given.**

02. Various stages of business evaluation and events related to those stages are shown in the table below.

Stage	Events
1. Self-sufficient economy	A. Start of auxiliary services
2. Barter System	B. Large-scale production
3. Use of money	C. Direct production
4. Industrial revolution	D. Start of trade

When the above answers are matched correctly

- 1A, 2C, 3B, 4D
- 1B, 2D, 3C, 4A
- 1C, 2A, 3B, 4D
- 1D, 2A, 3C, 4B
- 1C, 2D, 3A, 4B

(.....)

- 1

The above events, when classified as natural environmental factors and global environmental factors, are presented as

1. BCE/ADC
2. DF/ABCE
3. ADF / BCE
4. BCDE /AF
5. ADEF/BC (.....)

04. Mrs. Sudheera, a wise consumer, always pays attention to the quality of the goods when purchasing goods, asks the prices of the goods from the vendors, and spends a lot of time comparing prices. What is reflected in the above incident?

1. Right to consumer education
2. Social awareness
3. Right to be heard
4. Right to choose
5. Right to be informed (.....)

05. The following are various types of companies and their related characteristics.

Types of business organizations

characteristics

- | | |
|---------------------------------|---|
| A. Foreign companies | 1. Registered on the stock exchange |
| B. State companies | 2. Restricted for a public issue |
| C. Listed companies | 3. Established outside Sri Lanka |
| D. Company limited by guarantee | 4. Business operations are prohibited within Sri Lanka. |
| E. Off-shore companies | 5. Under government control |

When the above companies and their characteristics are correctly matched,

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

06. Below are some of the benefits that the franchisee and franchisor receive from the franchise business system.

- A. Being able to enter a large business
- B. The probability of failure is negligible
- C. Fulfilling the obligations of the franchisee according to a franchise agreement
- D. Receiving a Royalty payment
- E. Being able to obtain financial facilities
- F. Business expansion

Select the answer, showing the separate benefits gained by the franchisor and franchisee

	franchisor	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

(.....)

07. The following are several organizational, social and economic benefits gained through entrepreneurship
- A. Creation of new job opportunities
 - B. Expansion of business activities
 - C. Increase the standard of living
 - D. Continuous growth
 - E. Development of new markets
 - F. Consumption of new goods and services

Select the correct answer, which includes only the social and economic benefits.

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

08. Kosala paid Rs. 100,000 in cash to purchase a laptop computer priced at Rs. 200,000 from Company X and agreed with the company to pay the remaining Rs. 100,000 later.

Select the answer that includes the primary functions of money.

- A. Acting as a store of value
- B. Being a medium of exchange
- C. Acting as a deferred payment
- D. Being a standard of value for measuring

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

09. The two main types of bank loans are

- 1. Business and consumer loan services
- 2. Long-term and short-term loan services
- 3. Permanent and temporary overdraft facilities
- 4. Institutional and personal loan services
- 5. Commodity credit and trade credit services (.....)

10. The Central Bank of Sri Lanka uses the minimum deposit amount to be deposited when issuing letters of credit is

- 1. Quantitative Credit Limits
- 2. Open Market Operations
- 3. Qualitative Credit Limits
- 4. Money Supply Control
- 5. Import Limitation (.....)

11. Following are several **systems** of transportation and logistics service systems and some products suitable for each type.

A	B
a. Balanced Logistics Systems	1. Gas beverage bottle
b. Heavy Inbound Logistics Systems	2. Weapons
c. Heavy Outbound Logistics Systems	3. Consumer goods
d. Reverse Logistics Systems	4. Aircraft

Which is the option that correctly matches the column A & B?

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

12. below are some of the advantages and disadvantages of different communication media.

- A. Ability to present information in more detail
- B. Widely available
- C. Nonexistence of proof that the information has been communicated
- D. Ability to present information fast and confidentially
- E. Lack of immediate response

Select the answer that includes the advantage and disadvantage related to written communication.

1. A & D
2. A& E
3. B & C
4. A & B
5. D& E (.....)

(13) Below table shows some insurance coverages and types of insurance.

Insurance coverage	Insurance type
1. Third party fire and theft insurance	A. Life insurance
2. Whole life insurance	B. Marine insurance
3. Consequential losses policy	C. Motor traffic insurance
4. Future time policy	D. Fire insurance

Select the option that correctly matches the insurance coverage with the insurance type in order.

