

General Certificate of Education (A/L)
Business Studies

for Grade 12 & 13
**Guide on
Multiple Choice
Questions**



Commerce Department, Faculty of Science & Technology

National Institute of Education

Maharagama, Sri Lanka

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General Certificate of Education (Advanced Level)

Guide on Multiple Choice Questions

For Grade 12 and 13

Commerce Department

National Institute of Education

Maharagama

www.nie.lk

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Business Studies

Grade 12 & 13

Guide for Multiple Choice Questions

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Message from the Director General

With the primary objectives of realizing the National Educational Goals recommended by the National Education commission, the then prevalent content-based curriculum was modernized and the first phase of the new competency-based curriculum was introduced to the eight-year curriculum cycle of the primary and secondary education in Sri Lanka in the year 2007.

The second phase of the curriculum cycle thus initiated was introduced to the education system in the year 2015 as a result of a curriculum rationalization process based on research findings and various proposals made by stake holders.

Accordingly, the G.C.E (A/L), syllabus rationalization process will be implemented from the year 2017. In this rationalization process, a bottom – up vertical combination is used to systematically build the competency of all subjects from the primary level to the advanced level, minimizing the repetition of the same subject content in different subjects, limiting subject content and horizontal combinations have also been used to create a functional student – friendly curriculum.

The teachers' guide helps teachers to plan and implement practical activities in the classroom. This Guide on Multiple Answer is introduced with the objective of providing guidance to the classroom-based assessment and evaluation. It is very much necessary that this Guide on Multiple Answer is used along with the teachers' guide to make it more meaningful and effective. With this the teachers are given freedom to select classroom activities that facilitate the process of students achieving learning competencies. Further, this Guide on Multiple Choice Questions is helpful for the students to assure the content included in various materials developed related to the subject.

The principal objective of the rationalized syllabus, new teachers' guide, and the , Guide on Multiple Choice Questions which are in action since 2017 is to convert the student population of the country into a human resource empowered with competencies needed for world of work.

I take this opportunity to pay my gratitude to all those who involved in making this Guide on Multiple Choice Questions a reality. Particularly, I wish to thank the staff of the departments of NIE involved in curriculum development, the Academic Affairs Board, NIE Council, all the resource persons and other parties.

Dr. Sunil Jayantha Nawarathne
Director General
National Institute of Education

Guidance and Approval: Academic Affairs Board
National Institute of Education

Subject Coordinator: Mr. Ananda Maddumage
Senior Lecturer
National Institute of Education

Curriculum Committee

Internal Resource Persons

Ms. P.H. Kusumawathi Director
Department of Commerce
National Institute of Education

Ms. M.A. Indra Padmini Perera Director
Department of Examination
National Institute of Education

Mr. K Prabhakaran Director
Department of Tamil
National Institute of Education

Mr. Ananda Maddumage Senior Lecturer
Department of Commerce
National Institute of Education

Mr.D.C.L.R.Ajith Kumara Lecturer
Department of Commerce
National Institute of Education

Mr. S.R. Rathnajeewa Lecturer
Department of Commerce
National Institute of Education

Mrs.Gayathri Geekiyanage Assistant Lecturer
Department of Commerce
National Institute of Education

Mr.I.Kailasapathy Assistant Lecturer
Department of Commerce
National Institute of Education

External Resource Persons

Professor W.P.Gamini De Alwis	Professor Faculty of Management and Accountancy University of Colombo
Ms. R. Kodippiliarachchi	ISA, Zonal Education Office, Thambutthegama
Mr. W.A. Dayarathne	ISA, Zonal Education Office, Tangalle
Ms. K.D. Pushpa Ranjani	ISA, Zonal Education Office, Mathugama
Ms. J.S.M.Sumithra Kumari Jayaweera	SLTS 1, WP/Jaya Sri Rahula Girls College, Malambe
Ms. W.A.K.K. Wiyathunga	SLTS 1, Rathnawali Girls College, Gampaha
Ms. W.I.M.P.W.Ilangasinghe	SLTS 1, Sirimavo Bandaranayake College, Colombo 07
Mr. J.L.Somarathna	Teacher Service, Mahanama College, Thirappane
Ms.Jessica Wijayawickrama	Principal, Holy Family Conventt, Maravila
Mr.K. W.M. Sarath Bandara	Teacher Service, Ke/Dehi/ Siriwardhana M.V., Yatiyanthota
Ms. Sirima Nanayakkara	Lecturer(R), National College of Education, Maharagama
Ms.Ramziya Mohideen	Teacher Service, Muslim Maha Vidyalaya, Kaluthara
Mr. P.H. Samantha Kusumsiri	Teacher Service, Ananda College, Colombo 10.
Ms. W.A. Gayani Udaya Darshika	Teacher Service, Kuli/Central College, Kuliypitiya.
Mr. L.G. Senadheera	Teacher Service, Presidents' College, Maharagama
Mr. Saman Wijesekara	Teacher Service, D.S.Senanayaka College, Colombo 08
Mr.S.A.D Subasinghe	Teacher Service, Dharmaraja College, Kandy
Mr. P.A. Ananda	Parackrama Maha Vidyalaya, Panagoda, Homagama
Mr. R.P. Gunapala	ISA, Zonal Education Office, Tangalle
Language Editing	Lecturer Mangala Gunarathne, Department of Sinhala Language, National Institute of Education
Computer Setting	Ms. Janaki Dasanayaka, Management Assistant, National Institute of Education Ms. Vindya Dayawansha, Management Assistant, National Institute of Education
Other Assistance	Mr. W.A.R. Wickrema Arachchi, National Institute of Education

Guide to set up Multiple Choice Questions

Business Studies subject possesses a special place in GCE A/L examination and also it is a practical subject. This subject, guides students to understand and use the various concepts connected to the dynamic business world and to use it as the foundation of their lives. Another reason for the uniqueness of this subject is it is a combined subject of various other subjects like Economics, Sociology, Management and entrepreneurship.

The first 30 questions of the Business Studies paper, firstly faced by the 2019 A/L students, are multiple choice questions. 18 subject units are taught in Business Studies and they are accessed through various types of questions covering all those units. This Multiple Choice Questions Guide presents many questions covering all subject units. The prominent objective of this book is to provide the teachers with better understanding regarding various areas to be concerned when setting questions on behalf of the students. Proper referring of this book helps students also to uplift their ability of successful answering for the multiple choice questions in their examinations. However, following facts have been supplied to provide understanding on theoretical and particle uses of multiple choice questions in order to make this book referred effectively.

Qualifications to set up questions

It should be very careful in setting up of questions. It is very important to be proficient in the subject matters. There should be proper understanding about the psychological and educational level of the student fronting the question. The knowledge on setting up of various types of multiple choice questions is unique.

The ways of obtaining ideas to set questions

Writing of questions should not be done merely. Paying attention towards following methods helps to set very successful questions.

- **Referring to the related books and newspapers**

A better understanding of the subject and its scope can be obtained by referring to the Syllabus and Teachers Guide. Suitable subject areas to set questions should be selected through related materials and reference books. Referring to the materials guides to prevent excluding from the syllabus and to set up questions creatively.

- **Concentration over the common mistakes in the Tests**

A new idea can be generated by knowing the common mistakes of the students in their tests and by analyzing the reasons for those mistakes. The tools like marking schemes, subject Assessment Reports Chief Controller Test Reports can be very useful.

- **The experience of working with students**

According to the experience of working with students, the ability of generating new ideas to collect essential facts in setting up of questions should be evaluated by examining the written notes and homework of the students done in the class room and at home.

- **The performance analysis written properly based on the learning objectives can also be used.**

Questions should be prepared providing the acquisition of competency by analyzing deeply the content of the Teachers Guide and Syllabus.

- **Studying of the question papers and their various patterns.**

You can take the opportunity to obtain necessary ideas by studying past papers and various types of settings of them in order to present questions newly and creatively according to the new syllabus.

Types of Test Items

There are two types of tests in setting up of questions.

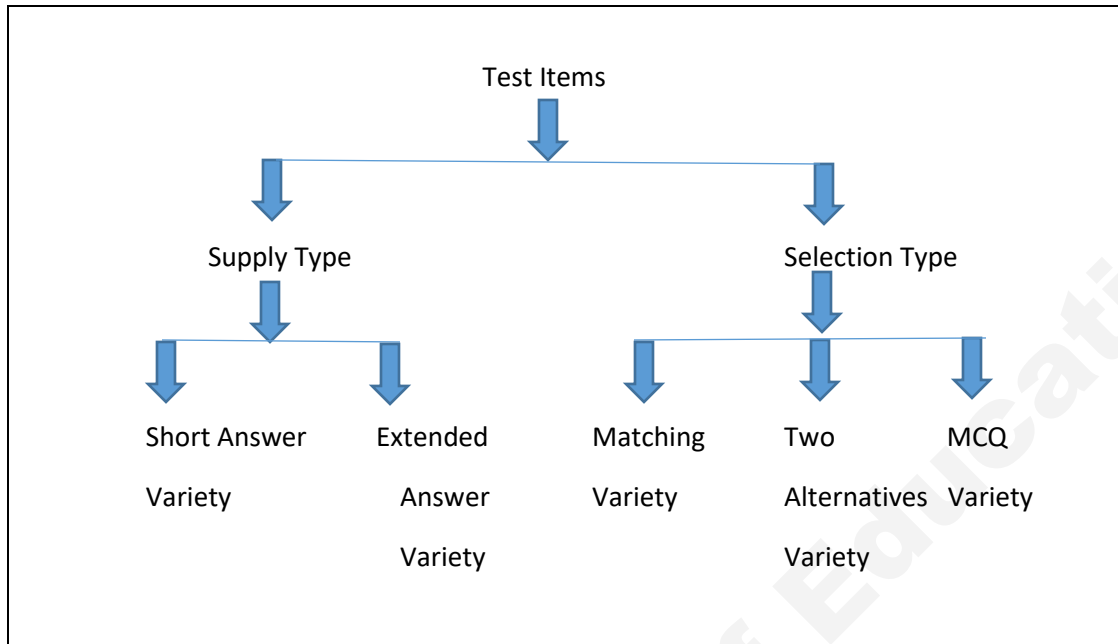
1. Objective Items
2. Subjective/ Essay Type Questions

Objective test item means the question having only one accepted answer. The answer does not have various ideas or opinions and also the personal views of examiner do not affect the marking. The mark given by several examiners are the same for the questions which have specific answer. Therefore, the high reliability of the results is an evidence itself for the validity.

Essay type test item is a wide and open type of test. There is not a single specific correct answer. The marks given by two examiners for the same essay are different mostly. Thus the differences of the marks are the nature of these types of questions. The validity of these types of test items are low because of the lack of agreement among the examiners.

The Objective Items are of two types.

1. Supply Type Items
2. Selection Type Items



Here we pay our attention towards the Multiple Choice out of the above written test items.

Multiple Choice Item

There are two parts in a multiple choice question and those are stem and choices. The statement or description which comes first is called stem. These types of questions are more effective and can be used in measuring memory and high mental competencies. It seems that there should be major two features in writing multiple answers.

01. There should be the correct answer or answers in the choices.
02. The wrong answers in the choices should be deceitful as much as possible,

Matters to be concerned in setting up of multiple choice questions.

- The choices should be presented simply so as to the examinee can easily understand. The language should not be problematic.
- The correct or wrong answer or answers should not be identified at the first sight.
- The words used in test items should not be with very specific meanings, dual meaning or multi meaning words. This method should be followed in every possible events.
- Standard methods should be used in presenting the question. Mismatching words or methods should not be used.
- External strategies that limit the selection of correct answer should not be used. Unnecessary spacing, using misleading marks, unusual words should be avoided.
- It is a crucial responsibility of a paper setter to use positive words and to avoid negative words. And also the paper must not be too much difficult.
- It is very much important to maintain the words, method of writing questions, pattern of writing, in a way that matches the age, ability, and the challenge that equals to the selected group expected to be tested.

- The provision of hints regarding the answer must be avoided and also the correct answer being longer, shorter or written in more formal way than other choices should be prevented. Writing the correct answer of whole questionnaire in the same style should be avoided.
- The statements or paragraphs directly relating to the subject should not be quoted from a specific book.
- The answers and the instructions should be provided clearly and simply. The instructions should be clearly given as “select the answer, select the most suitable answer, select the answers only etc.”
- It is necessary to examine the ideas in the field in relevant to setting multiple choice answers. The acceptance of the field is that the examiners have high similarity in marking multiple choice questions. The reason is the multiple choice questions are with high reliability. However, strengths and weaknesses of multiple choice questions are as follows.

Strengthens of multiple choice questions

- A longer time should not be taken and considerable amount of questions can be included in the paper. Thus the ability of covering a wide subject content is a strong strength. The criticism immersed regarding the failure of essay type questions to represent the syllabus completely can be replied by the multiple choice questions.
- The marking of answer is easy and it does not take a longer time to evaluate. The answering of questions and evaluation of answers consume a minimum time. It is easy to mark the answers and the professionals are not needed to evaluate papers because this is in technical nature but essay type answers should be evaluated by professionals.
- As the test is highly trust worthy the personal dogma does not affect. This is a strengthen of multiple choice questions. Essay type questions evaluation does not have above impartiality and the variance of marks spreads widely.
- The best type of questions to test memory is the multiple choice questions. The idea of professionals is if these questions are planned properly the high psychological capabilities like understanding and usage also can be measured.

Weaknesses of Multiple Choice Questions

- The preparation of multiple choice questions is very difficult. Even though these tests are spread rapidly and consist with many strengthens, there are issues which have been arisen due to the lack of proficiency of the setting paper. There is a need of training inspectors too in the field.
- Although the multiple choice questions can be set in order to cover the syllabus, it is difficult to evaluate whole knowledge perfectly through this. The question pays attention towards the small area of a problem, and the overall subject matter is minimally concerned. Non-representation of the whole problem is a reasonable criticism against this multiple choice question. Each multiple choice question tests different distinctive matters and a small part of memory is tested. Therefore, a nature of forgetting the entire subject area can be seen, according to the educators. This trend affects the teaching style of the teachers too. The teachers forget the

interrelationship among the subject matters and tests various subject matters separately as questions and teach accordingly.

- It is easy to mark multiple choice questions. Even though marking doesn't cost much, the weakness is the difficulty in setting questions and comparatively higher cost in printing compared to essay type questions. Therefore, maintaining this type of method in the school system is a difficult task in many countries.
- This method has been charged due to the weakening of creativity and essay writing of students. Multiple choice questions develop logical thinking. But the writing skills and presenting ideas are not developed. To minimize these issues essay type questions are also included in a paper. Business studies Paper consists with two parts and second part leads to essay type questions to balance this situation.
- Another weakness is that the ability of guessing answers even without the knowledge. The probability of guessing the correct answer in multiple choices question with 4 is 25%. It is 20% when it is with 5 choices.
- Another criticism against multiple choice question is the possibility of copying. Even though this is an issue of organizing examinations, the essay type questions do not face this issue and therefore educators mention that this is also a problem connected to multiple choice questions. But this possibility of copying is not a fundamental error of multiple choice questions, it is a weakness of examiners.

Various Methods of Presenting Multiple Choice Questions

There are various methods of setting multiple choice questions and they are as follows.

- **Variety of selecting the most suitable answer**

Here the correct answers presented in the choices may be more than one. But one answer out of them is more appropriate. The examinee must find that. It is important to have an ability of finding that correct answer with perfect knowledge specifically without any doubt.

Example 1:

Sumanadasa wants to transport 800kg vegetables from Dambulla to Colombo. He asked from several persons regarding the most suitable method for this and followings are the answers received by him. The most suitable method from these answers is to transport,

1. By train
2. Hiring a lorry
3. Using a public transport bus
4. Using a waterway
5. Using his own three-wheeler.

(.....)

Example 02:

The statement which denotes management correctly is,

1. Getting work done by other people efficiently
2. Performing some task within a specific time period at a minimum cost
3. The art of getting work done by others in order to create effectiveness in a dynamic environment.
4. An operation process which converts inputs into outputs in order to achieve unexpressed objectives of a business.
5. A process of planning, organizing, leading and controlling in order to achieve stated goals of an organization.

(.....)

- **Question Type**

The stem of the question is presented as a question. Here the question has only one answer. The examinee should find that answer.

Example 01:

The act that should be referred with regard to partnerships in the absence of some matter in a partnership agreement.

- | | |
|-----------------------------|-------------------------------|
| 1. Business names ordinance | 4. Fraud fraudulent ordinance |
| 2. Companies act | 5. Limited partnerships act |
| 3. Partnership ordinance | |

(.....)

Example 02:

The objective of management is utilizing organizational resources efficiently and effectively. The answer which denotes the concepts “efficiency” and “effectiveness” in the correct order,

1. Doing right thing in the right way
2. Doing the right thing in the wrong way
3. Doing the wrong thing in the right way
4. Doing the wrong thing in the wrong way
5. Doing the expected thing in a specific time

(.....)

- **Type of incomplete statements**

Here the stem of the question is given as an incomplete statement, when the correct answer is selected the statement becomes complete.

Example 01:

The main objective of green entrepreneurship is,

1. To introducing new goods and services
2. To expand market
3. To increase quality of life
4. To create a positive impact on natural environment
5. To completely utilize waste resources

(.....)

Example 2:

Organizing jobs using the common features contained in the work is a step in organizing. Those steps are called,

1. As the setting of working standards
2. As departmentalization
3. As the delegating of authority and responsibility
4. As task recognition
5. As a combination

(.....)

- **Multiple response test type**

Here the examiner is invited to select more than one answer out of the answers given with the question and select all the correct answers.

Example 1:

Below are some of the benefits associated with different businesses. Choose from a range of options that are unique to a sole proprietorship.

1. Reducing the risk by splitting the losses
2. Ability to get started easily
3. Ability to raise a large amount of capital
4. Ability to make independent as well as quick decisions
5. Availability of stock market membership

(.....)

Example 2:

The following are some examples of decisions made by a manager. Among those examples, select the ones that belong to the Planning examples.

1. It was decided to give Mr. Ramanayake the **power/authorities** to sign all checks.
2. When recruiting, it was decided to recruit both men and women between the ages of 25-35.
3. It was concluded that the quality of the raw materials used affected the quality of the goods.
4. A special program has been prepared to improve the quality of the goods and its steps are also announced.
5. Increase the attendance allowance by 25% to increase the attendance of employees

(.....)

- **Type of selecting wrong answer**

Here the question is presented in negative nature. There is one wrong answer among choices. The examinee needs selecting the wrong or non-relevant answer. The educators' idea is this type of questions is not suitable according to psychological principles. But negative type questions can be seen when setting question papers. Even though including two to three questions like this can be accepted, it should be minimized as much as possible.

Example 01:

Which one of following is not a benefit that can be received as a benefit of e-commerce.

1. Having opportunities to enter the international market
2. Minimum documentation
3. Ability to purchase products by inspecting them
4. Ability to perform duty being at home
5. Minimizing of holding stocks

(.....)

Example 02:

Which one of following is not related to a production layout

1. Process
2. Flow
3. Product
4. Fixed Position
5. Cellular

(.....)

- **Combination Type**

This type of questions is used in testing the knowledge of examinee regarding more than one matters in relevant to some theme. The importance here is the ability of testing complex knowledge.

Example 01:

Following are some Business Social responsibilities of a business

- A- Equality
- B- Green Production
- C- Vocational Safety
- D- Efficient Management
- E- Health Facilities
- F- Supplying Employment Opportunities

Select the answer which includes BSR towards employees only,

1. ACE 2. ABC 3. CEF 4. BDE 5. CBF

(.....)

Example 02:

The package of a product is important not only for producers and sellers but also for customers, following are some matters proving that statement.

- A. Ability to utilize for other uses.
- B. Giving an attractive appearance
- C. To select
- D. For easy storage
- E. Easiness to exhibit

Among the above, the benefits to the seller of a package include,

1. AB 2. AC 3. BC 4. CD 5. DE

(.....)

- **Type of Giving Specific Quantity**

This type of questions is used to check the ability of specifying the correct answer.

Examples 01:

There are Main objectives of Central Bank of Sri Lanka. They are,

- A. Maintaining economic and price stability.
- B. Creating the financial system stability
- C. Controlling exchange rate policy

- D. Operating monetary policy
- E. Managing foreign reserves of Sri Lanka
- F. Acting as the banker of banks
- G. Launching economics researches and publishing them

Select the correct answer which denotes the answer for the blank and the relevant choices

1. Two and A,B,
2. Three and ABC
3. Four and DEBG
4. Five and ABDFG
5. Six and ABDEFG

(.....)

Example 02:

The four management functions

1. Labour, Land, Capital, Entrepreneurship
2. Finance, operations, Marketing, Human Resource
3. Planning, Organizing, Leading, Controlling
4. Policies, Objectives, Processes, Activities
5. Organizing, Leading, Communication, Leading

(.....)

• Type of Substitution

These can be used to find whether the student can use the knowledge into action. This can also be referred as the replacement type. This test item can be used in filling the blanks of a given question, or presenting some examples through choices

Example 01:

Janaka purchased a land suitable for his roofing tile business in order to operate this business by combining his resources successfully. He collected clay and employees around his factory area. Machineries are taken from the town.

Select the answer which shows production factors denoting the above underlined words,

1. Entrepreneurship, Capital, Labour, Land
2. Capital, Information, Knowledge, Entrepreneurship
3. Entrepreneurship, Land, Labour, Capital
4. Capital, Land, Knowledge, Entrepreneurship
5. Information, Capital, Labour, Land

(.....)

Example 02:

Following is a quotation from the speech of the CEO of Master Products (pvt) Ltd.

“The last year profit of our business **(i)** is 6% only. But we expected **(ii)** 10% profit. **(iii)** If we want to decide the suitable actions to recover, **(iv)** We need to find the reasons for decreasing profit.”

The answer which denotes the steps of controlling relating to I, ii, iii, iv,

1. Establishing Standards, Identifying Variances, Taking corrective actions, Measuring performance
2. Measuring performance, establishing standards, taking corrective actions, identifying variances
3. Measuring performance, Establishing standards, Identifying variances, Taking corrective actions
4. Identifying variances, Establishing standards, Measuring performance, Taking corrective actions
5. Establishing standards, Measuring performance, Identifying variances, Taking corrective actions

(.....)

Even though the multiple choice questions can be classified according to various methods the setting of question paper as a combination of all the above types can be seen when evaluating past papers. More over Matching Variety also can be seen

Examples 01:

Criteria on classifying businesses are shown in X column and the way of classification is given in column Y.

X	Y
1. Nature of production	A. Small scale, Large Scale
2. Ownership	B. Agriculture, Industrial, Services
3. Objectives	C. Primary, Secondary, Territory
4. Scale	D. Private, Public
5. Production sectors	E. Profit Oriented, Non - profit oriented

Select the answer to the classification in column Y Classification related to the criteria mentioned in column X respectively.

1. CBAED 2. ECDAB 3. ACEDB 4. CDEAB 5. BADEC

(.....)

Example 02:

Column P shows the explanation of Industrial Actions and Column Q shows the type of trade union actions

P	Q
<ol style="list-style-type: none">1. Performing only the duties legally delegated2. Stopping the employees work and stopping the machineries3. Slowing the work deliberately4. Protesting in public places by fasting5. employees do not allow to close the business premises and also they do not perform duties	<ol style="list-style-type: none">A. BoycottB. Sit-insC. FastingD. Go slowE. Work to rule

When above P and Q are matched correctly the correct answer is,

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

(.....)

However, teachers should dedicate to prepare A/L students for 30 multiple choice questions with 5 choices each, set for Business Studies paper in GCE A/L examination. As the set-up of the questions in the new syllabus has not been changes, you will be able to make students face multiple choice questions better by paying more attention towards preparing test items.

Ananda Maddumage
Senior Lecturer
Subject Coordinator: Business Studies
Department of Commerce
National Institute of Education

MULTIPLE CHOICE QUESTIONS

1. Introduction to Business and Business Environment

01. Following is a special news of the government.

The government states that it has made special preparations to provide extra trains to facilitate the passengers who go their villages in this festive season, the tickets can be reserved through the internet, and a special programme is conducted to the security of the people who come to the city to purchase the essential **food items** and **textiles**.

The answer that contains only the wants according to the above case study is,

- (1) Transportation, train, textile
- (2) Transportation, Inter-net, safety
- (3) Transportation, train, food
- (4) Food, transportation, textile
- (5) Train, transportation, textile, Internet

(.....)

02. The answer that consists of the characteristics of the above highlighted concepts in the above case is

- (1) Tangibility, Homogeneity, Physical existence
- (2) Intangibility, Variability, Physical existence
- (3) Can be stored, Tangibility, Variability
- (4) Variability, Physical existence, Can be stored
- (5) Intangibility, Homogeneity, Physical existence

(.....)

03. Following are several “characteristics of business” and “business functions”.

- A. Fulfilling of needs and wants
- B. Continuous transactions
- C. Adding value to resources
- D. Creating wants
- E. Selling and exchange taking place

07. The reason for the high prices of vegetables in last festive season are the impact of the bad weather and increasing in the consumer demand.

Select the answer which shows the environmental factors respectively according to the above statement,

- (1) Economic environment, Natural Environment, Cultural environment, Demographic environment
- (2) Cultural environment, Demographic environment, Economic environment, Natural Environment,
- (3) Cultural environment, Natural environment, Economic environment, Economic environment,
- (4) Political environment, Demographic environment, Cultural environment, Economic environment,
- (5) Demographic environment, Natural Environment, Economic environment, Political environment,

(.....)

08. 'X' column represents the criteria of classifying the business and 'y' column shows things included in these ways of classification.

X	Y
1. Nature of production	A. Small scale, Large scale
2. Ownership	B. Agriculture, Industrial, Service
3. Purpose	C. Primary, Secondary, Tertiary
4. Scale	D. Private, Public
5. Sector of production	E. Profit oriented, non-profit oriented

Select the relevant classification, that matches with the criteria in column 'x' respectively

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

(.....)

09. Janaka purchased a land suitable for his roofing tile business in order to operate this business by combining his resources successfully. He collected clay and employees around his factory area. Machines are taken from the town.

Select the correct answer which represent the factors of production respectively.

- (1) Entrepreneurship, Capital, Labor, Land
- (2) Capital, Information, Knowledge, Entrepreneurship,
- (3) Entrepreneurship, Land, Labor, Capital
- (4) Capital, Land, Knowledge, Entrepreneurship
- (5) Information, Capital, labor, land

(.....)

10. Randika hopes starting a garment factory and now he is engaging in preparing business plan. When he is recording the factors of production what should be recorded as capital,

- (1) Machinery, cash, equipment, type of business organization
- (2) Buildings, premises, working capital, borrowings
- (3) Assets, liabilities, cash, employees knowledge
- (4) Machinery, cash, buildings, equipment's
- (5) Borrowings, furniture, technology, machinery

(.....)

- Answer the questions 11, 12, 13 by studying the following case carefully.

11. Perera a **Licensed owner of a gem mine** produces ornaments with new designs **using new machinery form the gem extracted from his mine**, for the youth and earns a high **income** by selling them.

The correct answer which includes the macroeconomic factors respectively by the bold words.

- (1) Political environment, Economic environment, Technological environment, Demographic environment
- (2) Legal environment, Technological environment, Natural environment, Economic environment,
- (3) Political environment, Natural environment, Global environment, Demographic environment

- (4) Legal environment, Technological environment, Global environment, Economic environment
 - (5) Political environment, Natural Environment, Technological environment, Demographic environment (.....)
12. The business of the above case namely the gem mine, the production of ornaments and the selling of them respectively belong to
- (1) Primary production business, Secondary production business, Service production business
 - (2) Primary production business, Secondary production business, Territory production business
 - (3) Agricultural production business, Services production business, Industrial production business,
 - (4) Small scale production business, Medium scale production business, large scale production business
 - (5) Industrial production business, Secondary production business, service production business (.....)
13. Select the answer which denotes the factors of production relating to **Jem Mine, Mr. Perera,** and **modern machineries** respectively.
- 1. Land, Labour, Capital
 - 2. Entrepreneursip, Land, Capital
 - 3. Land, Entrepreneurship, Capital
 - 4. Capital, Entrepreneurship, Land
 - 5. Labour, Capital, Land
- (.....)

14. Super hotel owner Arjuna Ekanayake has opened his newest branch in Nugegoda. He was shocked to learn that a foreign hotelier was preparing to open a state-of-the-art hotel in the Nugegoda area. By what name can a foreign hotelier be called in this case?

- (1) As a competitor
- (2) Substitution Manufacturer
- (3) As a potential investor
- (4) As a customer
- (5) As a supplier

(.....)

15. Arjuna Ekanayaka an owner of a range of luxury hotels opened his newest branch at Nugegoda. He was shocked to hear that a foreigner is going to open a hotel in the same area. What is the term that you can use to introduce this foreigner in this case.

- 1. Competitor
- 2. Substitution provider
- 3. Potential Investor
- 4. Customer
- 5. Supplier

(.....)

16. Following are several bases used to classify the products and the classifications of the products are given below.

Base	Classification
Tangibility	1. Consumer goods and industrial goods
Durability	2. Goods and services
Usage	3. Durability goods and non-durability goods

What is the correct answer that matches the classification with the base in order.

- (1) 1, 2, 3
- (2) 2, 1, 3
- (3) 2, 3, 1

(4) 1, 3, 2

(5) 3, 2, 1

(.....)

16. Following table show the parties who influence a business, the business environment they belong to, add the reasons for their interest towards the business.

Parties	Business Environment	Reason for interest
1. Owners 2. Customers C. Government	1. Macro environment II. internal Environment III. Task Environment	A. Business growth B. Enact taxes reuse and regulations C. Goods and services with goods quality

Select the correct answer that matches the party, business environment and the reasons for the interest in order,

(1) 1, II A, / 2,III,C/3,I,B

(2) 1,III,B/2,II,A/3,I,C

(3) 1,I,C/2,I,A/3,II,B

(4) 1,I,A/2,III,B/3,II,C

(5) 1,II,B/2,I,C/3,III,A

(.....)

17. Rupika an owner of a beauty salon & bought a television for the use of her salon, The buying of this television belongs to

(1) Convenient goods

(2) Special goods

(3) Business goods

(4) Consumer goods

(5) Unsought goods

(.....)

18. Following table shows the factors of production and some example for them. Select the answer that matches factors of production with the component correctly and respectively

X	Y
A. Land	i. Managers

B. Labor	ii. Buildings
C. Capital	iii. Sun Light
D. Entrepreneurship	iv. Sole Proprietorship

- (1) A ii, B i, C iii, D iv (2) A i, B ii, C iv, D iii
 (3) A iii, B iv, C i, D ii (4) A ii, B iii, C i, D iv
 (5) A iii, B i, C ii, D iv

(.....)

19. Following are some statements related to a business environment.

- (A) The forces of the task environment influence internal environment
 (B) Internal environment consists of groups or specific organizations that influencing the business.
 (C) Opportunities are found in internal environment and the strengths are found in external environment
 (D) All the strengths of the task environmental forces should be utilized.
 (E) The purchasing power which influence the existence of business depend on economic factors.

The answer that includes the correct statements is,

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

(.....)

20. Following are the several factors related to business environment.

- a. Competitors b. Owners
 c. Government d. Employees
 e. Business resources f. Costumers
 g. Population mix

The answer that includes only the factors which make strengths and weakness is,

- (1) d, e and f (2) a, e and g
 (3) b, d and e (4) d, f and g
 (5) b, c and e

(.....)

21. There is a common process in any business. Inputs are converted in to outputs in this process. The answer that denotes the outputs process correctly is,

- (1) Inputs → Production process → Output

(2) Inputs	→	Business functions	→	Output
(3) Inputs	→	Management process	→	Output
(4) Inputs	→	Conversion process	→	Output
(5) Inputs	→	Operations process	→	Output
(.....)				

22. Following are several business activities and functions.

- A. Maintaining the business documents
- B. Training the employees
- C. Fulfilling the needs and wants
- D. Controlling the cash of the business
- E. Adding value to resources

(.....)

The answer which shows the business activities and business functions respectively is,

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

(.....)

23. Sri Lanka is a multiracial country. There are various religions, beliefs and customs. The above statement denotes,

- (1) Only about social and cultural environment
- (2) Only about Demographic environment
- (3) About the global and demographic environment
- (4) About Economic, Social & Cultural Environment
- (5) About demographic, social and cultural environment

(.....)

24. Although the business environment factor or faces are discussed separately, there is an inter-relationship among them. Select the statement which denotes that inter-relationship

- (1) Business environment is of two folds as internal environment and external environment.

- (2) External business environment is classified as task environment and macro environment.
- (3) Businessmen cannot influence on macro environment factors.
- (4) Some political policies influence on economic environment.
- (5) Technological environment does not always make favorable impacts on businesses.

(.....)

25. Various parties are interested in businesses and businesses also interested in those parties.

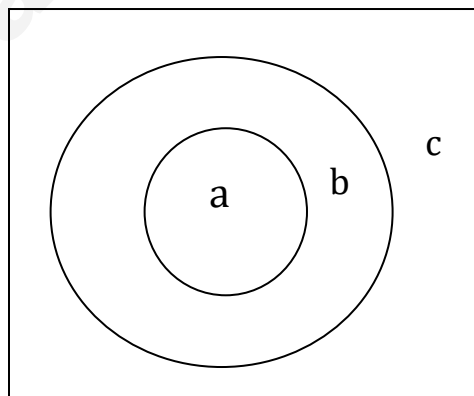
Following 'X' and 'Y' columns denote same information related to it.

X	Y
1. Government	a. To ensure the existence
2. Managers	b. To receive special reliefs
3. Employees	c. To improve the productivity
4. Owners	d. To have the growth of the business

Select the correct answer which compare the X column and Y column correctly.

- (1) a, b, c, d
 - (2) c, a, d, b
 - (3) d, b, c, a
 - (4) b, d, c, a
 - (5) b, c, d, a
- (.....)

- Following diagram illustrates the classification of business environment. Answer the questions 26 and 27 by studying that.



26. The environments that refer the letters **b** and **c** here

- (1) Internal environment and external environment
- (2) Task environment and business environment
- (3) Macro environment and business environment
- (4) Task environment and macro environment
- (5) Internal environment and task environment

(.....)

27. Select the answer that includes the variables of the environment which denoted by **b** in the above diagram.

- (1) Owners, Customers, Suppliers
- (2) Owners, Suppliers, employees
- (3) Suppliers, customers, employees
- (4) Employees, managers, customers
- (5) Customers, suppliers, competitors

(.....)

28. Dhanasiri earns some income by purchasing Puhul Dosi (Melon Candy) from the producer Gunapala and selling them to his friends at a profit. This process can be called as,

- | | |
|-------------|---------------|
| 1. Commerce | 2. Trade |
| 3. Selling | 4. Industries |
| 5. Business | |

(.....)

29. Following statements are related to basic concepts of the subject business studies.

1. Any activity which fulfills human needs is called as (I)
2. The wants backed by purchasing power is (II)
3. (III)..... are a bundle of benefits offered to the market to satisfy consumer needs and wants.
4. (IV)..... are the basis for wants.

The answer which contains the correct concepts of the above blanks I, II, III, IV, is,

- (1) Business functions, Basic needs, Services, Demand

- (2) Business, Transactions, Goods, Needs
- (3) Business activities, Food, Services, Needs
- (4) Business, Demand, Products, Needs
- (5) Business functions, Demand, Goods, Consumers

(.....)

30. Following X column shows the environment forces and Y column shows the weaknesses in relevant to them.

X	Y
A- Owners	1.Having Misconducts
B- Managers	2.Non-establishment of a code of ethics
C- Employees	3.Conflicts among roles
D- Organisational Culture	4.Weak financial strength
E- Organisation Structure	5.Making wrong decisions

When above columns are matched accurately, the correct answer is,

- 1) 4,5,1,2,3 2) 5,4,3,2,1 3) 1,2,3,4,5 4) 3,2,1,5,4 5) 2,3,4,5,1

31. Following are some definitions defining business concept,

- (1) The production of goods and services to satisfy the human needs and wants are done by the business.
- (2) Businesses can be continued with profit motive or without profit motive.
- (3) Businesses are continued by the group of individuals or by an individual.
- (4) Business is engaged in any occupational activity.

Select the statements which show only correct concepts.

- (1) 1 and 4 only (2) 1, 2 and 3 only (3) 2 and 4 only
(4) 2 and 3 only (5) 2, 3 and 4 only

(.....)

32. Following are the statements related to the business environment. Select the answer which includes the statements that do not relate to macro environment factors.

- (1) Inability to supply orders on time due to delaying of the raw materials at the right time.

- (2) Suppliers increases the prices of goods and services as the price levels of goods and services are increasing
- (3) The high availability of substitute goods and services is a threat for the business and it gives opportunities to other businesses
- (4) The rules and regulations enacted under political and legal environment can be advantageous or disadvantageous to the businessmen.
- (5) Commercial banks should obtain permissions from Central Bank of Sri Lanka before establishing ATM s

(1). 1,2 & 3

(2). 1 & 3

(3). 4 & 5

(4). 3,4,5

(5). 5

(.....)

33. Which one of following is not a benefit that can be received by as a result of the expansion of e-commerce.

- (1) Having opportunity to enter into the international market
- (2) Minimum documentation
- (3) Ability to purchase products after inspecting
- (4) Ability to work being at home.
- (5) Minimum requirement in holding stock

(.....)

2. Business Social Responsibility and Business Ethics

34. Following are several social responsibilities that a business may follows.

Select the social responsibilities related only to the employees.

- A- Equility
- B- Green Prodction
- C- Occupational Safety
- D- Efficient Management
- E- Health Facilities
- F- Supplying employment opportunities

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

$$\left(\begin{array}{cccccccc} \cdot & \cdot & \cdot & \cdot & \cdot & \cdot & \cdot & \cdot \end{array} \right)$$

35. Following table states the social responsibilities and the parties to whom the social responsibilities should be fulfilled.

The party to whom the social responsibility should be fulfilled	Social responsibility
A. Customers	1. Economic benefits
B. Employees	2. Protect the consumer rights
C. Owners	3. Equality
D. Society	4. Waste management
	5. Dedication

Select the correct answer that matches the social responsibilities with the parties to whom the social responsibilities would be fulfilled.

- (1) 2, 3, 1, 4 (2) 2, 5, 1, 4 (3) 1, 3, 4, 5
(4) 3, 1, 4, 2 (5) 4, 3, 5, 1 (.....)

36. Sampath a producer of fruits and vegetables using carbonic fertilizer, has built up the reliability about himself by distributing his production at reasonable prices.

The answer that **isn't related** regarding the above producer is,

- (1) Fulfilling's of social responsibility
(2) Distributing goods of reasonable prices
(3) Doing environmentally friendly production activities
(4) Increasing the profit of the business
(5) Facing the competition

(.....)

37. The group which include the benefits to a business by fulfilling the social responsibilities.

- (1) Ensure the existence/increase the goodwill/occupational society
(2) Ensure the existence/customer loyalty/increase the competition
(3) Customer loyalty/occupational safety/increase the competition
(4) Satisfaction of customers/increasing goodwill/ensure the existence
(5) Customer loyalty/minimize the production cost/customer reliability

(.....)

38. Social responsibility to be fulfilled by a business to customers and employees are given below.

- | | |
|-------------------------|-------------------------|
| A - being fair | B - Equality |
| C - minimize the damage | D - occupational safety |
| E - health facilities | F - protects rights |

The correct answer that matches the social responsibilities to each party respectively is,

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

39. The strategies which can be taken by a business to make the economic sustainable development and social sustainable development are given below.

- A. efficient use of resources
- B. providing equal opportunities
- C. creating of jobs
- D. social integrity
- E. Risk Management
- F. International participation

Select the group that includes the steps which are relevant only for social sustainable development.

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

40. The expectation of the activities of saving the resources for the future generation and protecting the global environment is,

- | | |
|---|--------------------------------------|
| (1) Human sustainable development | (2) Social sustainable development |
| (3) Environment sustainable development | (4) Economic Sustainable development |
| (5) Sustainable development | |
- (.....)

41. Sustainable Development is established on three pillars. What is the answer which includes them.

- (1) Economic sustainable development, Environment Sustainable protection, Technological Sustainable Development
 - (2) Economic sustainable development, Environment Sustainable Protection, Social Sustainable Development
 - (3) Environment Sustainable Protection, Social Sustainable Development, Global Sustainable Development
 - (4) Social Sustainable Development, Global Sustainable Development, Technological Sustainable Development
 - (5) Global Sustainable Development, Environment Sustainable Protection, Legal Sustainable Development
- (.....)

42. Following quotations is from the speech delivered by a divisional secretary at a meeting of small-scale business.

"As businessmen you must identify your customers well when doing business activities. You should adhere the business ethics. It is necessary to do the good to all parties of the business by understanding what is good and what is bad. The business has to act correctly towards the other parties while it is achieving the business objectives."

The statement which explains the business ethics correctly according to the above information.

- (1) Businessmen should identify the customers.
- (2) It is necessary to have a consideration about the customers as well as the business.
- (3) It is necessary to perform well to all parties by understanding what is good and what is bad.
- (4) It is necessary to treat correctly to all parties.
- (5) It is necessary to follow the business ethics to achieve the business goals.

(.....)

43. Following are some actions taken by the businessmen in the business world.

- * Stealing patent rights
- * Advertisements that mislead the consumers
- * Production of goods with defects
- * Neglecting the paying back to deposit holders

These businessmen have violated.

- (1) Business social responsibilities
- (2) Business ethics
- (3) Human rights
- (4) Business policies
- (5) Consumer rights

(.....)

44. You have been asked to prepare a code of ethics to a business producing bulbs.
What factors to be considered directly by you when preparing that code of ethics?

- (1) Customers, employees, competitors, production cost
- (2) Customers, employees, competitors, Social culture
- (3) Employees, competitors, Organization culture, production cost
- (4) Employees, Managers, Producers of substitutes, production plan
- (5) Customers, employees, social culture, Cost of living

(.....)

03. The Government and Business

45. The government institutions that impact on businesses and the way the government intervene to businesses are shown in the column X and Y respectively.

	X	Y
1	The Central Government	A. Issue of revenue license annually for vehicles
2	Provincial councils	B. Disposal of garbage
3	Local government bodies	C. Provision of electricity D. Approving the Building Plan E. Provisions of monthly transport permits for private buses F. Implementation of acts relevant to consumption

The answer that matches X and Y respectively is,

- (1) CF, AE, BD (4) CD, AB, EF
(2) CE, AB, DF (5) CD, AF, BE
(3) CA, BE, DF

(.....)

46. The economic stability comprises of internal and external price stability. The external price stability means,
- (1) Maintaining the stability of interest rate
 - (2) Maintaining the stability of price level
 - (3) Maintaining the stability of foreign exchange rate
 - (4) Maintaining the stability of inflation

- (5) Maintaining the stability of the government tax policy. (.....)

47.

Few various ways that a government receives tax income are given below. The group which shows accurately only the **direct tax** income is,

- | | |
|----------------------|---------------------|
| A - Income tax | E - Withholding Tax |
| B - Value added tax | F - Production Tax |
| C - Capital gain tax | |
| D - Custom duty | |

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

48.

Given below are few economic goals of the government and the ways that businesses contribute to full those goals,

- | |
|---|
| A - Economic growth and development |
| B - Use of indigenous resources |
| C - Full employment |
| D - Economic stability |
| E - Following of rules and regulations |
| F - Contribution for employment |
| G - Fair income distribution |
| H - Minimization of the damage occurring to the environment |

Out to them, the statements which shows only the economic goals of the government is,

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

49.

Submitting the government budget of 2016 to the parliament, the minister of finance stated that the 20% of more money has been allocated for capital expenditure in comparison to the last year.

The groups that includes only the capital expenditures is,

- | |
|--|
| (1) Construction of highways, Salaries and wages, Payment of interest, Construction of air port |
| (2) Construction of highways, Payment of interest, Construction of Bridges, Construction of port |
| (3) Salaries and wages, payment of interest, defense spending, construction of port |
| (4) Construction of highways, Construction of bridges, construction of port, construction of airport |

- (5) Salaries and wages, Payment of interest, Defense spending, Construction of airport
(.....)

50.

Which one of followings is an objective of Sri Lanka Standard Institution,

1. Implementing ISO Standards
2. Formulating Standards
3. Introducing Standard marking system
4. Quality controlling and Implementing international standards.
5. Promoting consumer education

(.....)

51. Select the correct answer in relevant to the instruments used to operate monetary policy,

1. Standard depository facility rate means the interest rate charged by CBSL from commercial banks when they obtain funds by keeping government securities as guarantees
2. Money supply decreases by decreasing statutory reserve requirements and the money supply increases by increasing statutory reserve requirement.
3. The qualitative measures of controlling money supply can affect the total money supply of the country.
4. The credits supplies by the Central bank to commercial banks as the lender of last resort is called as Standard depository credit facility.
5. When the CBSL purchases securities money supply is expanded and when it sells securities money supply is decreased.

(.....)