1. CDBA
2. CADB
3. DACB
4. CDAB
5. DBAC (.....)

(14) Select the international organization that provides financial and technical assistance as well as observes the balance of payment and exchange ratios.

1. World Trade Organization (WTO)
2. Asian Development Bank (ADB)
3. International Monetary Fund (IMF)
4. International bank of reconstruction and development
5. European Union (EU) (.....)

(15) Middle east countries associated with foreign trade by export crude oil is,

1. Relative cost advantage
2. Goods promotion
3. Trade barriers being minimized
4. The inequality distribution of natural resources.
5. Retaining a legal monopoly in some countries with regards to some products.

(.....)

(16) Select the most suitable statement relating to management and functions of management.

1. Management is the process of implementing a specific solution to a problem.
2. Planning is the process of implementing the steps taken to achieve the goals and objectives of an organization.
3. Organizing is the process of allocating resources to achieve the goals and objectives of an organization.
4. Leadership is the process of influencing employees to achieve the goals and objectives of an organization.
5. Controlling is comparing the actual performance with planned performance of an organization, identifying the variance if any and taking necessary actions to correct them.

(.....)

(17) The direct benefit of doing the right thing in the right way in a manufacturing organization is,

1. Increase of good will of the business.
2. Increased resources utilization in the business.
3. Decreased efficiency of the business.
4. Increased productivity of the business.
5. Increased cost of production of the business.

(.....)

(18) What is span of control?

1. The part of the job assigned to an employee.
2. The accountability of an employee to a manager.
3. The number of subordinates directly report to a particular manager.
4. Employee should be responsible for one and only supervisor.
5. A manager's ability to command.

(.....)

(19) Select the sub role of management which is provide information to external parties representing organization.

1. Spokesperson
2. Disseminator
3. Liaison
4. Negotiator
5. Leader

(.....)

(20) Following are the several sources of power,

1. Legitimate power
2. Coercive power
3. Reward power
4. Referent power
5. Expert power

Select the correct answer which represent the power that is received form the post.

- | | | |
|--------|--------|--------|
| 1. ABC | 2. ACE | 3. BCD |
| 4. BDE | 5. CDE | |

(.....)

(21) What is the leadership style that the leader gives the highest liberty to subordinates in performing task?

1. Democratic leader
 2. Autocratic leader
 3. Task oriented leader
 4. Laissez – faire leader
 5. Situational leader
- (.....)

(22) All the activities related to produce high quality goods and services using resources to the fulfillment of the goals and objectives of an organization.

1. Operational management
 2. Marketing management
 3. Financial management
 4. Research and development
 5. Human resource management
- (.....)

(23) The value of the product increases by adding a value to the inputs at each stage in the conversion process and that is referred to as,

- | | | |
|------------------|-------------------|-----------|
| 1. Selling price | 2. Added value | 3. Profit |
| 4. Surplus | 5. Improved value | (.....) |

(24) The activities carried out in a wider manner for a certain future period of time by a production firm regarding what type of goods and services should be produced, how they should be produced, how many of them should be produced and when they should be produced as known as,

1. Production controlling
 2. Production engineering
 3. Production planning
 4. Research and development
 5. Purchasing of materials
- (.....)

(25) Following tables shows different types of layout plans and suitable types of business organizations.

Types of layout plans

1. Product layout
2. Cellular layout
3. Fixed position layout
4. Process layout

Types of businesses

- A. Garment factories
- B. Furniture manufacturing companies
- C. Motor vehicle manufacturing companies
- D. Building construction activities

Select the correct matching of the above combination.

- | | | |
|---------|---------|---------|
| 1. BADC | 2. CBDA | 3. CADB |
| 4. BDAC | 5. BDCA | (.....) |

(26) The answer which shows only the elements of quality,

1. Proper functioning / Suitability / Durability / Zero defects / In accordance with standards
 2. Suitability / In accordance with standards / Safety / Durability / Legality / Zero defects
 3. In accordance with standards / Safety / Legality / Durability / High class / proper functioning
 4. Legality / Proper functioning / Durability / Zero defects / Suitability / Reliability
 5. Proper functioning / Durability / In accordance with standards / Suitability / Safety / Reliability
- (.....)

(27) The following details presents the aspects of the holistic marketing concept and their related details.

Aspects	Discription
1. Integrated Marketing	A. Emphasizing that business objectives, customer satisfaction, and social attention should be directed towards society as well.
2. Performance Marketing	B. Ensuring that all employees in the organization collaborate and actively work together to provide excellent service to customers.
3. Internal Marketing	C. Building long-term, mutually beneficial relationships with all stakeholders in the business.
4. Relationship Marketing	D. Ensuring that all variables of the marketing mix should operate with the goal of satisfying target customers.

Which is the correct option that correctly matches the column A and B.

- 1.DABC
- 2.ABDC
- 3.DBAC
- 4.CABD
- 5.CDBA

(.....)

(28) Out of the followings which variables, entitled only for service marketing mix?

1. Waiter, advertising, Incentives
2. Direct marketers, Discounters, Brands
3. Doctor, The process of automated services, wifi
4. Supervisor, Inventories, Quality
5. Transportation, Packages, Wifi

(.....)

(29) Receiving a protection for the product, easy to identify, providing information and brings an attractive look have to be considered in planning a package the above mention information comes under,

1. Nature of the product
2. Technological eligibility
3. Convenience to the trader
4. Usefulness to the consumer
5. Benefits to the product

(.....)

(30) The main aim of financial management is,

1. Profit maximization
2. Maximizing earning per share
3. Sales maximization
4. Maximization the business-related value of the owners.
5. Survival in the market.

(.....)

Answer questions 31 – 40 by filling the blank with suitable words.

(31) a) The different ways of fulfilling human needs are known as and those are important for of humans.

b) In, human activities for the protection of global environment and for considering on how to do effective changes without destroying the natural environment.

(32) a) Through internal price stability, it is expected to and is done through external price stability.

b) ISO 22000 ensures and is offered for the good manufacturing practices of the organizations.

(33) a) Insuring back a risk that is undertaken by an insurance company by itself under another insurance company or many is known as and dividing the risk of a higher value property among several insurance companies and in case of a damage for that property all the companies participate for the compensation proportionately is known as

b) Basic two parts of marine insurance are and

(34) a) The way the receiver acts on what he heard or read is known as and it is a/ an of the communication process.

b) An institutional network based on internet which has been facilitated reach the data, the institute and the service provided by this is available only for Persons.

(35) a) is having the necessary space for various parties to engage in the import and export of goods without any barriers.

b) Import entry is the document that must be submitted to the by the Confirming the importer's ownership to the goods received to the port.

(36) a) The ability to influence the behavior of an individual or a group with the purpose to achieve of a particular organization is met by

b) is an index prepared to explain the things to be done and not to be done specifically when fulfilling a task and is an explanation of the resources required for a specific task and the way employing them shown through dividing them into main and sub section.

(37) a) The prospectations that an organization expect to fulfill in the long run are known as and the short term prospectations that are expected to be fulfilled by an organization are known as

b) Human skills are equally important to the managers and Skills are more needed by the first line managers.

(38) a) If actual performance tally with the, then the can be said to be satisfactory.

b) Taking steps to repair a machine of a factory, it having been inactive is an example for control and correct maintenance of machinery is an example for control.

(39) a) Some of importance of operations management are the ability to face the successfully in the global environment and the ability to reduce production cost and improve

b) Planning of facilities for preparing an production procedure is known as operational layout planning.

(40) a) The sum of the fixed cost and cost is the cost.

b) Holding stocks so as not to create any shortage nor of stocks with the cost is meant by optimum stock.

For questions 41 -50, write the specific answers the specific provided.

41. Write down which environmental forces pose the following threats to a business.

Threats	environmental force
1. Stopping lending
2. Declining purchasing power
3. Adopting successful promotional methods
4. A Chinese company is preparing to start business in the country next year

42. Name 4 instruments used by the Central Bank to implement monetary policy in Sri Lanka.

1.
2.
3.
4.

(43) Name four (04) entrepreneurial skills.

- i) ii)
- iii) iv)

(44) Name the parties involved in a credit card transaction.

- i) ii)
- iii) iv)

(45) Name four (04) payment methods of foreign trade.

- i) ii)
- iii) iv)

(46) Mention four (04) factors caused to the economic development of a country.

- i.
- ii.
- iii.
- iv.

(47) State four (04) quality control techniques.

- i.
- ii.
- iii.
- iv.

(48) Name four (04) matters to be considered in purchasing materials.

- i) ii)
- iii) iv)

(49) In a business organization, actual number production units were equal to the estimated production units. What are the reasons affected to the above situation.

- i.
- ii.
- iii.
- iv.

(50) Mention four (04) examples for the long-term financial requirements or fixed capital requirements.

- i.
- ii.
- iii.
- iv.