52. Given below are few internationally accepted consumer rights

- A The right to satisfy basic needs
- B The right to safety
- C The right to redress
- D The right to consumer education
- E The right to be informed
- F The right to choice
- G The right to live in a healthy environment
- H The right to be heard

Among them, the answer that shows accurately the rights that have been declared by the International Organization of Consumer Association is,

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

(.....)

04. Business Organization

53. Three brothers from the same family conduct a business named “Good Mackerel Private company” to produce high quality canned fish by using modern technology. The underline words above show common characteristics of a formal organization. Select the answer that represents them accurately and respectively.
- (1) Having a goal, engaging in an economic activity, having a business name, having a group of people
 - (2) Having a group of people, Having a business name, having a goal, engaging in an economic activity
 - (3) Having a group of people, having a goal, engaging in an economic activity, having a business name
 - (4) Having a business name, having a group of people, having a goal, engaging in an economic activity

- (05) Engaging in an economic activity, having a group of people, having a goal, having a business name

(.....)

Given below are various business organizations that can be seen in the business world.

- A - Private companies
- B - Government corporation
- C - Sole proprietorships
- D - Government companies
- E - Co-operatives
- F - Partnerships

54. Out of them the answer that includes the private sector business organizations is,

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

(.....)

55. A type of business organization belongs to government and private sector

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

(.....)

56. Given below are few characteristics of various business organizations.

- A - Procuring capital on one's own
- B - Paying tax on the name of the business
- C - Collective decisions making
- D - Liability is borne by the owner
- E - Enjoying profit or loss alone
- F - Ability to perform independently

Out of them, the answer that includes only the characteristics of a sole proprietorship is,

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

(.....)

57. Sunil Premasiri intend to start a pharmacy named "Sapatha" by recruiting six employees.

The answer group that includes the rules and regulations applicable for this business is,

- (1) Companies Act/Business names Ordinance/Consumer Affairs Authority Act/Special License
- (2) Partnership Ordinance/Sanitary Certificate/Employee Provident Fund Act/ business Names ordinance
- (3) Shop and Office Employee Act/Companies Act/Consumer Affairs Authority Act/partnership Ordinance
- (4) Business Names Ordinance/Special License/Employee Provident Fund Act/Consumer Affairs Authority Act
- (5) Business names Ordinance/Companies Act/Consumer Affairs Authority Act/Special License

(.....)

58. The act that can be made applicable regarding the activities of partnership if there is no partnership deed or for a fact that is not mentioned in a partnership deed is,

- (1) Business Names Ordinance
- (2) Companies Act
- (3) Partnership Ordinance
- (4) Prevention of Frauds Ordinance
- (5) Limited Partnership Ordinance

(.....)

59. Given below are few advantages and disadvantages of partnership is,

- A - Loss is shared among partners
- B - Liability is unlimited
- C - Easy to commence
- D - A union of diversified skilled persons
- E - No legal personality
- F - Profit is shared among partners
- G- Ability to raise a higher capital

Out of above, the answer group that shows separately the advantages and the disadvantages of partnership is,

- (1) A, C, D, G are a'dvantages, whereas B E F are disadvantages
- (2) A B D G are advantages, whereas C E F are disadvantages

- (3) B C D E are advantages, whereas A F G are disadvantages
- (4) A C F G are advantages, whereas B D F are disadvantages
- (5) B D E G are advantages, whereas A C F are disadvantages

(.....)

60. Given below are few characteristics of incorporated companies.

- A - Shares can be issued to the public
- B - The maximum number of shareholders is 50.
- C - Capital can be raised by issuing shares and debentures.
- D - The minimum number of directors is 01
- E - Credit rating test is required prior to the distribution of dividends to shareholders

Select the correct answer regarding public companies and private companies.

Characteristic of public companies		Characteristic of private companies
(1)	A, C, E	B, D
(2)	A, B, C	D, E
(3)	A, B, D	C, E
(4)	B, C, D	A, E
(5)	B, D, E	A, C

(.....)

61. Given below are various characteristics of business organization

- A - Enjoying profit alone
- B - While liability is unlimited it is shared among few persons
- C - Becoming successful through collective decisions making
- D - Profit/Loss is shared among few persons
- E - Having a legal Personality
- F - The number of members is between 2 and 20

Out of them the answer that includes the characteristics elegant only to partnership business is,

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

(.....)

62. The main advantages for a partnership business in having a partnership deed is,

- (1) No problems will be arising regarding the sharing of profit/loss
- (2) Minimization of the space that cause disputes among partners
- (3) Mentioning of how each partners should be employed for daily activities of the business
- (4) Mentioning about duties and responsibilities of each partner
- (5) Mentioning about objective of partnership business

(.....)

63. Given below are few documents that have to be submitted when registered a business.

- A - Application of the registration
- B - Articles of Association
- C - Two copies of the proposed by-laws
- D - The minute of the general meeting at which the resolution to register the society was passed.
- E - Feasibility report pertaining to the economic activities proposed to engage in
- F - Statutory Declaration

Among the above, the documents that should be submitted when for the registered of a co-operative society are,

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

(.....)

64. Though Hiru, Sandu and Tharu conduct a partnership business, they don't have a partnership deed. Select the correct answer regarding this business.

- (1) The profit / loss should be shared according to the ratio of the invested capital.
- (2) Salary should be paid for the service rendered by the partners.
- (3) Only one person can participate for the management activities.
- (4) The partners are entitled a 5% interest for the additional capital they invest.
- (5) Partners cannot bear expenses personally on behalf of the business.

(.....)

65. Select the suitable statement regarding a public limited company among the statement given below.

- (1) The minimum number of directors is 01, and the maximum is unlimited.
- (2) The minimum number of members is 02, and the maximum is unlimited.
- (3) Credit rating test is required prior to the distribution of dividends.

- (4) Accounting and Auditing are not compulsory.
- (5) Tax cannot be paid under the name of the company.

(.....)

66. Given below are few characteristics of the Co – Operative Business. Among them, the answer group that includes the significant characteristics of a co-operative business.

- A - An independent organization
- B - Democratically controlled business
- C - Concerning over the society
- D - One member receives one voting power
- E - Voluntary and open membership
- F - Profit is not the basic objective

Among the above, the answer that differentiates the features based for co operatives and cooperative policies

Features based for Co operatives	Policies
1. ABC	DEF
2. ADF	BCE
3. BCD	AEF
4. DEF	ABC
5. AEF	BCD

(.....)

67. Select the correct answer group that includes the facts included in Article Association.

- (1) The statement containing the consent of the directors of the company/The name of the secretary of the company / objects of the company
- (2) Objects of the company/The rights of shareholders/the name of the secretary of the company
- (3) The rights and bonds of shareholders / Objects of the company/The management and the administration of the company
- (4) The route map for reaching the main office of the company/objects of the company/The statement containing the consent of the directors of the company
- (5) The rights of shareholders /The route map for reaching the main office of the company/ The statement containing the consent of the directors of the company.

(.....)

68. The name of the relevant organization published under job vacancies section of a newspaper was mentioned as "Dalkandure tea of PLC". The conclusion that you can certainly come up by observing the above name of the company is,

- (1) It is a public company which isn't listed on the stock exchange.
- (2) It is a company which cannot issue shares publicly to people.
- (3) It is a public company which producers and exports tea.
- (4) It is a public company which has raised fund by issuing debentures.
- (5) It is a public company which can transact shares publicly on Colombo stock exchange.

(.....)

69. Given below are few characteristics of incorporated companies.

- A - The number of members is between 1-50.
- B - Ability to raise capital by issuing shares to public
- C - Having one director is sufficient
- D - Ability to become a listed company
- E - Having a legal personality

Out of the above the answer that includes only the characteristic of a private company is,

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

(.....)

70. Given below are the names of three incorporated companies.

- A - Gunawardena (Pvt) Limited
- B - Netma company PLC
- C - Asha International company Ltd

Among the above, a company that has been registered on the Colombo stock exchange so.

- (1) Only B
- (2) Only C
- (03) Only A and C
- (4) Only B and C
- (5) All A, B and C

(.....)

71. Following are some features of Business Organisations. Select the answer which includes the features specified only for co-operatives.

- A. An independent organization
- B. Having a democratic control
- C. Having profit motive

D. A collection of voluntarily gathered persons

E. Unlimited liability

(1) ABC (2) ABD (3) ACE (4) BCD (5) CDE

(.....)

72. Select a correct statement from the following statements

- (1) Combination of a number of companies engaged in different stages of the business chain is a horizontal combination.
- (2) Combination of two or more companies conducting similar business activities is vertical combination.
- (3) Combination of companies engaged in business in different geographical regions is market extension combination.
- (4) The acquisition is the transformation of two or more companies doing business separately, into a single entity.
- (5) Combination of companies not of the same types but of the different types is conglomerate combination.

(.....)

73. Given below are few benefits that the franchise and franchisee get from franchise business.

- A - Ability to enter into a large business
- B - The risk or tendency of failure is low
- C - Fulfilment of the responsibility according to franchise agreement.
- D - Receiving of a royalty
- E - Ability to obtain financial facilities
- F - Expansion of the business

The answer that shows separately the benefits that the franchiser and franchisee get 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

(.....)

74. Below are some of the business organizations in column X and Some related information in column Y

X	Y
1. Government corporations 2. Partnerships 3. Co-operatives 4. Public limited companies 5. Government Departments	A. Every member receives voting power based on the number of shares they have purchased. B. Directly controlled under government C. Incorporated under special or general parliament act D. One member receives only one voting power E. Affecting the Business Names Ordinance

When above X and Y matched correctly the answer is,

- (1) ABDEC (2) BDCEA (3) CBAED (4) CEDAB (5) DACEB

(.....)

75. The type of business organizations that have a perpetual succession and unlimited liability but no legal personality is,

- (1) Government companies
- (2) Partnership
- (3) Government departments
- (4) Sole Proprietorship
- (5) Government corporations

(.....)

76. The following column A shows government sector business organizations and column B shows the example for those organizations.

A	B
(1) Government corporations	A. Sri Lankan Airlines

(2) Government departments	B. Departments of Posts Sri Lanka
(3) Government companies	C. Lanka Phosphate Company
	D. University Grant commission
	E. Sri Lanka Ports Authority
	F. Sri Lanka Railway Department
	G. Ceylon Electricity Board

When answer that correctly matches column x and y is.

- | | |
|-------------------|-------------------|
| (1) DEG/ BF / AC | (2) BE / ADG / CF |
| (3) BG / AF / CDF | (4) AB / DC / EFG |
| (5) BDF / AC / EF | |

(.....)

77. The type of the business organization which is established under the parliament Act and more than 51% of the capital of which is owned by the government or government affiliated institute is,

1. Government corporations
2. Government departments
3. Partnerships
4. Government companies
5. Public companies

(.....)

5. Entrepreneurship

78. Entrepreneurship is being the bridge between capital and labour. This definition is given by,

- (1) William D Bygrave
- (2) Joseph Schumpeter
- (3) Oxford Dictionary
- (4) International Labour Organisation
- (5) Peter F Drucker

(.....)

79. The main objective of green entrepreneurship is

- (1) Introducing new goods and services
- (2) Expansion of the market
- (3) Making high standard of life
- (4) Creating a positive impact on the Environment
- (5) Utilising wasting resources maximumly

(.....)

80. The main factor that has been used to distinguish Entrepreneurship from ordinary businessmen is.

- (1) Innovative and persistent
- (2) Innovative and courageous
- (3) Creativity and innovativeness
- (4) Creativity and risk taking
- (5) Risk taking and innovative

(.....)

81. Entrepreneur operates business activities and uses resources to achieve business objectives,

What is the step of entrepreneurial process which matches with above statement?

- 1. Discovery
- 2. Concept Development and preparing business plan
- 3. Resourcing
- 4. Actualization
- 5. Benefitting

(.....)

82. The following table shows the entrepreneurial trends and some cases related to them.

	Entrepreneurial Trends		Case
(1)	Global Entrepreneurship	A	The rotary society has started a learning center for children with special needs
(2)	Green entrepreneurship	B	Dill telecommunication company uses satellite technology to render the service.
(3)	Internal entrepreneurship	C	Star telecommunication company renders the service jointly with Net telecommunication company.
(4)	Social entrepreneurship	D	Nirmani company introduces a paperless office method.

The correct answer that matches the entrepreneurial trend with the relevant incidents is,

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

(.....)

83. Select the answer which shows the entrepreneurial process in the correct order,

- (1) Concept Development and preparing business plan/Resourcing/ Benefitting/Discovery/ Actualization
 (2) Resourcing/ Discovery / Concept Development and preparing business plan / Actualization/ Benefitting
 (3) Discovery / Concept Development and preparing business plan / Resourcing/ / Actualization/ Benefitting
 (4) Discovery / Resourcing/ Benefitting/ Concept Development and preparing business plan / Actualization
 (5) Concept Development and preparing business plan /Benefitting/ Discovery /Resourcing/Actualization

(.....)

84. Given below are some personal, institutional, socio-economic benefits from entrepreneurs.

- a - Social statues and acceptance
 b - Upliftment of the lifestyle of the people
 c - Self-satisfaction
 d - Continuous growth of the business
 e - Ability to face the competition
 f - Generate of new employment opportunities

Select the answer that lines up the personal, institutional and socio-economic benefits respectively.

- | | | | | | | | |
|-----|----|----|----|-----|----|----|---------|
| (1) | ac | bf | de | (2) | ab | ef | cd |
| (3) | ac | de | bf | (4) | af | de | bc |
| (5) | ac | df | be | | | | (.....) |

85. An entrepreneur is someone who perceives an opportunity and creates an organization to take advantages from it. All the activities and functions that are related in creating an organization to take advantage from perceived opportunity are in an entrepreneurial process. Accordingly, the statement that does not match the term entrepreneur is,

- (1) A person who invests in a business orientating a profit.
 - (2) A person who engages in management activities.
 - (3) A person who invests in a business and engage in management activities.
 - (4) A person who gains profit through facing risks.
 - (5) A person who makes changes through innovation.
- (.....)

86. There are similarities as well as differences between a businessman and an entrepreneur. The answer that includes the significant characteristics of an entrepreneur is.

- (1) Acts for profit, lives on business, Acts towards competition, undertakes risks.
 - (2) Performs safely, live on business, works cooperatively, starts a business on his own idea.
 - (3) Is a market leader, Acts by aiming the consumers
 - (4) Starts a business on his own idea, lives for business, undertakes risks, is a market leader.
 - (5) Works cooperatively, undertakes risks, lives on business, acts by aiming the consumers.
- (.....)

87. Given below are some introductions about few persons who engage in business activities.

- Susil - Has expanded the clothing shop inherited from his father by dividing into divisions such as men, women and children,
- Amal - Has started a garage after completing a diploma in technical college

- Nimal - Engages in agriculture traditionally. Presently he prepares vegetables, fruits and green leaves that are cultivated from organic farming for instant consumption.
- Ranil - Is a indigenous doctor who has introduced an Ayurveda instant pain killer?

Among the above persons.

- (1) While Susil and Nimal are not entrepreneurs, Amal and Ranil are entrepreneurs
 - (2) While Amal and Nimal are entrepreneurs, Susil and Ranil are businessmen.
 - (3) While Susil and Amal are businessmen, Nimal and Ranil are entrepreneurs.
 - (4) While Ranil, Amal and Nimal are entrepreneurs, Susil is a businessman.
 - (5) While, Ranil, Nimal and Susil are entrepreneurs Amal is a businessman.
- (.....)

Answer the question no 88 and 89 by reading the following paragraph.

Following is a part of a guest speech delivered on the commerce day of vidyananda vidyalaya

"Not everyone who engage in a business is an entrepreneur. There is no entrepreneurship if there is no preparation for risk taking nor creativity. While an entrepreneur works with full commitment, he is also self-confident. He has an ability to flexibly match with any environmental conditions. Moreover, he is a good leader; a good manager; a smart person to win over others as well as a good communicator. Only a person with entrepreneurial characteristics and entrepreneurial skills becomes an entrepreneur.

88. Select the answer that includes the entrepreneurial characteristics emphasized in the above paragraph.

- (1) Risk taking / creativity / leadership / commitment
- (2) Creativity / risk taking / commitment / self-confidence
- (3) Risk taking / self-confidence / flexibility / management
- (4) Risk taking / creativity / management / flexibility
- (5) Risk taking / commitment / leadership / flexibility

(.....)

89. The answer that includes entrepreneurial skills is.

- (1) Communication skills/Interpersonal skills/Creativity
- (2) Dedication/Communication skills/Management skills
- (3) Risk taking/management/ Dedication
- (4) Communication skills/Management/Interpersonal skills
- (5) Indipendence/Self confidence/ Leadership

(.....)

90. Which all the entrepreneurs are businessmen, all the businessmen are not entrepreneurs. Accordingly, the characteristic that distinguishes an entrepreneur from a businessman is,

- (1) The ability to work in a risky environment
- (2) The ability to get the work done through others
- (3) The ability to manage risk
- (4) The ability to respond to the existing condition.

(6) The ability to undertake any challenges

(.....)

91. Column X indicates entrepreneurial skills and column Y indicates their meanings.

X	Y
01. Interpersonal Skills	A - Encourages and directs their followers to get things done.
02. Management Skills	B - Maintains good coordination to achieve objectives.
03. Communication Skills	C - Maintains good relations with external and internal parties
04. Leadership Skills	D - Skills in planning, organizing, directing and controlling.

When the X column and the Y column are matched correctly, the answer is,

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

(.....)

6. Small and Medium Business

92. Different institutions use different criteria to identify small and medium scale business in Sri Lanka. The column A of the following table shows some of those institutions and column B shows the criteria they use.

		X	Y
	1.	The central bank of Sri Lanka	Number of employees
	2.	Industrial Technological Institute	Used Electricity
	3.	Department of Census and statistics	Invested capital

The correct answer that matches the institutions with the criteria they use is,

- (1) Invested capital / Electricity capacity used / number of employees
- (2) Electricity capacity used / number of employees / Invested capital
- (3) number of employees / Electricity capacity used / Invested capital
- (4) Electricity capacity used / Invested capital / number of employees
- (5) Invested capital / number of employees / Electricity capacity used

(.....)

93. Given below are few common characteristics that can be seen in businesses,

- A - Market being small
- B - Capital intensive methods being used most of the time
- C - The number of employees being less
- D - Invested capital being small
- E - Product are produced targeting local market
- F - Decision making being complex
- G - Strong legal requirements

Among above, select the answer that shows the characteristics relevant to small and medium sale business.

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

(.....)

94. The ways that the businesses contribute to the development of a country are given below,

- A - Using indigenous resources
- B - Regional development
- C - Minimizing urbanization problems

- D - Solutions for regional unemployment
- E - Manufacturing products targeting foreign market.

From the above, the category that describe how small & medium enterprises contribute to the economic development of a country is,

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

(.....)

95. Udari who aspires to start a small scale business asked Prasanna about the facts to be considered at starting and maintaining a small scale business. Given below are the answers provided by him.

- A - Type of business organization
- B - Market
- C - Capital raising
- D - Competition
- E - Self-Efficacy study

Among them the factor that should be considered at starting and maintaining the small and medium scale business is,

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

(.....)

96. Piumi, who maintained a small-scale business, said her friend Ashani that the reasons for the success of the business are the selling of her product island wide (.....), and the receipt of the money at needed time (.....), also the reason for the failure are, not having enough basic facilities to carry out the activities (.....), and having her own deficiencies in controlling (.....).

According to the above statement, select the answer that shows the technical terms in order to fill in the blanks, which contains the reasons caused for the success and the failure of Piumi's business.

- (1) Having and expanded market / having adequate financial facilities / no having adequate infrastructure and management deficiencies.
- (2) Having selling facilities/provision of tax relief/management deficiencies/and not having adequate infrastructure.
- (3) Having selling facilities/having adequate financial facilities/not having adequate technical service facilities/and management deficiencies

- (4) Having an expanded market/Provision of tax relief/not having adequate infrastructure facilities/and management deficiencies.
- (5) Having selling facilities/not having adequate financial facilities/not having adequate technical service facilities/and management deficiencies.

(.....)

97. Given below are few actions that the government has taken to motivate small and medium scale business

- A - Provision of tax relief
- B - Provision of infrastructure
- C - Provision of technological service facilities
- D - Provision of market facilities
- E - Provision of re-financial facilities

From above

- (1) A and C are financial incentives, whereas B, D, E are non-financial incentives.
- (2) A, D are financial incentives, whereas B, C, E are non-facilities incentives.
- (3) A, E are financial incentives, whereas B, C, D are non-financial incentives.
- (4) A, B are financial incentives, whereas C, D, E are non-financial incentives.
- (5) A, D are financial incentives, whereas B, C, E are non-financial incentives.

(.....)

98. Ashini who intended to conduct an ornamental flower nursery as a small scale, own business has already applied for **50,000 loans** from her bank. In addition, she has gained the **advice to arrange the nursery and the crafty knowledge to hybridize the ornamental flower plant** from government institutions.

Water buckets, small tools etc.... Have also been provided to arrange the nursery by those institutions to her.

Select the answer that shows in order, the incentives printed in **bold** above, which are provided by the government for small and medium scale business.

- (1) Financial, technical, consulting service, marketing facilities
- (2) Financial, infrastructure, consulting service, marketing facilities
- (3) Financial, consulting service, technological, infrastructure facilities
- (4) Financial, marketing, consulting service, technological service
- (5) Financial, technological, marketing, infrastructure facilities

(.....)

99. Sanka as a small and medium scale businessman has obtained various facilities from government institutions.

- A - Technological service facilities
- B - Financial facilities
- C - Consultancy service facilities
- D - Awarding Sri Lanka National Quality Awards

Select the answer that correctly includes the two government agencies that provided the above facilities to Sanka.

	Facilities	Institutions
(1)	A and D B and C	Sri Lanka Standards Institution Industrial Technological Institutions
(2)	A and C B and D	Industrial Development Board Sri Lanka Chamber of Small & Medium Industries
(3)	A and D B and C	National Development Bank Export Development Board
(4)	A and B C and D	Industrial Technological Institute Sri Lanka standard Institution
(5)	A and D B and C	National Enterprise Development Authority National Development Bank

(.....)

7. Money and Financial Institutions

100. The following table shows the types of money and the examples for them in column A and B respectively.

	X		Y
1.	Currency	A -	The balance in current account

2.	Bank money	B -	Coins & Notes
3.	Electronic money	C -	Fixed deposits
4.	Near money	D -	Credit cards

The answer group that includes the above types of money and the examples relevant to them in order is,

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

101. The basic feature that differentiate licensed commercial banks from licensed bank is,

- (1) Ability to maintain current accounts
(2) Ability to maintain time and saving deposits
(3) Ability to maintain time deposits and provide loans for entrepreneurs.
(4) Ability to maintain other deposits except for current accounts.
(5) Ability to provide leasing facilities

(.....)

102. The group that shows the parties relevant to unit trust correctly is,

- (1) Unit trustee, Unit fund, Unit Holders
(2) Unit trustee, fund management companies, Unit holders
(3) Unit trustee, Underwriters, Investors
(4) Fund management companies, Brokerage companies, Investors
(5) Unit trust guarantee company, fund management companies, Brokerage companies

(.....)

103. The advantage for customer when dealing with debit card instead of dealing with the credit card is,

- (1) No need to pay an interest
(2) Having an account is not essential
(3) Certainty of obtaining money for sale on credit
(4) A loan with an interest free time period
(5) Increase in turnover

(.....)

104. Given blow are few institutions that operate in Sri Lankan Financial System.

- A - Specialized Leasing Companies
B - Insurance Companies
C - Venture capital Companies
D - Employee's Provident Fund
-

- E - Unit Trust
F - Employee Trust Fund

Among the above, the answer that include the contractual saving institutions are,

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

(.....)

105. The answer group that shows accurately the parties connected directly when transacting through a credit card among the following parties is,

- A - Card holders B - Credit rating companies
C - Merchant D - Credit card Association
E - Account holder F - Firm that issues credit card
G - Credit Information Bureau

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

(.....)

106. The following table shows some kind of electronic money and the relevant explanations for them in column X and Y respectively.

	X		Y
(1)	Credit cards	A -	A card with a monetary value chip that can be used to store and get money from time to time
(2)	Debit card	B -	A special card that can be obtained by previously paying money to purchase goods and services even by the people without accounts.
(3)	Pre-paid cards	C -	A card that can be used by an account holder to withdraw money from ATM and to settle the payments of trades.
(4)	Smart cards	D -	A card issued by firms on a credit base to obtain goods and services from approved shops up to a certain value and to obtain money from ATM.

The answer group that shows accurately in order the explanations for the above kinds of electronic money is,

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

(.....)

107. The institutions of whose main function is to recover the loans being provided to customers by trade institution are known as,

- (1) Underwriters
- (2) Venture capital companies
- (3) Investment managers
- (4) Factoring Companies
- (5) Primary dealers

(.....)

108. Given below are some characteristics of money. Among them the characteristic that necessary should be in money is,

- A - Common acceptability
- B - High intrinsic value
- C - Having a metallic value
- D - Difficulty in duplicating
- E - Durability
- F - Scarcity

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

(.....)

109. The system that has been established to settle down payments of high value within a shorter period of time among the banks is,

- (1) Script less securities settlement system
- (3) Real time gross settlement system
- (3) Interbank electronic communication system
- (4) Sri Lanka interbank payment system
- (5) Lanka Settle System

(.....)

110. The following table shows some kind of money and some statements related to those monies in column X and Y respectively. Select the answer that notches column X and Y.

1.	Material money	A	Credit card and debit cards
2.	Metal money	B	Cheques

3.	Paper money	C	Gold and Silver
4.	Bank money	D	Coins and Notes
5.	Electronic money	E	Shells and Tobacco

(1) A, C, B, ,D, E

(2) E, C, D, B, A

(3) B, A, C, D, E

(4) A, B, E, C, D

(5) C, B, A, D, E

(.....)

- 111 A cheque of 10,000 was issued by Kamalasiri for goods that were bought from Nimal. If Nimal deposits it in the branch of Bank of Ceylon in Maharagama, the safest crossing among the following crossing is,

(1) Account payee only

(2) Account payee only, Bank of Ceylon, Maharagama

(3) Bank of Ceylon

(4) Bank of Ceylon, Maharagama

(5) Not negotiable

(.....)

112. The main function of financial institutions is to accept deposits. The type of deposit that only licensed commercial banks can accept which other financial institutions cannot accept is,

(1) Time deposits

(2) Saving deposits

(3) Demand deposits

(4) Fixed deposits

(5) Investment deposits

(.....)

- 113 Compared to a licensed commercial bank with a co-operative rural bank, the only characteristic of the Rural Bank is,

1. Accepting time deposits

2. Conducting mortgaging

3. Maintaining savings and fixed deposits

4. Provision of loan facilities to members

5. Facilitating to pay water and electricity bills.

(.....)

114. The special financial institutions which had initially engaged in leasing facility but whose processes have been expanded in various fields is called,

- | | |
|-------------------------------|--------------------------------|
| (1) Leasing companies | (4) Licensed specialized banks |
| (2) Financial companies | (5) Cooperative rural banks |
| (3) Licensed commercial banks | |

(.....)

115. The following column A and B shows some financial institutions and their special functions each respectively

A		B	
1.	Licensed commercial banks	A	Financing in hire purchase
2.	Merchant banks	B	Maintaining demand deposit accounts
3.	Venture capital companies	C	Preparation of project reports
4.	Financial companies	D	Provision of capital to new entrepreneurs

The answer that shows each financial institutions and their functions accurately and respectively is,

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

(.....)

116. Given below are few statement that mention the functions of money

A - Saman received a loan of 500,000 from Lakdash financial institution on the condition of repaying it in 5 years

B - A three wheeler assessed for Rs. 400,000

C - Paying salaries to employees by cash

D - Savings of Rs.150,000

Select the answer that shows the functions of money in A, B, C, D respectively

- (1) A means of deferred payments, a measure of value, a medium of exchange, a store of value
- (2) A measure of value, a means of deferred payments, a store of value, a medium of exchange
- (3) A medium of exchange, A measure of value, a store of value, a means of deferred payments
- (4) An unit of account, a means of deferred payments, a store of value, a medium of exchange
- (5) A store of value, a measure of value, a medium of exchange, a means of deferred payments

(.....)

117. The institution that act as the authority to regulate the Licensed financial companies is,

- (1) Sri Lanka Securities and Exchange commission
- (2) Sri Lanka Insurance Regulatory Commission
- (3) Consumer Affairs Authority
- (4) Central Bank of Sri Lanka
- (5) Sri Lanka Board of Investment

(.....)

118. Eventhough money issued by CBSL does not have the same intrinsic value, people use them for day today activities because it is a,

- 1.Near money
- 2.High powered money
- 3.Token money
- 4.Black money
5. Fiat money

(.....)

119. The answer that shows the two main goals of the Central Bank of Sri Lanka is,

- A - Economic and Price stability
- B - Conducting Monetary Policy
- C - Stability of the financial system
- D - Issue of currency
- E - Performing as the economic and financial advisor of the state

- | | |
|-------------|-------------|
| (1) A and E | (2) B and D |
| (3) C and E | (4) A and C |
| (5) D and E | |

(.....)

120.' The institute that issues currency comprises of coins and notes and for transactions of goods and services for on the condition of it being generally accepted is,

- (1) Peoples bank
- (2) The Central Bank of Sri Lanka
- (3) Bank of Ceylon
- (4) National Development Bank
- (5) Thomas Dilaru Company

121. The answer group that includes only the licensed specialized banks that operate in the financial system of Sri Lanka is,

- (1) The Central Bank of Sri Lanka, People's Bank, National savings Bank
- (2) National savings Bank, Bank of Ceylon The Housing Development Bank

- (3) The State Mortgage and Investment Bank, Regional Development Bank, National Savings Bank
- (4) National Development Bank, Bank of Ceylon, Regional Development Bank
- (5) National Savings Bank, Lanka Putra Development Bank, People's Bank

(.....)

122. Select the answer which includes the components of E-Cash or E-Purse

- (1) Credit cards, Debit cards, Smart Cash Cards, Digi Cash
- (2) Notes and coins, Smart Cash cards, Debit cards, Near money
- (3) Commercial papers, Credit cards, Ddebit cards, Near money
- (4) Token Money, Currency, Digi cash, Credit cards
- (5) Credit card, Commercial Papers, Debit cards, Digi cash

(.....)

- Answer the questions in no 123, 124, 125 and 133 as per the model of the cheque given below.

The current account of Sudath Ratnayake is in the Bank of Ceylon, Galle.

2017.03.01	
<u>Not Negotiable</u>	BOC Maharagama
Pay : Sanath Abeynayake or bearer Rupees Seventy five thousand only	
<div style="border: 1px solid black; padding: 5px; display: inline-block;">Rs : 75,000/=</div>	
Saman Wijesekara	
00081452 : 7135 : 143	0000426321

123 The above crossing means,

- (1). That cheque cannot be transacted by Sanath Abenayaka
- (2) Those cheques cannot be endorsed and transferred
- (3) Transferee receives a better ownership
- (4) Trasferee receives a better ownership than transferer
- (5) Transferee receives the same ownership as the transferer.

(.....)

124 The correct answer when the payee, drawer and the drawee of the cheque are mentioned in the order is,

- (1) Bank of Ceylon, Saman Wijesekara, and Sanatha Abeynayake
- (2) Sanatha Abeynayake, Bank of Ceylon and Saman Wijesekara
- (3) Saman Wijesekara, Sanatha Abeynayake and Bank of Ceylon
- (4) Saman Wijesekara, Bank of Ceylon and Sanatha Abeynayake
- (5) Sanatha Abeynayake, Saman Wijesekara, Bank of Ceylon

(.....)

125. The things information shown by the numbers 00081452 and 0000426321 in order in the magnetic bar (MICR) of this cheque is,

- (1) The bank number and the account number
- (2) The cheque number and the account number
- (3) The account number and the cheque number
- (4) The cheque number and the bank branch number
- (5) The bank branch number and the account number

(.....)

126. The crossing to be done to give the maximum protection to a cheque is,

(1)	<hr/> <hr/>
(2)	<hr/> People's Bank <hr/>
(3)	<hr/> Not negotiable <hr/>
(4)	<hr/> Payee's Account Only Only up to 75,000 Bank of Ceylon – Galle <hr/>
(5)	<hr/> Not Negotiable Bank of Ceylon <hr/>

(.....)

8. INSURANCE

127. Given below are few risks that a businessman, who produce and distribute, goods, may face

- A - Loss from business
- B - Accidents for vehicles on the way
- C - Destruction of buildings from fire
- D - Depreciation and obsolesces of machinery
- E - Burglary that may happen for transit money of distributed products

Select the correct answer when above risks are classified as Insurable Risks and Non insurable risks.

- (1) BCD are Insurable risks and AE are Non-insurable risks
- (2) BCE are Insurable Risks and AD are Non-insurable risks
- (3) BDE are Insurable Risks and AC are Non-insurable Risks
- (4) ABC are Insurable Risks and DF are Non-insurable Risks
- (5) ABE are Insurable Risks and CD are Non-insurable Risks

(.....)

128. Sisira has obtained a life insurance for the life of his wife Amandini. It was revealed, when containing high blood pressure for some time. Now the principles of insurance that are relevant to the above case is,

- (1) Insurable interest, contribution
- (2) Utmost good faith, indemnity
- (3) Insurable interest, Utmost good faith
- (4) Utmost good faith, Subrogation
- (5) Subrogation, Proximate cause

(.....)

129. Given below are few insurable and non-insurable risks. Among them select only the insurable risks.

- A - Loss due to a decision of the manager of a business
- B - Annual depreciation of the value of a vehicle
- C - The damage caused to a vehicle by an accident
- D - Not receiving money from a debtor

E - The loss happened by the reduction of sale of one product

F - The abduction while taking the money from bank

(1) A B C

(2) B C D

(3) B C F

(4) C D F

(5) D E F

(.....)

130. When the insured party has been indemnified by the insurance company for the loss occurred, the principle that is relevant to the transferring of the compensation to insurer from other parties is,

(1) Insurable interest

(4) Contribution

(2) Utmost good faith

(5) Proximate cause

(3) Subrogation

(.....)

131. Sumeera has obtained a comprehensive insurance policy worth 5 million for his motor vehicle worth 5 million from Sri Lanka insurance corporation. While travelling in this vehicle on the southern highway he met with an accident which caused a damage of 200,000 for the protection fence of the highway.

Select the answer that shows the parties relevant to the above case.

	First Party	Second party	Third party
(1)	Sri Lanka Insurance corporation	Sumeera	Road Development Authority
(2)	Sumeera	Sri Lanka Insurance corporation	Road Development Authority
(3)	Sumeera	Road Development Authority	Sri Lanka Insurance corporation
(4)	Comprehensive insurance policy	Sumeera	Sri Lanka Insurance corporation
(5)	Road Development Authority	Sri Lanka Insurance corporation	Sumeera

(.....)

132. Samantha, a student who studies business studies gave the following answers when asked about some questions regarding insurance.

A - Insuring the insurance policy by the insurance company with the consent of insured in another insurance company is known as double insurance.

B - An extremely valuable risk is divided into parts and taken up by Several

insurance companies is known as underwriting.

- C - Insuring risk in two or more insurance companies by an insured is known as re-insurance.
- D - Insuring an asset less than its actual value is known as under insurance.
- E - Insuring an asset higher than its actual value is known as over insurance.

Select the category that contains only the correct statements from the above.

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

(.....)

133. Dewsika, who produce and distributes instant noodle, conducts his business in his own building. He has rented two vans to distribute noodles.

Select the answer that includes the insurance policies he can obtain.

- (1) Goods in transit insurance, marine insurance, natural disaster insurance, fire insurance.
- (2) Motor vehicle insurance, theft insurance, fire insurance, money in transit insurance
- (3) Marine insurance, money in transit insurance, goods in transit insurance, theft insurance
- (4) Fire insurance, theft insurance, money in transit insurance, goods in transit insurance
- (5) Fire insurance, motor vehicle insurance, marine insurance, natural disaster insurance

(.....)

134. While Sudara's motor vehicle is Rs. 2 million worth he insured it for Rs. Rs. 1 million occurred for it in an accident. The compensation he will receive is.

- (1) Rs.1.5 million (4) Rs.0.75 million
- (2) Rs.2 million (5) Rs.1.75 million
- (3) Rs.1 million

(.....)

135. Given below are some kinds of insurance policies and the risks that are covered by insurance policies.

Insurance policies (x)	Risks that are covered (y)
(1) Fidelity insurance	A - Payment of total compensation in case of damage despite the fact it being an under insurance.
(2) Open policy	B – Coverage of total cargo which has been shipped in consignments for over a certain period of time,
(3) Valued policy	C – Providing an insurance coverage for the whole cargo to be shipped in a certain period of time.
(4) Comprehensive policy	D – Payment of compensation for the damage caused for breaking trust.
(5) Fire Insurance without ordinary statements	E – Covers the damages cause for a ship while it is being docked or being sailed.

The answer that matches X and Y is.

(1) A B C D E

(2) B D E A C

(3) E B D C A

(4) C E D B A

(5) D C B E A

(.....)

136. Select the answer which includes the factors deciding the premium of a motor insurance policy.

(1) Value of the vehicle/Validity period/ Risks to be covered/ Income of the insured

(2) Value of the vehicle/Risks to be covered/ Manufactured year and type of vehicle/The purpose of using vehicle.

(3) Validity period of the policy/Risks to be covered/ The purpose of using vehicle

(4) Manufactured year and the type of vehicle/ Purpose of using vehicle/ Income of the insured/ Validity period of the vehicle.

(5) Cost of the vehicle/Validity period of the policy/Income of the insured/ Purpose of using vehicle

(.....)

137. Select the answer which includes the correct statement relevant to Insurance

- A. There are insurable and noninsurable risks
- B. Policies like utmost good faith, indemnity, subrogation and contribution do not affect life insurance policies
- C. Shipping company also has an insurable interest on shipping goods.
- D. The insurable interest affects at the moment of claiming compensation.
- E. Losses incurred due to wrong decisions of managers cannot be insured

(1) A B C

(2) A C E

(3) B C D

(4) A D E

(5) C D F

(.....)

138. The term actual total loss of Marine Insurance means,

- (1). The compensation paid on sinking or complete destroying of the ship.
- (2). Compensation paid on the damages occur due to natural perils to the ship or cargo
- (3). Even if the ship is not completely damaged, it is the compensation to be paid when it is meaningless to repair it.
- (4). The compensation on damages occur due to non-natural reason to the ship or cargo.
- (5). The compensation paid on damages to the ship or cargo occur due to deviation of voyage and that deviation is reasonable .

(.....)

139. Saman is a clerk of the government institution. He is about 40 years. He has extra income from his business other than salary. He expects to obtain (to apply) an insurance cover. Which one of following is not related to prove the utmost good faith?

- (1). Age of the insured Person (Saman)
- (2). Health Condition
- (3). Post of the job
- (4). Income Source
- (5). Situations where compensation is not paid

(.....)

9. Communication

140. Following are several definitions for the methods of electronic communication

1. It is a wide range computer network.
2. Exchanging of messages from computer to computer through internet.
3. Creation of wide connection within an organization through a computer network.
4. A personal network of telephones available in an organization to exchange the information.

Select the answer which states the above definitions respectively,

- | | |
|---------------------------------------|--|
| (1) Internet/Voice mail/Intercom/Fax. | (4) Fax/Intercom/Internet/Voice-mail. |
| (2) E-mail/Fax/Intercom/Intranet. | (5) Internet/E-mail/Intranet/Intercom. |
| (3) Intranet/Intercom/Internet/Fax. | |

(.....)

141. Following are some methods of communication

- | | |
|----------------|-------------------|
| (I) Telephone | (ii) Notice board |
| (iii) Magazine | (iv) Meetings |
| (v) Letters | (vi) Intercom |
| (vii) Seminars | |

Select the answer which contains only the written media,

- | | | |
|------------------------|---------------------|-------------------|
| (1) (I), (ii) and (vi) | (2) iii, iv and ii | (3) ii, iii and v |
| (4) (I), (ii) and v | (5) iii, iv and (v) | |

(.....)

142. The marketing manager of marketing division explained the features that should be in an advertisement to Achintha who is a newly appointed employee in the marketing division. By that explanation, Achintha felt that these are the qualities that must be present in the effective communication. According to characteristics of an effective communication is,

- (1) Completeness / Feedback / Politeness / Concreteness/ Relevancy
- (2) Concreteness// Clarity / Response / Relevancy / Feedback
- (3) Completeness / Understandability / Concreteness / Politeness/ Correctness
- (4) Low cost / Concreteness / Feedback / Clarity / Completeness

(5) Understandability / Feedback / Relevance / Concreteness / Correctness

(.....)

143. Following chart shows the communication take place through various communication media.

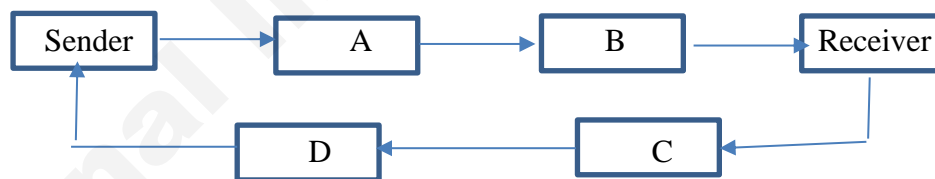
	Verbal	Written	Signs and symbols
Internal	Meetings Face to Face Discussions A	Announcements Notice boards B	C..... Bell Whistle
External	Mobile phone D Loud speakers	Banner Letter Fax	Packaging symbols Vehicle horns Roads electronic signals

Which is the correct answer for the above places directed by A B C and D

- (1) Memos/ Road signals / Telephone/ Intercom
- (2) Intercom/ Memos / Road signals / Telephone
- (3) Telephones/Road Signals/Memos/Intercom
- (4) Intercom / Road signals / Memos / Telephone
- (5) Road signals / Memos / Intercom / Telephone

(.....)

144. Following is the diagram of the communication process



Select the correct answer which denotes the letters A, B, C and D in the above diagram

- (1) Medium, message, response, feedback
- (2) Message, medium, response, feedback
- (3) Message, medium, feedback, response
- (4) Medium, message, feedback, response
- (5) Response, feedback, message, medium

(.....)

145. Following are some advantages of communication methods among them, the answer that concludes the advantages of signals and symbols are,

- A - The ability to present summarized idea at once,
- B - The high level of accuracy of the information,
- C - Information can be understood easily,
- D - No need of language knowledge to understand,

The communication method that includes the above advantages is,

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

(.....)

146. When the (1) **principal** inquired from the (2) **sectional heads** about the guest participating on the commerce day to be held by the school, (3) **he was informed that, 10 guests would be participating** on that day. According, he advised the sectional heads to organize necessary arrangements for it,

Which shows in order, the elements of communication indicated in the above underline world?

- (1) Receiver / sender / medium
- (2) Receiver / medium / message
- (3) Sender / receiver / feedback
- (4) Sender / receiver / response
- (5) Receiver / medium / person

(.....)

10. Transportation and Logistic Services

147 Sumanadasa wants to transport 800kg vegetables from Dambulla to Colombo. He asked from several persons regarding the most suitable method for this and followings are the answers received by him. The most suitable method from these answers is to transport,

1. By train
2. Hiring a lorry
3. Using a public transport bus
4. Using a waterway
5. Using his own three-wheeler.

(.....)

148. Following are some things to be considered in selecting a suitable transportation method,

- A. Nature of the product
- B. Safety
- C. Termination
- D. Cost
- E. Way

Select the answer which includes the matters to be considered in selecting a suitable transportation method.

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

(.....)

149. The manufacturing companies which manufacture the Products with systems that complicate the flow to the manufacturing process,

- (1) Are companies that produce chemicals
- (2) Companies that manufacture and distribute packaging such as gas cylinders
- (3) Are companies that distribute consumer goods
- (4) Are companies that manufacture and distribute consumer goods

(5) Are aircraft manufacturing companies.

(.....)

150. Following X shows some methods of storing goods in a store and Y shows the information regarding those methods.

X	Y
<ol style="list-style-type: none"> 1. Pallet racking 2. Block Stacking/Bulk Storage 3. Pallet Flow 4. Mezzanine 5. Push Back Racks 	<ol style="list-style-type: none"> A. An additional pallet is created in between two flows of the warehouse B. The pallet racks are composed with tracks or movable belts C. Goods are stored on several movable pallets which are kept one another in a frame D. Small baskets are fixed to the racks which have several layers E. The goods of same type are stored on the top of the another on the floor of the warehouse.

Select the answer which matches X with Y correctly.

(1). ABCDE

(3) BEDAC

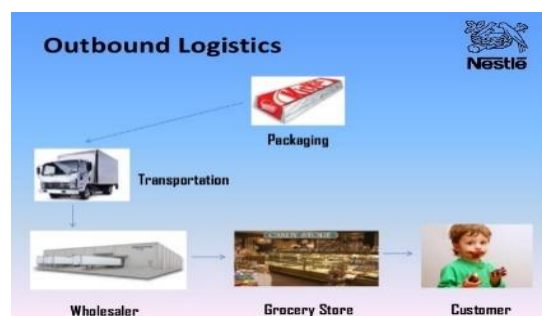
(5) CBEDA

(2) ACDBE

(4) CEBAD

(.....)

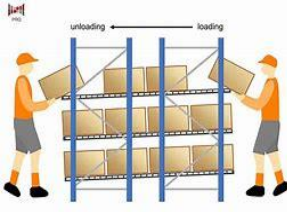



151. Given below is the logistic system of a chocolate manufacturing factory.



The above system mostly similar to,

1. Balanced Logistic System
2. Heavy Inbound Logistic System
3. Heavy Outbound Logistic System
4. Reverse Logistic System
5. Complex inbound and outbound logistic system.


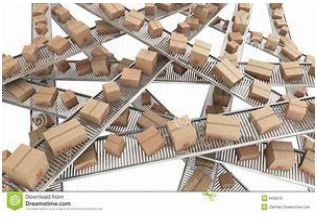

(.....)

152.	The P, Q, R, S pictures below show, some of the ways which can be stored in a warehouse.			
				
	P	Q	R	S

1. Pallet racking/Mezzanine/Pallet flow/Push back racks
2. Pallet flow/Mazzanine/Push back racks/Pallet racking
3. Mezzannine/Pallet flow/Push back rack/Pallet rackin/Pallet racking
4. Pallet flow/Push back racks/Pallet racking/ Mezzanine
5. Push back racks/ Pallet Flow/Pallet racking/ Mezzanine

(.....)

153. X,Y,Z are some tools used to move materials in a store.

		
X	Y	Z

A, B, C are the names of those tools.

A	B	C
Belts	Forklift	Pallet Jacks

Select the answer which matches X, Y, Z and A, B,C

- (1) XA, YB, ZC (2) XC, YB, ZA (3) XC, YA, ZB
(4) XB, YA, ZC (5) XB, YC, ZA

(.....)

11. Local Trade

154. The barter system started with the downfall of the self-sufficient system. As a result, the trade was generated. Which of the following factors should be there together to have a trade

- A - Having buyers
- B - Having money
- C - An exchange of something value between two parties
- D - Having sellers
- E - Having a physical market being compulsory
- F - Having an agreement between buyers and sellers.

(1) A C D E

(2) A B C F

(3) A B D F

(4) A C D F

(5) A B D E

(.....)

155. Sirimal purchased six pairs of trousers from Sumanasiri, and sold to Amal and Kamal three each in the festival season. Accordingly, the whole seller and the retail seller here are,

(1) Sirimal and Kamal

(4) Sumanasiri and Sirimal

(2) Sumanasiri and Kamal

(5) Sirimal and Amal

(3) Amal and Kamal

(.....)

156. Amali and Thamali are two friends both of who purchased a hundred mangoes each from a shop. Amali purchased them for an alms giving where as Thamali purchased them in her fruit juice stall. Accordingly, the correct answer regarding Amali and Thamali is,

(1) Both Amali and Thamali are consumers

(2) Amali is a consumer, Thamali is a retail seller

(3) Amali is a retail seller. Thamali is a consumer

(4) Both Amali and Thamali are retail sellers

(5) Both Amali and Thamali are trade agents

(.....)

157. In the following table, the agents and their basic characteristics are shown in the column X and Y respectively.

Select the answers that matches in order.

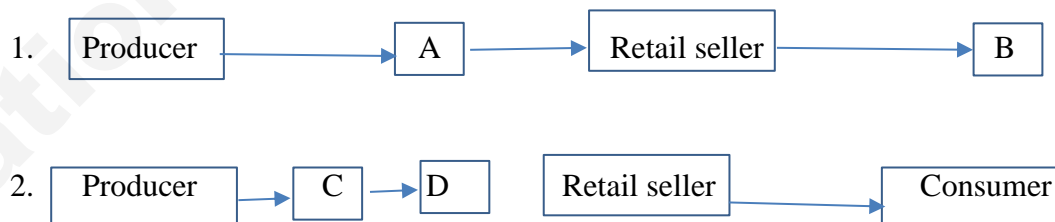
	X		Y
1	Commission Agent	A -	Makes arrangements to meet buyers and seller for a trade
2	Auctioneer	B -	The agent committed for the borrowings lent to debtors
3	Broker	C -	Conduct business activities under his own name for the supervisor.
4	Del Cruder agent	D -	Receives a commission payment by conducting affair as his own will as well as in a way that is beneficial to the supervisor.
5	Factor	E -	Sells goods by calling out the prices openly and verbally.

Select the answer that matches X and Y in order

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

(.....)

158. Given below are information relevant to two distribution channel of consumer goods.



The correct answer group that shows the parties for the above blanks relating to distribution channels is.

	A	B	C	D
(1)	Agent	Whole seller	Consumer	Retail seller
(2)	Whole seller	Consumer	Agent	Whole seller
(3)	Whole seller	Consumer	Agent	Retail seller
(4)	Whole seller	Agent	Consumer	Producer
(5)	Agent	Consumer	Whole seller	Producer

(.....)

159. The names that is commonly used to identify the various parties between producer and customer in the product distribution process is.

- | | |
|--------------------|---------------|
| (1) Intermediaries | (4) Retailer |
| (2) Agents | (5) Suppliers |
| (3) Whole sellers | |

(.....)

160. Given below are few information regarding the trade.

- A - Storing the goods in bulk
- B - Purchase of the products for re-selling purpose
- C - Sale of the products to final consumer
- D - Provision of trade discount
- E - Selling goods to the consumer on credit basis
- F - Selling goods in bulk
- G - Giving instructions on how to use the products

The correct answer group that shows the characteristics relevant to the whole sale trade is,

- | | |
|-------------|-------------|
| (1) A C D E | (4) A C F E |
| (2) B C D F | (5) A B D F |
| (3) C D F G | |

(.....)

161. "Janaka Traders" manufactures 400ml soft drink bottles and sets a maximum retail price of Rs.30 per bottle. Suranimala, who organizes a religious festival in his area. Buys 500 bottles to serve the participants of the festival.

The trade that "Janaka Traders" did is,

- | | |
|----------------------|--------------------|
| (1) Whole sale trade | (4) Agency trade |
| (2) Retail Price | (5) Entrepot trade |
| (3) Personal selling | |

(.....)

162. Which of the following is a basic characteristic that can be seen in super market method?

- (1) Freedom to select goods and services has been limited.
- (2) Goods can be acquired by paying for them having them been selected in self-service method.
- (3) Sale of products of only under a certain brand name.
- (4) Marketing promotional activities are not conducted.
- (5) Growth of sale through direct selling.

(.....)

163. The factor that can be considered as a new trend in retail sale is,

- (1) Retail trade centers are operated using modern technology.
- (2) Conducting retail trade businesses having them been registered.
- (3) Conducting retail trade businesses as incorporated companies.
- (4) Provision of various types of product according to consumer needs and wants.
- (5) Communicating information about customer taste to the producer.

(.....)

164. While Maneesha sells the children's garments to a shop that are made by Janaka, Maleesha purchases them at a price which is 10% less than the market price to provide the to the customers in her region.

According to this case, the trade of this children's garment that Maneesha do with the shop is,

- | | |
|------------------|------------------------|
| (1) Direct trade | (2) Whole sale |
| (3) Retail trade | (4) Intermediary trade |
| (5) Agency trade | |

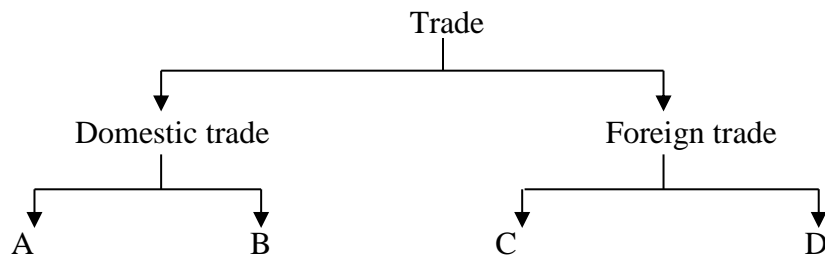
(.....)

165. The fact that cannot be considered as a service which is done by a whole seller to a producer is,

- (1) The storage need of the producer can be minimized since products of producer are bought in bulks.
- (2) Providing information to producer such as a customer taste and market.
- (3) The financial need of producer is fulfilled through whole seller.
- (4) The contribution for distributing products to producers
- (5) The wholesaler provides the manufacturer with all the services required for his product

(.....)

166. Select the answer that includes the answers for A B C D to show the classification of trade as of the following flow chart.



- (1) Import trade, retail trade/whole sale trade, Export trade
- (2) Export trade, wholesale trade/retail trade, import trade
- (3) Retail trade, wholesale trade /import trade, agent trade
- (4) Wholesale trade, retail trade / export trade, import trade
- (5) Wholesale trade, Retail trade/Re-export trade, Entrepot trade

(.....)

11.2 Foreign Trade

167 Even though Mayura imports cement from few foreign countries, without bringing some materials of it into the country, he processes it again within the ports and exports it to the foreign countries. The trade method that Mayura engages in is known as.

- | | |
|---------------------|-------------------|
| (1) Import trade | (4) Export trade |
| (2) Entrepot trade | (5) Foreign trade |
| (3) Re-export trade | |

(.....)

168 Deshan is a businessman who conducts business activities with foreign markets. For time, he brings imported appeals into the country, remake and export them back. The trade method that Deshan engages in is known as,

- | | |
|---------------------|---------------------|
| (1) Import trade | (4) Export trade |
| (2) Entrepot trade | (5) Wholesale trade |
| (3) Re-export trade | |

(.....)

169 The document that is issued by an accepted commerce board certifying that the goods have been produced by the exporting country itself is known as,

- | | |
|---------------------------|----------------------|
| (1) Export license | (4) Consular invoice |
| (2) Sanitary certificate | (5) Bill of Lending |
| (3) Certificate of origin | |

(.....)

170 When engaging in a foreign trade the tax relief which is received for the trade among countries that are involved in international organizations or trade among countries bound with trade agreements is known as,

- | | |
|--------------------------|--------------------------------|
| (1) Import custom duties | (4) Excise duties |
| (2) Export custom duties | (5) Preferential custom duties |
| (3) Turnover tax | |

(.....)

171 The goods which Sri Lanka exports and re-exports can be stated respectively as,

- | | |
|-----------------------------------|------------------------------------|
| (1) Apparel and Tea | (4) Crude oil products and Apparel |
| (2) Apparel and Coconut | (5) Tea and Apparel |
| (3) Crude oil products and Spices | |

(.....)

172 The tariffs that is paid to the government for imports can be reimbursed as a tax rebate. The type of the trade that this relief has been entitled is.

- | | |
|-------------------------|---------------------|
| (1) Entrepot trade | (4) Import trade |
| (2) Export trade | (5) Re-export trade |
| (3) International trade | |

(.....)

173 international organization, that provide loan facilities for them member countries to cover short term balance of payment is,

- | | |
|---------------------------------|----------------------------------|
| (1) World bank | (2) The world trade organization |
| (3) Asian Development Bank | (4) SAARC |
| (5) International Monetary Fund | |

(.....)

174 While the cargo is being loaded on to the ship, the document issued by the captain stating that the goods are in good and proper condition is,

- | | |
|--------------------------|--------------------|
| (1) Clean bill of lading | (2) Mate's receipt |
| (3) Sanitary certificate | (4) Export license |
| (5) Export entry | |

(.....)

175 document that is prepared by the exporter to present the details of the required goods to the importer is,

- | | |
|---------------------|--------------------|
| (1) Export entry | (2) Invoice |
| (3) Bill of landing | (4) Export license |
| (5) Indent | |

(.....)

176. Jayaweera has decided to import a motor vehicle from Indian Motors Company which is an account holder of The Indian State bank, Jayaweera has an account in Bank of Ceylon. Here the letter of credit is issued by.

- (1) To Indian Motor Company by Jayaweera
- (2) To Bank of Ceylon by Jayaweera
- (3) To Jayaweera by Indian Motor Company
- (4) To Bank of Ceylon by Indian Motor company
- (5) To the Indian State Bank by Bank of Ceylon

(.....)

177. A non-tariff barrier that limits free trade among countries is,

- (1). Charging Preference taiffs
- (2). Import Quota
- (3). Export Quota
- (4). Prohibitting emport and export
- (5). Following tight exchange policies

(.....)

178. Following are some steps of import trade,

- Receiving the details of foreign suppliers
- Sending a price request
- Receiving a price quotation
- Obtainning an import license
-

The next step of this process is,

- (1) Receiving an indent
- (2) Finding a foreign buyer
- (3) Sending an indent to expoter
- (4) Obtaining a bill of lading
- (5) Sending a price quotation

(.....)

179. Following X shows the trade agreement & Organizations and Y shows the relevant countries to those agreements.

X	Y
1.NAFTA	A. Bangladesh/India/Miyanmar/Sri Lanka/Thailand
2.BIMSTEC	B. SriLanka/Pakistan/India/Nepol/Maldives/Bangladesh/Bhutan/Af ganistan
3.SAPTA	C. USA/Canada/Mexico
4.APTA	D. Philipine/Malasia/Thailand/India/Singapore/Viatnam/Laos
5.ASEAN	E. Bangladesh/ China/ India/Laos/Mongolia/Sri Lanka/South Korea

When X and Y are matched correctly the answer is,

- (1). ACBED
- (2). CBADE
- (3). BACDE
- (4). CABED
- (5). ABCED

(.....)

12. Management

180. The answer that states “Management” accurately is,
- (1) Getting work done by others in a manner that creates efficiency.
 - (2) Doing a certain activity in due time at the lowest cost.
 - (3) The art of getting work done by others to create effectiveness in a changing environment.
 - (4) The operational process of converting inputs into outputs to achieve the unstated objectives of an organization.
 - (5) The process of planning, organizing, leading and controlling to realize the stated goals of an organization
- (.....)
181. Wimelanath, a prominent person in the business field, states several reasons for his success as follows.
- I decide at the beginning of the year itself, the goals that should be attained at the end of the year, as well as the necessary actions for doing so.
 - See if the decided goals are being reached and I take necessary action for the ones that should be attended to then and there.
- The management functions that show the actions taken by the above businessman in their order are,
- (1) Controlling and planning
 - (2) Leading and controlling
 - (3) Controlling and organizing
 - (4) Planning and controlling
 - (5) planning and Organizing
- (.....)
182. The use of resources of a business efficiently and effectively to achieve the objectives is the aim of the management. The answer that presents the two concepts effectiveness and efficiency in their order is,
- (1) Doing the right thing right
 - (2) Doing the right thing wrong
 - (3) Doing the wrong thing right
 - (4) Doing the wrong thing wrong
 - (5) Doing the expected thing in a definite period of time.
- (.....)

183. Management is needed for the accomplishment of goals of humans as well as organizations. The answer that includes only the actions followed by the management to accomplish them is,,

- (1) Improving profit by 10% /Provision of quality products / Market expansion / Fulfillment of Social responsibilities.
- (2) Improving profit by 10% /Training 35 employees / Establishing a new machinery plant in December / Fulfillment of Social responsibilities.
- (3) Improving profit by 10% / Terminating excess employees / Fulfillment of social responsibilities / Market expansion.
- (4) Profit maximization / Provision of Quality products /Market expansion / Fulfillment of social responsibilities
- (5) Improving profit by 10% /Terminating excess employees /Establishment new plant of machinery in December/Expansion of the Market.

(.....)

184. Given below are some managerial roles introduced by Henry Mintzberg and some examples for those roles.

Main Roles		Sub role		Examples for role	
1.	Interpersonal role	a.	Spokesperson	p.	Presiding in the Meetings
2.	Informational role	b.	Figure head	q.	Preparing the budget
3.	Decisional role	c.	Resource Allocator	c.	Providing information to the media

The correct answer that matches the roles, and subsidiary roles sub roles and the examples for those roles together in their order is,

- (1) 1br / 2cp / 3aq (2) 1bp / 2ar / 3cq (3) 1ar / 2bp / 3cq
- (4) 1cp / 2bq /3ar (5) 1aq / 2cr / 3bp

(.....)

185. Given below are several functions done by a manager of a firm.

- A. - Signing legal documents.
- B. - Appreciating in the work of the followers.
- C. - Preparing annual budget.
- D. - Addressing meetings.
- E. - Determining the tasks of the employees.

Among the above, the functions which relevant only to the interpersonal role are,

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

(.....)

186. Given below are some functions performed by the principal at school.

1. Welcoming guests who come to school.
2. Addressing staff meetings.
3. Awarding Colour to students.
4. Maintaining public relations.
5. Evaluating teachers.
6. Signing the certificate of students.

* When the role of the above principal is explained as the interpersonal roles of the principal, the leader and the liaison sub-roles respectively, the answer which include the correct answer is,

- (1) 1,6 / 3,4 / 2,5 (2) 1,6 / 3,5 / 2,4 (3) 6,5 / 2,1 / 3,4
(4) 3,4 / 2,4 / 1,5 (5) 2,6 / 3,5 / 1, 4

(.....)

187. Given below are some manager posts in Arunalu (Pvt) Company.

- | | |
|--------------------|------------------------|
| 1. Chief executive | 2. Marketing manager |
| 3. Foreman | 4. Operational manager |
| 5. Vice president | |

The answer that includes only the middle management level posts is,

- (1) 1 and 5 (2) 3 and 4 (3) 2 and 4
(4) 2 and 3 (5) 3 and 5 (.....)

188. Mr. Suresh is a manager who decides on the organizational strategies, policies and the future direction of the entire company. Mr. Sudesh is a manager in that organization who implements those planning strategies, policies and is responsible for the actions of the employees under him.

The correct statement regarding Suresh and Sudesh is,

- (1) Suresh is a top level manager and Sudesh is a first line manager.
- (2) Suresh is a middle level manager and Sudesh is a top level manager.
- (3) Suresh is a first line manager and Sudesh is a top level manager.
- (4) Suresh is a middle level manager and Sudesh is a first line manager.
- (5) Suresh is a top level manager and Sudesh is a middle level manager

(.....)

189. Given below are management levels and management skills that managers should possess at each level.

III	II	I	
			Top level management
			Middle level management
			First line management

According to the above diagram, the answer that shows Conceptual skills, Human relations skills, and Technical skills in that order is,

- (1) I, II, III
- (2) III, II, I
- (3) II I, III
- (4) I, III, II
- (5) III, I, II

(.....)

190. The importance of the management is increasing day by day since it is needed to fulfill the objectives of businesses as well as objectives of employees Among the following, select the answer that's not relevant to the above statement.

- (1) To reach goals and objectives of an organization successfully.
- (2) To maximize the profit of the organization.
- (3) To utilize limited resources efficiently and effectively.
- (4) To conduct business activities in a manner that fulfills social responsibilities of the business.
- (5) For economic growth and development.

(.....)

191. Given below are some statements of management levels and the skills that managers should have been at those levels.

I	Top level managers need more of conceptual and human skills		
II	Firest level managers need more of Technical skills		
III	Middle level managers need more of conceptual skills		
IV	Managers of all levels require teachnical skills equally		
V	Managers of all levels require human skills equally		
Select the correct respose.			
(1)	Only I or III	(2)	Only II and III
(3)	Only I and IV	(4)	Only II and V
(5)	Only III and V		

192. Given below are a few steps relevant to the decision making process.

1. Preparing an action plan.
2. Analyzing the problem.
3. Formation of alternative solutions.
4. Analyzing alternatives.
5. Identifying the problem.
6. Selecting the best alternative.
7. Evaluation and feedback.
8. Implementing the plan.

Select the answer that includes the steps of the decision making process in the correct 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 (.....)

193. McFruit PLC is a company that exports fruits. The Director Board is making investigations to find out whether it is advisable to export Dragan fruit for which their has been a demand from foreigners for some time recently, instead of the Malaysian rambutan that has been exported so far.

What step does this involve in the decision making process?

- (1) Identification of the problem.
- (2) Analyzing the problem.
- (3) Analyzing the alternatives.
- (4) Selecting the best alternative.
- (5) Evaluation and feedback.

(.....)

194. The correct sentence for identifying the term “Organizing” is,

- (1) The process of identifying activities to be done in a business and the delegation of authority to persons to attain those activities.
- (2) The delegation of functions among the managers of the organization to attain the activities of the organization efficiently and effectively.
- (3) The process of distributing resources, work and authority among the members of the organization to achieve the objectives of the organization efficiently and effectively.
- (4) The process of distributing organizational resources effectively among persons and getting the relevant work done through them.
- (5) The process of delegating functions to each person and getting those responsibilities done.

(.....)

195. " The process of grouping the jobs using the common features seen in the work is a step in organizing." That step is known as,

- (1) Establishment of standards for work.
- (2) Departmentalization
- (3) Delegation of authority and responsibilities.
- (4) Identification of tasks.
- (5) Co-ordination.

(.....)

196. Organizing is very important for the success of a firm. There is one irrelevant reason among the following reasons for organizing to be important. What is it?

- (1) Implementing the plan successfully.
- (2) Getting the maximum use of resources through distribution of required resources.
- (3) To be able to increase effectiveness due to job Specialization that comes through the distribution of power and responsibilities.
- (4) To create a relationship between the human resources and the physical resources of the business.

(5) To decide goals & objectives.

(.....)

197. “An employee should receive commands from only one superior”, is a principle of organizing. This principle is identified as,

- (1) Unity of command
- (2) Decentralization
- (3) Chain of command
- (4) Span of Control
- (5) Centralization

(.....)

198. Bawantha Pramod Thilakarathne, an owner of a business organization, says since he is the owner of the organization, he makes decisions for all the affairs of the organization and all the department heads and employees are bound to implement them. This situation is known as,

- (1) Centralization
- (2) Decentralization
- (3) Delegation of Authority
- (4) Re – Structuring
- (5) Unity of command

(.....)

199. According to the above case, which of the following leadership styles does Mr.Bawantha Pramodya Thilakarathne’s leadership style belong to?,

- (1) Autocratic leadership style
- (2) Situational leadership style
- (3) Laissez faire leadership style
- (4) Employee oriented leadership style
- (5) Task oriented leadership style

(.....)

200. Given below are the elements represented in an organization chart and their meanings.

1.	Line Authority	A	The unbroken line of authority from topManagement to first line management.
2.	Span of control	B	The number of employees that reports to one manager.
3.	Chain of comman	C	One employee should be accountable to one Supervisor
4.	Unity of command	D	The legitimate power that a top manager organization receives to give orders to a lower Manager.

The answer that matches the elements with the meanings correctly is,

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

(.....)

201. The manager of the smart Fit Apparel firm has used the following motivational methods to induce the employees.

- A. Providing loan facilities.
- B. Creating a suitable working environment
- C. Organizing picnics
- D. Providing bonuses
- E. Providing firm's product at concessionary price
- F. Providing food and uniforms

The answer which shows financial and non-financial motivation methods from above methods is,

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

(.....)

202. Given below are 4 incidents related to an apparel firm.

- 1. The chief executive officer of the firm has issued an order to the brand manager through the marketing manager that a change should be made in the brand.
- 2. An inquiry about the package of new product by the production manager from the research manager.
- 3. Brand manager asking the advice from the chief executive officer through marketing manager.

4. An anonymous letter has been received in the chief executive officer's name mentioning strong criticism of the human resource manager's behavior.

When the above cases are arranged in order of the following communication methods,

- A Formal vertical downward communication
- B Formal vertical upward communication
- C Formal horizontal communication
- D Informal communication

The correct answer is,

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

(.....)

203. The answer that includes only the characteristics of a successful leader is,
- (1) Self-confidence / reasonable risk taking / pleasantness / commitment
 - (2) Management ability / intelligence / maximizing owner's wealth / bearing risks
 - (3) Physical and mental fitness / Pleasantness / Self-confidence / working on instructions from the heads
 - (4) Non flexibility / unbiased / commitment / democratic / self confidence
 - (5) Physical and mental fitness / intelligence / pleasantness / determination

(.....)

204. Given below are a some statements by several managers.

Anuruddha-	The main reason for the continuity of our production process is that we maintain all our machinery correctly in due time and a group of people has been appointed for it.
Prabuddha-	The reason for the maintenance of quality in our products is that we always check the condition of machinery and the quality of raw materials during our production process.
Dilrukshi-	Our firm is quite different. Most of the time, the repair of broken down machinery is what is happening.

The answer that shows the control methods which Anuruddha, Prabuddha, and Dilrukshi follow in order is,

- (1) Feed – forward control / feed – back control / concurrent control
- (2) Feed – back control / concurrent control / feed – forward control
- (3) Concurrent control / feed – forward control / feed – back control
- (4) Feed – forward control / concurrent control / feed – back control
- (5) Feed – back control / feed forward control / concurrent control

(.....)

205. Helaka is a successful businessman. His contemporaries say, he directs his subordinates considering the situation, the characteristics of the subordinates and the impact of the organization. What is Helaka's leadership style according to his contemporaries?

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

(.....)

206. Checking if the actual performance of a firm is up to the expected level and if it is not, deciding the necessary actions to be taken for it, is done through,

- (1) Controlling process
- (2) Planning process
- (3) Internal audit
- (4) Operational process
- (5) Organizing process

(.....)

207. Though the following reasons influence for communication to be important for a business firm, what is the advantage of informal communication among them?

- (1) To get the necessary information to make decisions.
- (2) To implement the overall control process of the organization
- (3) To manage the human resources properly
- (4) To do the organizational tasks in a transparent manner
- (5) To fulfill social and mental needs of individuals

(.....)

208. Given below is a part of a speech addressed by the chief executive officer of Master Products limited company at the progress review meeting.

“Our profit for the last year was only (i) 6%. But our expected level of profit was (ii) 10% If we are to (iii) decide any actions for it, we have to find out (iv) the reasons for the decrease of profit

The answer which shows the above no. (i) (ii) (iii) (iv), the steps of controlling process in order is,

- (1) (i) Establishment of standards / (ii) Identifying deviations / (iii) taking corrective actions / (iv) measuring performance.
- (2) (i) Measuring performance / (ii) establishment of standards / (iii) taking corrective actions / (iv) identifying deviations.
- (3) (i) Measuring performance / (ii) establishment of standards / (iii) identifying deviations / (iv) taking corrective actions.
- (4) (i) Identifying deviations / (ii) establishment of standards / (iii) measuring performance / (iv) taking corrective actions.
- (5) (i) Establishment of standards / (ii) measuring performance / (iii) identifying deviations / (iv) taking corrective actions.

(.....)

Operations Management

209. Vilasini, an apparel company, is holding a discussion with its management board to decide the required workshops, machinery, materials, labour etc...for its production process. Under which function of operations management does this process belong to?

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

(.....)

210. Given below are some information regarding businesses that engage in production activities

- a. Nirmal conducts a business that designs plans for modern homes according to customer needs.
- b. Roshini conducts dancing group classes targeting young generation of her region
- c. Ruwan conducts a business that produces ties for schools.
- d. Danawardana produces exercise books for school students and distributes them all over the island.

Among the above, the businesses that follow batch production method are,

- (1) a,b (2) a,c (3) a,d
- (4) b,c (5) b,d

(.....)

211. Given below are 4 factors to be focused on and one factor not to be focused on when selecting a production method. Select that irrelevant factor.

- (1) Nature of the product
- (2) Cost to be incurred
- (3) Market size
- (4) Convenience in obtaining resources
- (5) The brand name of the product

(.....)

212. The statement that clarifies fixed position layout is,

- (1) Planning the layout in order to conduct all the activities need to complete one stage of the production process in one place.
- (2) Planning the layout to conduct the production by bringing all the inputs to where production takes place.
- (3) Planning the layout to flow the total production process linearly from one place to another.
- (4) Planning the layout where the same kind and different kinds of machines are fixed separately to conduct the production.
- (5) Planning the layout in a way which enables to bring production inputs at required time and produce easily.

(.....)

213. Followings are some characteristics of few production methods.

- a. Production takes place only on orders.
- b. Special equipment and tools are required
- c. Unit cost being reduced
- d. Special skills are required from one order to another.
- e. Total market being focused on.

Among the above characteristics, what are the characteristics that can be seen only in flow production method?

- | | | |
|---------|---------|---------|
| (1) a,b | (2) a,d | (3) c,e |
| (4) b,e | (5) a,e | |

(.....)

214. The production capacity of a production firm per month is 1000 units. The fixed cost for that production is Rs 3000. The selling price of a unit is Rs 50 and the variable cost per unit is Rs 25. The Break Even Point units here is,

- | | |
|----------------|---------------|
| (1) 600 Units | (2) 400 Units |
| (3) 2500 Units | (4) 30 Units |
| (5) 120 Units | |

(.....)

215. The answer that is not relevant to factory layout planning is,

- (1) Process
- (2) Flow
- (3) Product
- (4) Fixed Position
- (5) Cellular

(.....)

216. Examine the following X and Y Columns

X			Y
A	Fixed cost	E	The level at which a business earns neither profit nor loss
B	Variable cost	F	It doesn't change up to a certain production level
C	Break Even point	G	It will be used for Fixed cost and Profit.
D	Contribution	H	It increases when a production or sale is increased even in one Unit

The correct answer that matches X and Y is,

- (1) AG, BF, CH, DE
- (2) AF, BE, CG, DH
- (3) AH, BF, CE, DG
- (4) AH, BG, CE, DF
- (5) AF, BH, CE, DG

(.....)

217. Given below are some information of a business relevant to a certain period of time,

Number of selling units	7,500
Total Sales Revenue	90,000
Total fixed cost	36,000
Total variable cost	60,000

The break even point selling unit of the business is,

- (1) 150
- (2) 6000
- (3) 9000
- (4) 1500
- (5) 8000

(.....)

218. Given below are few formula used by students for the exam paper to calculate the break even point

- (1) $\frac{\text{Total fixed cost}}{\text{Contribution per unit}}$
- (2) $\frac{\text{Total fixed cost}}{\text{Selling price - Variable cost}}$
Of a unit per unit
- (3) $\frac{\text{Total cost}}{\text{Contribution per unit}}$
- (4) $\frac{\text{Total variable cost}}{\text{Contribution per unit}}$
- (5) $\frac{\text{Total cost}}{\text{Selling price - Variable cost}}$
Of a unit per unit

The correct answer that contains formula/formulas to calculate BEP is,

- (1) Only 3
 - (2) Only 1 and 2
 - (3) Only 4
 - (4) Only 3 and 5
 - (5) Only 3 and 4
- (.....)

219. Stock controlling methods and their special characteristics are shown in the following X and Y columns respectively.

	X	Y
1.	Stock level determining system	A- Value and quantity are considered
2.	ABC Analysis	B-Required quantity is added to the production at required time
3.	Two bin system	C-Maintaining stocks by determining various stock levels
4.	JIT Method	D-Stocks are stored and issued using computer technology
5.	Computer program	E-Storing and issuing stocks using two bins

The correct answer that matches X and Y columns is,

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

220. Given below are some data relevant to a product of Akra company Ltd

Material cost per unit	- Rs 32
Labour cost per unit	- Rs 24
Variable cost per unit	- Rs 8
Fixed cost	- Rs 32,000

The Production units are 10,000 and all of them will be sold. The selling price of one product is Rs. 80. The answer that shows the break even point sale units and its sale value respectively is,

- (1) 10,000 and Rs.160,000 (2) 1000 and Rs.800,000
(3) 2000 and Rs.800,000 (4) 2000 and Rs.16,000
(5) 2000 and Rs.160,000 (.....)

221. A producer says, since stock holding cost is an unnecessary expense, the materials are purchased only on required quantity at required time. The control method that this producer follows is,

- (1) Two bin system (2) JIT method
(3) A B C Analysis (4) Computer programme method
(5) Continuous stock holding system (.....)

222. The sentence that explains the “stock control” at best is,

- (1) Maintaining a low stock cost while providing a satisfactory service to customers
(2) Maintaining adequate stocks to face market demand
(3) Maintaining stocks at optimum level to continue production process
(4) Maintaining stocks at optimum level so as not to have excess stocks or shortage of stocks
(5) Maintaining adequate stocks to face unexpected demand situations successfully.
(.....)

223. Given below are information regarding the stock levels of “Pabasara’s” business.

- | | |
|---------------------------|----------------------|
| 1. Consumption of stock | - Maximum 2000 units |
| | - Minimum 800 units |
| 2. Re order (lead) time | - Maximum 03 weeks |
| | - Minimum 01 week |
| 3. Re order quantity | - 3000 units |

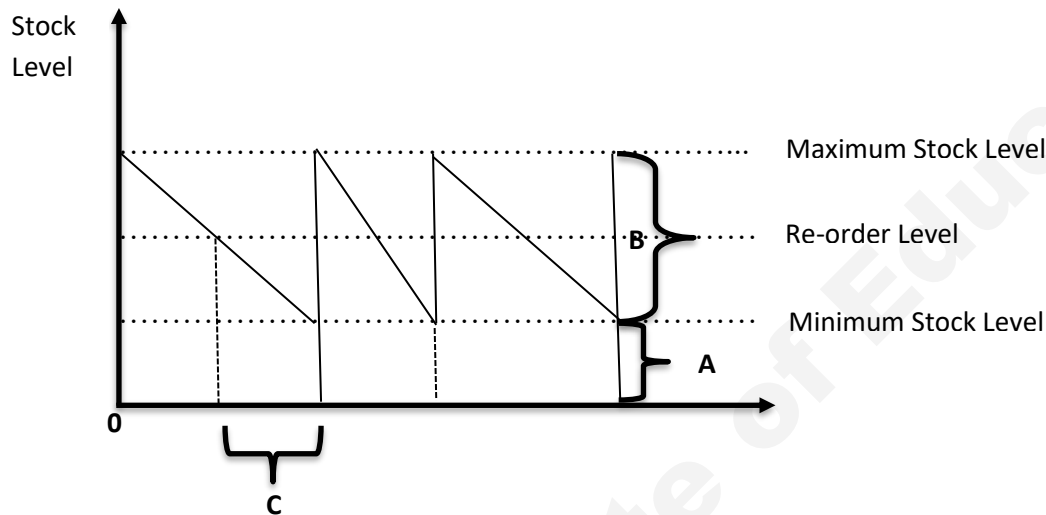
According to the above data, the answer that shows the re order level, minimum stock level and the maximum stock level in order is,

- (1) 8000 units, 3000 units, 2000 units

- (2) 3000 units, 8000 units, 6000 units
- (3) 6000 units, 3200 units, 8200 units
- (4) 3200 units, 6000 units, 8200 units
- (5) 6000 units, 8200 units, 3200 units

(.....)

224. Given below is a graph showing the stock levels of Randika (Pvt) Company.
The things shown from A, B, C is,



- (1) Lead time / safety stock / re ordering quantity
- (2) Safety stock / re ordering quantity / lead time
- (3) Safety stock / re ordering quantity / lead time demand
- (4) Lead time / safety stock / cyclical time
- (5) Maximum stock level / re ordering quantity / cyclical time

(.....)

225. Given below are information about X type of material of Sunsteel firm

Material consumption	-	Minimum 75 (per day) Maximum 125 (per day)
Re order time	-	Minimum 20 days Maximum 30 days
Re ordering quantity	-	500 units

According to the data of X item of Sunsteel firm, the answer that shows maximum and minimum stock level respectively is,

- (1) 2500 units and 1500 units
- (2) 750 units and 2750 units
- (3) 2750 units and 1500 units
- (4) 2750 units and 1250 units
- (5) 3500 units and 2500 units

(.....)

226. Given below are few types of costs regarding stocks

- A - Material inspection cost
- B - Stock record keeping expenses
- C - Stock damage cost
- D - Stock loading and unloading cost
- E - Stock insurance charges
- F - Material carriage inward expenses

The answer when the above expenses are divided under the stock ordering cost and stock maintaining cost is,

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

227. In a production firm, the annual demand for a certain item is 1000 units. The ordering cost of it for an order is Rs. 20. The stock holding cost per unit for a year is Rs. 4. The EOQ of this item is,

According to the data of X item of Sunsteel firm, the answer that shows maximum and minimum stock level respectively is,

- | | |
|----------------|---------------|
| (1) 5000 units | (4) 80 units |
| (2) 200 units | (5) 100 units |
| (3) 250 units | (.....) |

228. Given below are some statements provided by students regarding re- order level. The correct answer among them is,.

- (1) The stock level that a business maintain in order to continue the production or selling process of the business continuously
- (2) The stock level at which a business decide to order again when the stock has been decreased gradually with the consumption.
- (3) The number of units to be in an order when the stock cost is lower
- (4) The stock level that is being used until the receipt of ordered stock
- (5) The stock level used at unexpected situations.

(.....)

229. Select the correct answer that includes stock levels which assist to maintain an optimum level of stocks for a business

- (1) Minimum stock level / safety stock level / maximum stock level
- (2) Maximum stock level / minimum stock level / average stock level
- (3) Minimum stock level / safety stock level / average stock level
- (4) Stock consumption level / average stock level / minimum stock level
- (5) Re order level / minimum stock level / maximum stock level

(.....)

230. Given below are few information of Sumihiri Products (Pvt) company.

- Annual usage quantity 12,000 units
- Cost per order Rs. 900
- Cost per unit Rs.150
- Stock holding cost from unit cost is 10%

The EOQ of this institute is,

- (1) 1000 units
- (2) 900 units
- (3) 1100 units
- (4) 800 units
- (5) 1200 units

(.....)

231. Steel Master” is a business organization that produces office equipment from steel.

Followings are some of the expenditures it has borne

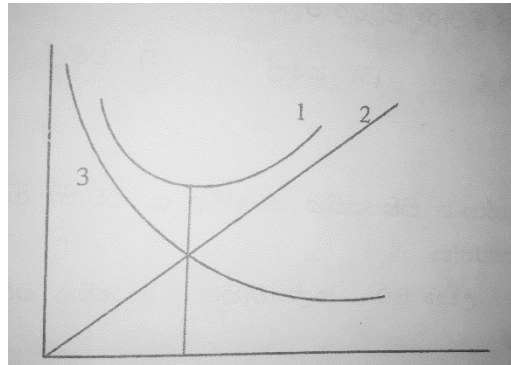
- A. Building rent
- B. Electricity expenses
- C. Salary of the clerk
- D. Production salary
- E. Expenses for steel
- F. Locks & hinges

The correct answer when the above are categorized as primecost and overheadcost respectively is,

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

(.....)

232. The Economic Order Quantity (EOQ) of a firm is shown graphically as follows.



Select the answer that represents the types of costs in no 1,2,3 of this graph.

- (1) Total cost / stock holding cost / stock ordering cost
- (2) Stock ordering cost / total cost / stock holding cost
- (3) Total cost / stock ordering cost / stock holding cost
- (4) Stock holding cost / stock ordering cost / total cost
- (5) Stock ordering cost / stock holding cost / total cost

(.....)

233. Given below are few explanations given by five students when the teacher questioned about “The Quality of the outputs”,

1. Nimal - The production of goods and services that can face competition successfully when fulfilling consumer needs
2. Wimal-The ability of a product or a service to fulfill consumer needs and wants.
3. Kamal- The goods and services which are produced by minimizing damages and faults
4. Chamal-The production of goods and services in order to maximize consumer satisfaction and improve profitability
5. Namal - Produce goods and services in accordance with legal requirements to minimize the overall cost of the organization.

The most appropriate answer from above is,

- | | | |
|------------|-----------|-----------|
| (1) Nimal | (2) Wimal | (3) Kamal |
| (4) Chamal | (5) Namal | (.....) |

234. The quality of a product comprises of few elements. The answer group that includes only those elements is,
- (1) Better performance / suitability / durability / protectiveness / zero defect / standardized
 - (2) Suitability / standardized / protectiveness / durability / legality / zero defect
 - (3) Standardized / protectiveness / legality / durability / high quality / better performance
 - (4) Legality / better performance / durability / zero defect / suitability / reliability
 - (5) Better performance / durability / standardized / suitability / protectiveness / reliability
- (.....)

235. The X shows descriptions about the quality control methods which each firm follow at production and the Y shows the relevant quality control methods.

	X	Y
1.	Employees gather as a small group weekly to protect the quality of the products and to identify the production problems and quality protection of products	A - Zero defect
2.	We have won the high trust of customers since we produce according to International standards	B - Quality Standards
3.	Every Employee has been instructed to make sure, everyone does what they do right, at the first attempt.	C - Quality Circles

The correct answer that matches X and Y is,

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

236. Ascertaining the quality of the product through inspecting formally in every stage of the production process is known as,
- (1) Total Quality Management
 - (2) Statistical Process control
 - (3) Quality Assurance

(4) Quality Control

(5) Quality Circles

(.....)

237. The techniques that can be used for quality control and each of their explanations are given in the columns X and Y respectively.

	X	Y
	1. Quality circles	A - Communication of data by graphs, picture diagrams, and tables.
	2. Zero defect	B - Discussion of employees who engage in the same activity, by gathering in to small Groups.
	3. Quality assurance	C - Conduct production activities in accordance with national and international standards
	4. Quality standards	D - Ascertaining that every product is manufactured without defects
	5. Statistical process control	E - The action taken to conduct the production process with formal inspection

The correct answer that matches X and Y respectively is,

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

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

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

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

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

(.....)

238. Followings are the data of input and output of a production firm

- Raw materials - 3000 units
- Labour hours - 2000
- Machine hours - 1000
- Out puts - 12000units
- The total productivity and the labour productivity of the above institute is,

(1) 4,6 (2) 2,12 (3) 2,4

(4) 2,6 (5) 3,6 (.....)

239. Information about the productivity of two production firms named Wasula and Basula are given in the following table.

Productivity	Wasula	Basula	Units of inputs	
			Wasula	Basula
Total Productivity	2.5	3	A	4000
Productivity of the materials	5.0	6.0	2000	B
Productivity of machinery	10.0	12.0	C	1000
Productivity of the work force	10.0	12.0	1000	D

If the output of Wasula and Basula institutes are 10,000 and 12,000 respectively, the answer that shows correctly the amount of inputs for the places A, B, C, D in the above table respectively is,

- (1) 1000, 2000, 1000, 1000 (2) 2000, 4000, 1000, 1000
 (3) 4000, 2000, 1000, 1000 (4) 4000, 1000, 2000, 1000
 (5) 4000, 1000, 1000, 2000 (.....)

240. Given below are some ways of improving the productivity of an organization

- A. Use of trained employees.
- B. Use of modern machinery
- C. Quality circles
- D. Statistical process control
- E. Zero defect method

The answer that includes only the actions that can be used to improve the labor productivity is,

- (1) AB (2) AC (3) AD
 (4) BC (5) BD (.....)

Marketing Management

241. Marketing is important to businessman, consumer as well as to economy. Given below are few reasons for it to be important so.

- A. Increase in Employment
- B. Availability of goods and services in the market.
- C. Creation of product diversification
- D. Expansion of market share
- E. To get maximum satisfaction for the money spent by oneself
- F. To avoid inequality in income distribution
- G. Ability to uplift the standard of living
- H. To maintain the profit earnings continuously
- I. Being able to face the competition successfully

The answer that has presented the importance of the marketing for businessman, consumer and for the economy correctly is,

	Businessman	Consumer	Economy
(1)	ABC	DEF	GHI
(2)	BEF	GHI	ABC
(3)	ADG	BEH	CFI
(4)	DHI	BEG	ACF
(5)	DEC	BFG	AHI

(.....)

242. From the following concepts, the answer that includes only the core concepts of marketing is,

- (1) Products, services, ideas, places, activities
- (2) Needs, wants, goods, services, market, transactions
- (3) organizations, Services, exchange, transaction, places, activities
- (4) Impression, wants, demand, offering, values, satisfaction
- (5) People, services, events, needs, exchange, competition

(.....)

243. Some core cocepts of marketing and their ideas are given in the following X and Y columns Respectively.

X	Y
A- Positioning	(1) Various approaches that marketers use to enter the target market
B- Offering	(2) The impact created from potential, identical and substitute products
C- Marketing channels	(3) From the producer's perspective, the number of times that the communication media used by him reaches the customer among the other communication media
D- Impression	(4) Building up a favorable attitude in the consumer's mind regarding a specific product
E- Competition	(5) A bundle of values presented by businessmen to satisfy a customer's needs

The correct answer that matches X and Y columns respectively is,

- (1) A3 B5 C1 D4 E2 (2) A1 B3 C2 D5 E4
(3) A4 B5 C1 D3 E2 (4) A2 B3 C4 D1 E5
(5) A5 B2 C3 D2 E4. (.....)

244. Chiran Rathnayaka and Ishan Fernando have arrived at Nelum Pokuna Theatre for a live show. Prasannawho has reserved a ticket online, travelling by train, got late to the show. The answer that includes the products of the above case respectively is,

- (1) Persons, Service, Event, Information, Places
 - (2) Persons, Event, Place, Information, Service
 - (3) Persons, Place, Event, Service, Information
 - (4) Persons, Service, Events, Information, Places
 - (5) Persons, places, Events, Information, Service
- (.....)

245. Select the correct statement among the following statements.,

- (1) Advertising advertisements on media such as television, magazines, live shows and on display ads through paying money by a firm is referred to as earned media.
- (2) A bundle of values presented to satisfy a customer's needs is referred to as offerings or products.
- (3) Segmenting a market so as similar consumer groups that prefer the similar marketing mix to be included in them is referred to as target market.
- (4) Positioning is the extent of a customer's attention and active involvement with a communication method.
- (5) Advertisements on a business web pages and Facebook pages is referred to as paid media

(.....)

246. Explanations for some products and relevant names of those products are given below in X and Y columns respectively.

	X	Y
(01)	Selling a person's specialized knowledge for a task to a new customer	A. Service
(02)	A program arranged for fulfilling a certain want	B. Ideas
(03)	The marketable thought that is born in the producer's mind regarding product to be presented to the market.	C. Experience
(04)	A skill or an ability of a person that can satisfy a human want	D. Activities

The answer that matches X and Y is,

(1) 1 C 2 B 3 D 4 A

(2) 1 D 2 C 3 B 4 A

(3) 1 C 2 D 3 A 4 B

(4) 1 C 2 D 3 B 4 A

(5) 1 D 2 C 3 A 4 B

(.....)

247. Which of the following sentence gives the best explanation for the term ‘Market’

- (1) A place or a situation where a product is transferred from producer to consumer.
- (2) Any space where true and potential consumers, suppliers, and distributors meet up
- (3) A situation where an exchange of a good or a service of value takes between two parties
- (4) A place where a good or a service is exchanged for a value from one party to another to fulfill needs and wants.
- (5) A collection of all true and potential customers with purchasing power and willingness to engage in an exchange to satisfy human needs and wants

(.....)

248 “Teak fit” institute produces modern furniture for new year season with the (A) **brand name** “Teak fit”. For the new year purchase of furniture from this institute, (B) **a 10 %discount** , installment payment period method, and (C) **delivery** are expected to be provided. People have been informed that there will be a sale in the coming week through leaflets, (D) **an advertisement method.** To which variable of the marketing mix do the above underlined words belong?

- (1) Product, Place, Price, Promotion
- (2) Promotion, Price, Place, Product
- (3) Product, Price, Place, Promotion
- (4) Promotion, Product, Price, Place
- (5) Place, Price, Promotion, Product

(.....)

249 The pronounceable part of the brand is,

- (1) Brand symbol
- (2) Brand mark
- (3) Brand name
- (4) Brand designing
- (5) Brand Logo.

(.....)

250. Different kinds of products that can be sold and example for them are given in the column X and Y

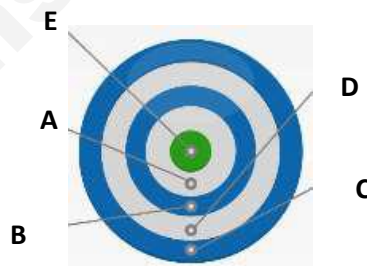
	X		Y
1.	Place	A.	The Central Bank
2.	Information	B.	Knuckles mountain range
3.	Services	C.	Internet
4.	Organizations	D.	Education
5.	Goods	E.	Books

The correct answer that matches the products with their examples is,

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

(.....)

251. Given below are various levels of a product.



The above shown production levels are (1)Core benefit, (2)Basic product, (3)Expected product, (4)Augmented product ,and (5)Potential product. Select the answer that has been matched in order.

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

(.....)

252. A brand name is,

- (1) A mark registered under the intelligence property act to distinguish a producer's own products from competitive products.
- (2) A word or a symbol printed on the packaging of a product to distinguish the product from competitive products.
- (3) A marketing strategy used to increase the selling of goods and services.
- (4) A visible symbol, a word phrase or a combination of them used to distinguish a certain product from competitive products
- (5) A symbol or a mark included in the packaging to identify a producer's product easily

(.....)

253. When a brand is registered under the intellectual property act, it is known as

- (1) Trade mark
- (2) Brand name
- (3) Brand mark
- (4) Brand sign
- (5) Brand combination

(.....)

254. Followings are some statements about the brand.

- A Short and simple
- B Should be registered
- C Similar to brands of competitors
- D Usage of separate brands
- E Easy to pronounce and remember
- F To be different from the brands of competitors

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

(.....)

255. The correct statement that interpretes the family brand is,

- (1) Using separate brand names for different products of a firm.
- (2) Creating a new brand name by a trader for the products bought from a producer.
- (3) Presenting a range of products to the market under one brand name by a production firm.
- (4) Presenting the only product to the market under his own brand name by a producer.
- (5) Presenting products to the market under different brand names by different producers.

(.....)



A



B



C



D

256. The above shown are 4 examples for National brand, Family brand, Personal brand, and Product brand . Select the correct answer that has been matched in order

(1) D B C A

(4) A D C B

(2) D A C B

(5) A B C D

(3) B A C D

(.....)

257. Packaging is useful for producer, trader as well as for consumer. It is ascertained by the following facts.

The answer which includes only the benefits to the seller of the package is,

A Can be used for other uses

B Gives an attractive look

C Enables to select

D Easy to store

E Easy to display the product

(1) A B

(2) A C

(3) . B C

(4) C D

(5) D E

(.....)

258. Even though big containers are used for the transportation of goods according to the nature of the products , the producers use Packagings for products to provide protection. This Packaging is known as,

(1) Primary packaging

(2) Secondary packaging

(3) Tertiary packaging

(4) Transportation packaging

(5) Tertiary and transportation packaging

(.....)

259. The instructions for the usage and the careful storage of the product is included on,,

- (1) Only on the primary packaging
- (2) Only on the secondary packaging
- (3) Only on the tertiary packaging
- (4) Only on the transportation packaging
- (5) On all of the above packagings

(.....)

260. When deciding to buy a product, a consumer consider about the price. The answer that correctly states about the price from the angle of Marketing is,

- (1) The factor that is considered when pricing a product is the production cost.
- (2) The satisfaction that a consumer get through obtaining a good or a service is the price.
- (3) The monetary value paid by a buyer for a certain good or a service
- (4) The basic instrument used for attaining the expected goals of an organization is the price
- (5) The price of a product comprises of the cost and the profit of the product.

(.....)

261. “I present my product for customers with high purchasing power”. The pricing objective of the producer who states the above statement is,

- (1) To survive in the market
- (2) To maximize current profit
- (3) To maximize market share
- (4) To skim the market
- (5) To maintain product quality leadership

(.....)

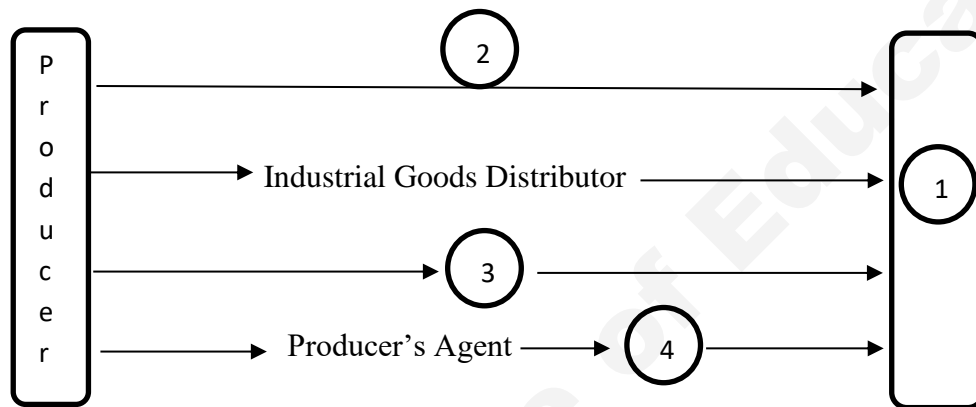
262. Few products are given below.

Vegetables, rice, Coconut oil, milk powder

The most appropriate distribution channel to deliver these products to consumers is,

- (1) Producer → Consumer
- (2) Producer → Agent → Consumer
- (3) Producer → Whole sale Merchant → Retailer → Consumer
- (4) Producer → Agent → Retailer → Consumer
- (5) Producer → Agent → Whole sale Merchant → Consumer → Retailer
(.....)

263. Given below are distribution channels of a product. Select the answer that includes answers for the 1 2 3 4 in order,



- (1) Consumer / Whole sale merchant / Producer's agent / Industrial goods distributor
- (2) Consumer of the industrial goods / None / Producer's agent / Industrial goods distributor
- (3) Consumer / Producer's agent / Whole sale merchant / Retail sale merchant
- (4) Consumer / whole sale merchant / Agent / Retail salemerchant
- (5) User of industrial goods / whole sale merchant / Producer's agent / Industrial goods distributor
(.....)

264. The answer that includes the factors to be considered in selecting a suitable distribution channel is,

- (1) Nature of the product / nature of the market / nature of the demand / competitors' distribution channels / strengths of the producer
- (2) Nature of the product / production cost / nature of the competitors / nature of the demand / medium of transport
- (3) Production cost / nature of the demand / market share / storage facilities / nature of the product.
- (4) Competitors' distribution channels / financial strength / storage facilities / nature of the product

- (5) Nature of the demand / number of competitors / number of units for one order / if they are consumer goods or industrial goods / if adequate financial facilities are available

(.....)

265. Given below are information belongs to marketing mix

A	Quality	B	Location	C	Coverage	D	Allowances
E	Warranties	F	Advertising	G	Direct Marketing	H	Transportation
I	Packaging	J	Features	K	Inventory	L	Credit terms
M	Personal Selling	N	Payment period				

Select the correct answer from the following table where the above information is included under production mix

(1)	Product	Price	Place	Promotion
(2)	D L N I	A B C	E F G H	J K M
(3)	A E I J	D L N	B C H K	F G M
(4)	B C I J	C H K	G L M N	A D F
(5)	C E G H	A B D	I J K M	L F N
(6)	C D E F	G H K	J G N M	A B I

(.....)

266. Given below are few strategies used by producers to increase the selling of their products

- A Decreasing the price
- B Selling through catalogues
- C Offering awards
- D Selling through mails
- E Sponsorship
- F Provision of samples

The answer that includes only direct marketing as a promotional method is,

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

(.....)

267. There are two categories when factors considered in selecting a suitable pricing method are known as internal and external factors.

The correct answer that includes only the internal factors is,

- (1) Expected profit, price of substitute products, Market demand
- (2) Cost of the product, market demand, cost of living
- (3) Marketing strategies, cost of the product, expected profit
- (4) Market demand, expected profit, cost of living
- (5) Price control, price of competitive products, market demand

(.....)

Financial Management

268. The basic purpose of financial management is,

- (1) Maximization of profit of the business
- (2) Maximization of earning of the business
- (3) Maximization of business related value (wealth) of the owners
- (4) Maintenance of liquidity of business in optimum level
- (5) Ascertaining long term financial stability of the business

(.....)

269. Given below are few investment decisions taken by a business

- A. Decisions regarding debtors
- B. Decisions regarding modernization of the business
- C. Decisions regarding trade stock
- D. Decisions regarding working capital
- E. Decisions regarding diversification of the business
- F. Decisions regarding the improvement of the business

Out of them, the answer that includes long – term investments decisions and short-term investmentDecisions respectively is,

- (1) ACD / BEF (2) BCD / AEF (3) BEF / ACD
- (4) AEF / BCD (5) DEF / ABC (.....)

270. Given below are the various sources of funds of a business

- A. Share issue
- B. Debenture issue
- C. Retained profits
- D. Provision for depreciation
- E. Commercial papers
- F. Bank overdrafts

Out of the above, the answer that shows the long term direct internal sources of funds and the long term direct external sources of funds respectively is,

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

271. Financial managers focus on the financial sources for fulfilling financial requirements of their Firm. Few factors they focus on there is given below. Among them ,what is the factor on which **much concentration is not placed** in financial management?

- (1) Required amount of funds and the required time
- (2) Cost in obtaining funds and collaterals to be pledged
- (3) Nature of the business organization and influence to the capital structure of the business
- (4) Nature of the invested project, and benefits expected from it.
- (5) Number of employees of the business and technology used in the business.

(.....)

272. Given below are few investment ways that the funds obtained by a financial manager can invest.

- A. Purchase of fixed assets
- B. Purchase of shares
- C. Purchase of various items
- D. Payment of various expenses
- E. Expansion and modernization of the business

Among the above, the Short – term financial investments are,

- | | | |
|---------|---------|---------|
| (1) A G | (2) BC | (3) C D |
| (4) B D | (5) D E | |

(.....)

273. The answer that includes only the financial statements used to obtain necessary information in Financial management is,

- (1) Cash flow statement, budget report, cash budget report
- (2) Sale budget report, the income statement, the balance sheet
- (3) Cash flow statement, The statement of Financial Position, production budget report
- (4) The income statement, The statement of Financial Position, cash flow statement
- (5) The balance sheet, the income statement, sale budget report

(.....)

Given below are few information adapted from the balance sheet of Handagala Company P. L. C. Answer the question No. 274 and 275 using them.

Current assets	160,000
Closing stock	40,000
Current liabilities	80,000
Sales	90,000
Gross profit	24,000
Net profit (before taxes)	18,000

274. The Current ratio and the Quick ratio of this firm in order are,

- (1) 4:3 and 2:1 (2) 2:2 and 2:1
(3) 2:1 and 2:3 (4) 2:2 and 3:4
(5) 2:1 and 3:2

$$(\dots)$$

275. According to the above information, the Gross and Net profit ratio of Handagala Company. P.L.C. in order are,

Current assets	160,000
Final stock	40,000
Current liabilities	80,000
Sales	90,000
Gross profit	24,000
Net profit before taxes	18,000

The Current ratio and the Quick ratio of this firm in order are,

- (1) 26.66 %, 20 % (2) 20 %, 26.66 %
(3) 26.66 %, 26 % (4) 26 %, 26.66 %
(5) 20 %, 26 %

$$(\dots)$$

276. The correct ratio to calculate the debtors turnover ratio is,

1. $\frac{\text{Sales}}{\text{Total assets}}$
2. $\frac{\text{Credit sales}}{\text{Average stock}}$
3. $\frac{\text{Credit sales}}{\text{Average debtors}}$
4. $\frac{\text{Average debtors}}{\text{Credit sales}}$
5. $\frac{\text{Cost of goods sold}}{\text{Average stock}}$

$$(\dots)$$

277. The group that includes the components of financial system of Sri Lanka is,
- (1) Financial market, Financial institutions, The central Bank, Licensed commercial banks, Licensed Specialized bank, Financial instruments.
 - (2) The Central bank, Financial instruments, Financial market, Financial institutions, Financial Infrastructure facilities.
 - (3) The Central Bank, Share market, Financial market, Licensed commercial banks, Licensed Specialized bank.
 - (4) Share market, Financial market, Treasury bills market, Treasury bonds market, Inter bank Call money market.
 - (5) Financial institutions, Financial instruments, Money market, Share market, Financial Market.
- (.....)
278. The financial institutes that include Insurance companies, Employee Provident fund, Government employees Provident fund are known as,
- (1) Other Specialized finance institutions
 - (2) Other deposit taking financial institutions
 - (3) Contractual savings institutions
 - (4) Banking sector
 - (5) Other regulating institutes.
- (.....)
279. The payment settlement system that helps to ensure the well performance and the stability of the financial system of a country is,
- (1) Real time gross settlement system.
 - (2) Cheque imaging and Truncation system
 - (3) Scriptless Securities Settlement system
 - (4) Society for worldwide Interbank Financial Telecommunication
 - (5) Financial Infrastructures
- (.....)
280. The way of categorizing financial market on the base of maturity periods of financial Securities is,
- (1) Primary market and Secondary market.
 - (2) Money market and Capital market.
 - (3) Treasury bills market and Share market.
 - (4) Treasury bonds market and Share market
 - (5) Corporate bonds market and Commercial papers market
- (.....)

281. Some functions of financial market are given below.

- A. Obtaining a loan by one commercial bank from another commercial banks to repay within three days
- B. Obtaining Sri Lankan rupees from commercial banks by selling foreign currency received by exporters .
- C. Purchase of treasury bonds by investors
- D. Sale of shares in the secondary market by the investors who bought them
- E. Issue of debentures by the government corporations to obtain funds.

The answer that shows the functions of money market and capital market separately and respectively is,

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

(.....)

282. The institute that administrates the selling and purchasing of shares of listed companies is,

- (1) Unit Trust
- (2) The Securities and Exchange Commission of Sri Lanka
- (3) The Colombo Stock Exchange
- (4) The Central Bank of Sri Lanka
- (5) The Ministry of Finance

(.....)

283. The companies are listed on two boards on the Colombo stock Exchange according to the requirements to be fulfilled at present (2018). Among the following, the condition that is relevant to the companies to be listed under “Dirisavi board” is,

- (1) The stated capital of the company should not be less than five hundred million
- (2) The minimum public holding should be 25 % of the issued capital
- (3) A net profit before tax should have been earned for 3 consecutive years.
- (4) The stated capital of a company should be not less than hundred millions
- (5) Net assets as per the consolidated audited financial statement for the last two years

(.....)

284. The answer that includes the securities that are traded only on Colombo stock Exchange is,

- (1) Ordinary Shares, Share warrants, Share certificates, Corporate debentures, Government Securities.
- (2) Preference shares, Share certificates, demand deposits, Corporate debentures, Share warrants.
- (3) Government securities, Commercial papers, certificate of deposit, Ordinary shares, Preference shares.
- (4) Government securities, Corporate debentures, Share warrants, Preference shares, Ordinary shares.
- (5) Preference shares, Treasury bonds, Corporate bonds, Promissory notes, Bills of Exchange

(.....)

285. Re – distribution of shares to existing ordinary shareholders of a company on a certain ratio is known as,

- (1) Capitalization of Reserves
- (2) Rights issue
- (3) Issue of Bonus shares.
- (4) Issue of Corporate debentures
- (5) Provision of share warrants

(.....)

286. The answer that includes the indirect benefits that have been entitled for investing in securities is

- (1) Dividends, Interest, Eligibility to be appointed as a director, Capital gain
- (2) Dividends, Rights issue, Bonus shares, Low risk
- (3) Dividends, Eligibility to be appointed as a director, Exemption from capital gain tax, Interest
- (4) Voting rights , Ability to use as collaterals, Capital gain, Bonus shares.
- (5) Dividends, Capital gain, Rights issue, Ability to use as collaterals

(.....)

287. The index used to measure the movements of shares prices of 20 largest high liquidated Companies in the Colombo Stock Exchange is,

- (1) All share price Index
- (2) Milanka price Index
- (3) S &PSri Lanka 20 price Index
- (4) Total Return Index
- (5) M B S L MidCap Index

(.....)

288. The institute that monitors the operations of the Colombo stock Exchange is,

- (1) Sri Lanka Securities and Exchange Commission
- (2) The Colombo share market
- (3) The central Depository system (Pvt) limited
- (4) Stock brokering companies
- (5) Listed companies

(.....)

289. The ratio that shows the relationship between investment on assets and the earning generated by those investments is,

- (1) Return on investment ratio
- (2) Activity ratio
- (3) Leverage ratio
- (4) Current ratio
- (5) Liquidity ratio

(.....)

Human Resource Management

290. Given below are few common characteristics of resources. Among them, the characteristics that belong only to human resources are,

- (1) Scarce, ability to control other resources, deteriorative
- (2) Alive, , ability to control other resources, ability to react
- (3) Ability to react, inability to be forecasted, easy to manage
- (4) Complex behavior, Creative, monotonous
- (5) Trainable, team spirit, deteriorative

(.....)

291. The factor that is not considered in forecasting the demand for human resource is,

- (1) Goals of the firm
- (2) Production method
- (3) Number of promoted employees
- (4) Number of active trade unions in the firm
- (5) Demand for goods or services.

(.....)

292. The following table shows two documents relating to human resource management in the X column and some information relating to them in Y column

X	Y
1. Job description	A - Educational Qualifications B - Number of working hours C - Experience D - To whom is he accountable?
2. Job Specification	E - Age of the employee F - Nature of the duty

The correct answer that matches X and Y correctly is,

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

(.....)

293. Given below are explanations for some concepts related to human resource management

- A. Preparing the duties, rights and responsibilities that a work unit of a firm should perform to achieve a specific objective is known as job analysis.
- B. A systematic investigation of knowing the characteristics and relevant behavior of a job and the qualities that an employee should possess to fulfill that job in a successful manner is known as job designing.
- C. A statement explaining the duties, responsibilities, and service conditions relevant to a particular job is known as job description.
- D. The document prepared including the qualifications that a job holder should possess to perform a job is known as job specification.
- E. Forecasting of future human resource requirements to achieve goals and objectives of an organization and deciding steps to be taken to attain those requirements is known as human resource management

Among the above,

- (1) C D E are true whereas A B are untrue
- (2) A B C are true whereas D E are untrue
- (3) A C E are true whereas B D are untrue
- (4) A B D are true whereas C E are untrue
- (5) A B E are true whereas C D are untrue

(.....)

294. The process of attracting candidates for jobs who possess knowledge ,skills and positive attitudes that help in accomplishing the goals and objective of an organization is known as,

- (1) Man power planning
- (2) Job designing
- (3) Induction
- (4) Selection and hiring
- (5) Employee recruitment

(.....)

295. The following X column shows two main recruitment methods and Y column shows the ways relevant to those methods.

X	Y
1. External recruitment	A. Job fairs B. Job posting C. Skill inventories D. Gazettes
2. Internal recruitment	E. Succession plan F. Professional institutions G. Intranet H. Newspapers, Television

The correct answer that matches external and internal attraction methods with given examples in order is,

- (1) A C D E G and B F H (2) A B H and C D E F G
(3) B D F H and A C E G (4) A D F H and B C E G
(5) D H and A B C E F G (.....)
296. The benefit that is not gained by an organization through internal employee attraction is,
- (1) Employees getting motivated
(2) Ability to hire the most suitable candidate for the post
(3) Easy to retain the most suitable employees.
(4) Less time for induction of employees
(5) Formation of better employer employee relationship
(.....)
297. Sachithra, who has been appointed as accounts clerk, was taken around the office premises by human resource executive officer to show the cafeteria, medical unit, physical fitness center and how to register in the welfare society. This process is known as,
- (1) Training and development
(2) External recruitment
(3) Induction for general introduction
(4) Internal recruitment
(5) Induction for special introduction
(.....)

298. Given below are information of three candidates who have applied for the computer data entry post of Lifeline Laboratory Ltd.

Information	Rajeewa	Aruni	Sajeewa
Age	25 years	26 years	27 years
Gender	Male	Female	Male
Educational Qualification	A / L (Maths) passed	A / L (Science) Passed	A/L (InformationTechnology) Passed
Professional Qualification	NVQ IV	NVQ IV	None
Experience in the field	5 years	4 years	5 years

Among the above three candidates, the selected one is Rajeewa. The answer consists of the main reasons that would have caused for it is,

- (1) Educational qualification and experience in the field.
- (2) Professional qualification and educational qualification
- (3) Professional qualification and experience in the field
- (4) Professional qualification and age being less
- (5) Age being less and being a male

(.....)

299. Employees for the post of data entry in government service are to be recruited. The most suitable method for selecting candidates for it is,

- (1) IQ test method
- (2) Practical test method
- (3) Personality test method
- (4) Medical test method
- (5) Background test method

(.....)

300. The correct answer that contains the information mentioned in an appointment letter is,

- (1) Title of the job, Salary, Personal Information, Special Skills
- (2) Educational qualification, Professional Qualifications, Salary, Probationary Period
- (3) Probationary period, Working days, Special Skills, Professional Qualifications

- (4) Title of the job, Salary, Probationary Period, Conditions regarding the job
- (5) Conditions regarding the job, Salary, Gender, Signature & Date
(.....)

301. Select the correct statement from the followings.

- (1) The process of appointing the most suitable candidate for the post is known as Induction
- (2) The legal document given by the employer by including job regulations, conditions, duties and responsibilities of the job is known as appointment letter.
- (3) Introducing a newly appointed employee to the organization and giving an awareness about the organization is Training and Development.
- (4) The time period in which a recruited employee should work before he is turned into permanent for the post is known as probationary period
- (5) The powerful evidence that can be used to prove that a particular employee is an employee of a particular organization is the job description.

(.....)

302. Performance appraisal is,

- (1) Decision making regarding the approval of salary increments
- (2) A process used to evaluate the successfulness and the unsuccessfulness of the employee selection procedure for a post.
- (3) A process used to select employees who perform the job effectively
- (4) The strategy used by the organization to induct newly appointed employees.
- (5) The process of ascertaining the amount of effective performance of an employee by an organization.

(.....)

303. A reason that is relevant to unnecessary personal behavior regarding employee grievances is,

- (1) Appointing an employee to a post that doesn't fit to his knowledge and skills
- (2) Shifting the working time or working place
- (3) Not promoting accordingly
- (4) Over employee expectations than needed
- (5) Taking tough disciplinary actions for violation of disciplines

(.....)

304. Given below are few information regarding Training and Development.

- A Provision of required knowledge, skills and attitudes to managerial personnel
- B Comparatively a short – term programme
- C Preparation of an employee for the fulfillment of future job needs.
- D Incurring a comparatively high cost
- E Relevant to current employment

Among the above, the answer that includes the information only relevant to the development,

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

305. The benefit which is not gained by employer through Training and Development is,

- (1) Improvement in the product quality
- (2) Decrease in labour absenteeism
- (3) Decrease the tax to be paid
- (4) Increase in employee motivation
- (5) Increase in employee loyalty

(.....)

306. Given below are some of the reasons that cause for employee grievances

- A. Shifting the working time or working place
- B. Employee salary ,wages and allowances
- C. Having unsafe conditions for career, health and protection in the working place
- D. Not promoting accordingly
- E. Assigning duties and responsibilities that are not mentioned in the job description

Based on the above information, the answer, which includes only service conditions-related reasons, is:

- (1) Only A
- (2) Only A & C

- (3) Only A, C & D (4) Only A, B C & D
(5) Only A, B, C & E (.....)

307. Given below are some methods of identifying employee grievances and some methods of solving them.

- | | |
|--------------------------|-----------------------------|
| A Exit interviews | E Counseling |
| B Arbitration | F Employee attitudes survey |
| C Suggestion box | G Open door policy |
| D Joint committee method | H Appointing an ombudsman |

The correct answer that shows the methods of identifying employee grievances and the methods of solving them respectively is,.

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

308. Select the correct answer that contains the actions that a firm can take regarding employee anti – disciplinary actions

- (1) Termination from the job / Written warning / Recharging the loss / Demotion from the post / Joint committee method
(2) Counseling / Verbal warning / Recharging the loss / Transferring the working place / Suspension of salary
(3) Recharging the loss / Verbal warning / Written warning / Open door policy / Fines
(4) Written warning / Verbal warning / Recharging the loss / Demotion from the post / Arbitration
(5) Verbal and Written warning / Recharging the loss / Demotion from the post / Termination from the job / Suspension of salary increment.

(.....)

309. Picketing means,

- (1) A protest by employees in the public areas or in front of the firm premises to win their demand without consuming any food or drink.
(2) Locking up of the machinery by the employees or removing a small part of the machines to avoid its functioning

- (3) A peaceful protest of the employees showing banners, posters, notices in front of the firm (premises) mostly in free times like lunch break.
- (4) Employees refusing to work after their normal working hours.
- (5) Negotiation of ideas between employers and trade union members to come to an agreement regarding an industrial issue

(.....)

310. Labour absenteeism in human resource management is known as,

- (1) Employees leaving the organization
- (2) Better employer employee relationship
- (3) Absence of employees who are supposed to come to work
- (4) Employees retiring from the firm
- (5) Downfall of the industrial relationship of the firm

(.....)

311. Employees completely stop working due to failure of gaining their demands through negotiations or any other protesting campaigns is known as,

- (1) Token stike
- (2) Picketing
- (3) Fasting
- (4) Sabotage
- (5) Continuous strikes

(.....)

312. The following table shows the explanations for various trade union actions and the relevant trade union actions in **P** and **Q** columns respectively.

p		Q
1.	It is about performing the authorized duties only that have been assigned legally.	A - Boycott
2.	Stoppage of work of both employees and machines to stop the business operational process.	B - Sit ins
3.	Workers deliberately perform their duties slowly.	C - Fast
4.	A protest by employees in the public areas or in front of the firm premises to win their demand without consuming any food or drink.	D - Go-slow
5.	Employees not allowing to close the business premises and also not performing their duties while being in the business premises.	E - Work to rule

The correct answer that matches **P** and **Q** is,

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

313. Labour productivity is calculated to measure the successfulness of human resource management. Labour productivity is calculated using

1. $\frac{\text{Output}}{\text{Number of employees}}$ 2. $\frac{\text{Input}}{\text{Number of employees}}$ 3. $\frac{\text{Number of employees}}{\text{Output}}$
4. $\frac{\text{Number of employees}}{\text{Input}}$ 5. $\frac{\text{Input}}{\text{Output}}$ (.....)

314. When comparing, it was revealed that the labour turnover of firm A is lower than that of firm B. The conclusion that can be taken regarding firm A is,

- (1) The firm A's human resource management is efficient
(2) The firm A's human resource management is inefficient
(3) There is no better employer employee relationship in firm A
(4) The number of employee leaving from firm A is higher
(5) The number of employees leaving from firm A is lower. (.....)

315. Giving some hint to the employer regarding an upcoming strike is done through,

- (1) Picketing (2) Fasting
(3) Sabotage (4) Working with a black strip tied
(5) Go-slow (.....)

316. Select the answer that interprets collective bargaining correctly .

- (1) A collective discussion between employers and trade union to settle an industrial dispute
(2) A collective discussion between employers and the government to come to a certain agreement
(3) A discussion between employers and commissioner of labour to settle an industrial dispute
-

- (4) A discussion among trade union leaders to come to a certain agreement
- (5) A collective discussion among service union leaders to come to a certain agreement

(.....)

National Institute of Education

Information Technology

317. The answer that shows the activities belong only to data processing process accurately and respectively is,

- (1) Classifying, Sorting, Summarizing, Calculating
- (2) Calculating, Summarizing, Sorting, Processing
- (3) Summarizing, Processing, Sorting, Calculating, Output
- (4) Classifying, Sorting, Calculating, Summarizing
- (5) Input, Processing, Output, Storing

(.....)

318. Given below are few methods of classification of information. Criteria in classifying is shown in column X and classification of information is shown in column Y

X	Y
A. According to sources	1. Specific, Probable
B. According to nature	2. Past, Present, Future
C. According to time	3. Finance, Production, Marketing, Human resources
D. According to probability	4. External, Internal
E. According to management function	5. Quantitative, Qualitative

The answer that matches X and Y correctly is,

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

319. The answer that includes the functions done through an information system is,

- (1) Input, Output, Processing, Storing, Feedback
- (2) Input, Processing, Output, Storing, Feedback
- (3) Input, Processing, Storing, Output, Feedback
- (4) Processing, Input, Output, Feedback, Storing
- (5) Input, Storing, Processing, Output, Feedback

(.....)

320. The answer that **doesn't belong** to data processing technology is,

- (1) Manual system
- (2) Semi – manual system
- (3) Internet system
- (4) Electro mechanical system
- (5) Electronic data processing

(.....)

321. The following table shows the components of computerized information system and some examples for them

Components	Examples
Hardware	A
B	Word
Live ware	C
D	Microchip

The answer group that includes the correct answers for A, B, C, D in the above table is,

- (1) Windows, live wares, CPU, Procedures
- (2) Key board, Firm wares, Computer engineers, Software
- (3) Key board, Software, Computer engineers, Firmware
- (4) Windows, Live ware, Key board, Procedures
- (5) Key board, Procedures, data, live wares

(.....)

322. The information system that helps a top level manager to make a decision for the entire organization is,

- (1) Management level information system
- (2) Strategic level information system
- (3) Knowledge level information system
- (4) Operational level information system
- (5) Research and development information system

(.....)

323. The system that helps middle managers to make structured and semi structured decisions that rapidly change and can not easily be specified in advance is known as,

- (1) Executive support system
- (2) Decisions support system
- (3) Office automation system
- (4) Knowledge work system
- (5) Transaction processing system

(.....)

324. Select the information system that strengthens the Executive Support System.,

- (1) Knowledge Work System (KWS)
- (2) Office Automation System (OAS)
- (3) Business Intelligence System (BIS)
- (4) Management Information system (MIS)
- (5) Transaction process System (TPS)

(.....)

325. In the following table, the information systems are shown according to the managerial levels in column X and according to the usage in column Y

X	Y
A- Strategic level Information system	1. Office Automation system
B- Management level Information system	2. Transaction processing systems
C- Knowledge level Information system	3. Executive support systems
D- Operational level Information system	4. Decision support systems

When the X column above is matched with the Y column respectively, the correct answer is,

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

(.....)

326. Given below are functions of an organization and information systems that are used in each of those functions.

Functions	Information system
Operation	A
B	Market Research
Finance	C
Human Resource	D

The correct answer that includes the answers for A, B, C,D in order is,

- (1) Computer integrated manufacturing, marketing, capital budgeting, performance appraisal
- (2) Performance appraisal, marketing, capital budgeting, computer integrated manufacturing
- (3) Performance appraisal, marketing, computer integrated manufacturing, capital budgeting
- (4) Computer integrated manufacturing, performance appraisal, capital budgeting, marketing
- (5) Performance appraisal, computer integrated manufacturing, marketing, capital budgeting.

(.....)

327. Information technology comprises of few technological fields. Those fields are,

- (1) Computing technology, Information management technology, communication technology
- (2) Computing technology, Telecommunication technology, Information management technology
- (3) Information management technology, computing technology, computer technology
- (4) Telecommunication technology, computer technology, communication technology
- (5) Communication technology, computer technology, computing technology

(.....)

328. The World Wide Web helps in searching websites and select the category below which includes only examples.

- | | |
|----------------------------------|--------------------------------|
| (1) Yahoo,Netscape,Indesign | (2) Google,MSN-Bing,Yahoo |
| (3) Google,Internet,Netscape | (4) indesign,Internet,Netscape |
| (5) MSN-Bing, Illustrator, Yahoo | (.....) |

329. An information system used by data entry workers is,

- (1) Executive Support System (ESS) (2) Decisions Support System (DSS)
- (3) Knowledge Work System (KWS) (4) Office Automation System (OAS)
- (5) Management Information System
(MIS)

(.....)

330. Office Automation System is used by data entry workers and to improve the productivity of offices.

Select the answer that is **not** an example for this system.

- (1) Computer Aided Designing System (2) Data Base System
- (3) Word Processing System (4) Desktop Publishing System
- (5) Electronic Mail System

(.....)

331. The meaning of Web Conferencing is,

- (1) Participating in a conference using information provided by web sites
- (2) Holding discussions at the same time by individuals through telephones with groups without interacting face to face
- (3) Holding conferences with the aid of computers connected to internet
- (4) A web site used to log in to famous conferences in the world
- (5) A face to face live interaction through a video screen at the same time by people who are at geographically dispersed locations

(.....)

Business Plans

332. The document made by a business by including the goals and objectives of a business and Strategies to achieve them is

- | | |
|--------------------------|--------------------------|
| (1) Business plan | (2) Business Description |
| (3) Annual business plan | (4) Financial plan |
| (5) Marketing plan | |

(.....)

333. Select the most appropriate idea for “The business idea”

- (1) A result of an environment analysis done to identify products that can fulfill a need
- (2) A business identified through macro environmental analysis
- (3) An idea created for one’s required business having done an external environment analysis.
- (4) A thought about a product that can fulfill a need or a want of an individual or an organization
- (5) A thought generated within a businessman through the result of analyzing micro and macro environmental factors to fulfill needs of business organizations.

(.....)

334. To select the most suitable business idea among business ideas,

- (1) Macro analysis should be conducted
- (2) Micro analysis should be conducted
- (3) Total market analysis should be conducted
- (4) Business environment analysis should be conducted
- (5) Target environment analysis should be conducted

(.....)

335. The component that is **not** included in the main components of a business plan is,

- | | |
|--------------------------|-----------------------|
| (1) Business Description | (2) Sales Plan |
| (3) Market analysis | (4) Executive summary |
| (5) Financial plan | |

(.....)

336. Business ideas have to be analyzed first in the macro analysis and then in the micro analysis to identify the most beneficial idea. The environments that are examined in the micro analysis are,

- (1) Internal Environment and external environment
- (2) Internal Environment and task environment
- (3) Task Environment and external environment
- (4) Economic Environment and task environment
- (5) Global Environment and internal environment

(.....)

337. The answer that includes only the micro factors considered in selecting a business idea is,

- (1) Price levels, population, owners, managers
- (2) Price levels, competitors, owners, managers
- (3) Managers, competitors, population, price levels, income levels
- (4) Suppliers, competitors, customers, social levels
- (5) Managers, competitors, owners, employees

(.....)

338. The answer that includes only the main factors to be considered in preparing a business plan is,

- (1) Focus, necessary financial resources, customers, goals.
- (2) Focus, realistic, targeted, customers
- (3) Completeness, necessary financial resources, goals, simplicity
- (4) Necessary financial resources, goals, simplicity, customers
- (5) Customers, competitors, suppliers, employees

(.....)

339. Select the correct statement

- (1) A business plan is prepared for starting a new business
- (2) The expected profit can be calculated from marketing plan
- (3) The cash balance at the end of the period is shown in cash flow statement
- (4) An acknowledgment of a business plan can be taken from a business description
- (5) The marketing plan can be prepared according to the operational plan of the business

(.....)

340. The document that present important details of the business to banks or other Financial institutions in order to obtain loan is,

- (1) Income statement
- (2) Statement of Financial Position
- (3) Business plan
- (4) Cash flow statement
- (5) The report containing the details of the businessman

(.....)

341. Select the correct statement among the followings

- (1) The document that explains goals and objectives of an organization and strategies to attain them is known as business description
- (2) The document that explains what the business is, the goods and services that the Business supply and the benefits that customers receive from it is known as Business plan.
- (3) The document that shows the detailed procedure of input – output of the manufacturing process that takes place from the beginning to the end is the marketing plan
- (4) The business plan is prepared after the macro analysis
- (5) The main objective of the executive summary is to motivate the external parties to find more about the business.

(.....)

342. The party expected to be attracted by a business plan is,

- (1) Small scale businessmen / Potential investors / Ceylon Chamber of Commerce / Managers and employees / Suppliers
- (2) Potential investors / Customers / Suppliers / Managers and employees / Banks and financial institutions
- (3) Potential investors / Resource persons / Banks and financial institutions / Managers and employees / Suppliers
- (4) Managers and employees / Suppliers / Ceylon Chamber of Commerce / commercial banks / Potential investors
- (5) Competitors/ Potential investors / Consumers / Community / Government

(.....)

343. Under which part of the financial plan, are the liquidity and the profitability of a business shown?
- (1) Estimated cash flow statement and estimated income statement
 - (2) Estimated the statement of financial position , estimated income statement
 - (3) Estimated cash flow statement and estimated the statement of financial position
 - (4) Break even analysis and estimated cash flow statement
 - (5) Estimated the statement of financial position and estimated cash flow statement
- (.....)
344. Given below are some reasons for marketing plan and operational plant to be important. The relevant reason that the operational plan to be important is,
- (1) To decide the suggested marketing strategies
 - (2) To analyze the industry and the market
 - (3) To show the ability to face the competition
 - (4) To decide competitors marketing strategies
 - (5) To improve the quality of the product
- (.....)
345. Executive summary is a very important content in the business plan. Among the followings, the correct answer that contains the information relevant only to executive summary is,
- (1) Ownership of the business/ Name and address of the owner/ Vision of the business / Mission/ Goals and objectives/ The market where the business should compete
 - (2) Name and address of the owner/ History of the business / Vision of the business/ Mission/ Goals and objectives/ The market where the business should compete/ Total investment
 - (3) History of the business / Production procedure / Total investment / Market requirements / Financial indexes and ratio analysis
 - (4) Ownership of the business / History of the business/ Production procedure / Nature of the industry/ Organizational structure
 - (5) Target and potential market/ Ownership of the business/ Vision of the business/ Mission/ Goals and objectives/ Production procedure / Technology used
- (.....)

346. The information that is not included in the business description part when preparing a business plan is,

- (1) Ownership of the business
- (2) Name and address of the business
- (3) Summary at the beginning
- (4) Organizational structure
- (5) Details of the goods and services supplied by the business

(.....)

347. An instance when a business plan is **not** required to be prepared is,

- (1) When starting a new business
- (2) When an existing business is being managed well
- (3) When an existing business is about to be closed
- (4) When expanding an existing business
- (5) When a business is converted into a franchise business or when a business is acquired

(.....)

348. A component that is not compulsory to be included in a business plan is,

- | | |
|---------------------------------|------------------------------|
| (1) Description of the business | (4) Feasibility study report |
| (3) Operational plan | (5) Marketing plan |
| (5) Financial plan | |

(.....)

349. A factor that can be seen in a project but not in a business plan is,

- (1) Having a definite starting and an ending
- (2) Being presented to obtain required loan facilities
- (3) Success or the failure of the business can be specified
- (4) It guides for future endeavors of the business
- (5) Having one or few attainable objectives.

(.....)

350. Following is a cash flow statement adapted from business plan of Pramodya's business

	January 2019	February 2019
Opening Balance	3	8
Cash inflows	140	150
Receipt on sale of goods and Service	70	80
Bank loans	50	30
Receipt from debtors	A	E
Cash outflows	135	F
Inventory	60	60
Salary expenses	20	35
Interest	B	06
Other	50	65
Net cash flow	C	G
Cash Balance	D	H

The correct answer suitable for the above A, B, C, D, E, F, G, H

- (1) 20, 5, 6, 8, 40, 146, 16, 8
- (2) 20, 5, 5, 8, 40, 150, 16, (8)
- (3) 20, 5, 5, 8, 40, 146, (16), (8)
- (4) 20, 5, 5, 16, 30, 146, (8), (8)
- (5) 20, 5, 5, 8, 40, 146, 8, (8)

(.....)

Answers for the Questions

Q.No	Answer		Q.No	Answer		Q.No	Answer		Q.No	Answer		Q.No	Answer
1	5		46	3		91	2		136	2		181	4
2	1		47	2		92	4		137	2		182	1
3	3		48	3		93	1		138	3		183	4
4	3		49	4		94	1		139	5		184	2
5	2		50	3		95	5		140	5		185	2
6	3		51	5		96	1		141	3		186	2
7	3		52	5		97	3		142	3		187	3
8	4		53	3		98	3		143	2		188	5
9	3		54	1		99	4		144	2		189	1
10	4		55	5		100	3		145	4		190	5
11	2		56	2		101	1		146	3		191	4
12	1		57	4		102	2		147	2		192	3
13	3		58	3		103	1		148	2		193	3
14	1		59	1		104	5		149	5		194	3
15	3		60	1		105	2		150	4		195	2
16	1		61	1		106	5		151	1		196	5
17	3		62	2		107	4		152	4		197	1
18	5		63	2		108	2		153	3		198	1
19	2		64	4		109	2		154	4		199	1
20	3		65	3		110	2		155	4		200	4
21	4		66	2		111	2		156	2		201	1
22	1		67	3		112	3		157	1		202	5
23	5		68	5		113	4		158	2		203	5
24	4		69	2		114	2		159	1		204	4
25	4		70	1		115	1		160	5		205	5
26	4		71	2		116	1		161	2		206	1
27	5		72	5		117	4		162	2		207	5
28	2		73	5		118	5		163	3		208	2
29	4		74	4		119	4		164	2		209	2
30	1		75	3		120	2		165	5		210	4
31	2		76	1		121	3		166	4		211	5
32	1		77	4		122	1		167	2		212	2
33	3		78	3		123	5		168	3		213	3
34	1		79	4		124	5		169	3		214	5
35	1		80	3		125	2		170	5		215	2
36	4		81	4		126	4		171	5		216	5
37	4		82	2		127	2		172	5		217	3
38	1		83	3		128	3		173	5		218	2
39	1		84	3		129	4		174	1		219	4
40	3		85	2		130	3		175	1		220	5
41	2		86	4		131	2		176	5		221	2
42	3		87	3		132	3		177	1		222	4
43	2		88	2		133	4		178	3		223	3
44	2		89	4		134	4		179	4		224	2
45	1		90	5		135	5		180	5		225	4

Q.No	Answer		Q.No	Answer		Q.No	Answer		Q.No	Answer		Q.No	Answer
226	1		251	4		276	3		301	2		326	1
227	5		252	4		277	2		302	5		327	1
228	2		253	1		278	3		303	4		328	2
229	5		254	5		279	5		304	3		329	4
230	5		255	3		280	2		305	3		330	1
231	2		256	5		281	4		306	2		331	3
232	1		257	5		282	3		307	3		332	1
233	2		258	4		283	4		308	5		333	4
234	5		259	5		284	4		309	3		334	1
235	2		260	3		285	2		310	3		335	3
236	3		261	4		286	4		311	5		336	2
237	4		262	3		287	3		312	3		337	5
238	4		263	2		288	1		313	1		338	1
239	3		264	1		289	2		314	1		339	3
240	2		265	2		290	2		315	1		340	3
241	4		266	2		291	4		316	1		341	5
242	4		267	3		292	1		317	4		342	2
243	3		268	3		293	1		318	5		343	1
244	5		269	1		294	5		319	2		344	5
245	2		270	3		295	4		320	3		345	2
246	4		271	5		296	2		321	3		346	3
247	5		272	3		297	3		322	2		347	3
248	3		273	4		298	3		323	2		348	2
249	3		274	5		299	2		324	3		349	1
250	3		275	1		300	4		325	4		350	3

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