



INDIAN SCHOOL NIZWA

BUSINESS STUDIES

CH.5_ Emerging Modes of Business

Name: _____

Date: _____

Class: XI Sec: B

Multiple Choice Questions	
1	What is the scope of B2B Commerce in E-business? A. Business to Branch Commerce B. Business-to-Business Commerce C. Customer to Customer Commerce D. Intra-Organization Commerce
2	What type of commerce involves transactions between businesses and their customers? A. B2B Commerce B. C2C Commerce C. Intra-B Commerce D. B2C Commerce
3	Which benefit of E-business involves the elimination of physical storefronts? A. Global reach/access B. Speed C. Convenience D. Lower investment requirements
4	What is a limitation of E-business regarding the customer's interaction with products? A. Lower investment requirements B. Global reach/access C. No personal connection D. Security issues
5	What type of commerce involves electronic transactions within an organization? A. B2B Commerce B. C2C Commerce C. Intra-B Commerce D. B2C Commerce
6	What is a benefit of E-business related to the speed of transactions? A. Elimination of physical storefronts B. Convenience C. Global reach/access D. Faster exchange of information



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7	<p>Which limitation of E-business involves potential security breaches?</p> <p>A. High quality products B. Delivery time C. Security issues D. Lower investment requirements</p>
8	<p>What is a key advantage of E-business for businesses reaching a wider audience?</p> <p>A. Speed B. Convenience C. Global reach/access D. Lower investment requirements</p>
9	<p>Which type of commerce deals with transactions originating and ending with customers?</p> <p>A. B2B Commerce B. C2C Commerce C. Intra-B Commerce D. B2C Commerce</p>
10	<p>What benefit of E-business contributes to a more environmentally friendly approach?</p> <p>A. Ease of formation and lower investment requirements B. Convenience C. The movement toward a paperless society D. Speed</p>
Case Based Questions	
1	<p>Home Foods Pvt. Ltd. deals in grocery items for daily domestic use, with 20 stores serving the residents of Delhi. All business activities, such as obtaining information about goods, receiving orders, making payments, inventory management, and product development, are conducted online. The use of the internet has led to reduced transaction costs, minimized paper usage, and made it easier for customers to shop from home or office.</p> <p>(a) Which type of business system is being followed by Home Foods Pvt. Ltd.? (b) State any three benefits of the system of business identified in (a) by quoting the lines from the above para (4 marks)</p>
2	<p>Unique enterprise is dealing in auto spare parts. With the expansion in business the enterprise found that the decisions are delayed and level of coordination is coming down. The CEO of the company called for a meeting of all the managers. Ayush, a newly appointed manager suggested that company should have its own internet so that all the employees can interact and pass important information to each other through internet. Even short meeting of different departments can be conducted through Video conferencing to take fast action. The CEO liked the idea and installed an internet connection for connecting all the employees on line. Which type of e-business is suggested by Mr. Ayush and explain it.</p>



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3	<p>Agile Ltd., a well-known automobile company in India, manufactures vehicles by assembling various components, many of which are sourced from foreign countries. Rather than relying on a single supplier, the company coordinates with multiple vendors for each component. The company operates efficiently by using a network of computers that facilitates processes such as placing orders, monitoring the delivery of components, and making payments.</p> <p>Identify and explain the component of e-business being described in the scenario above.</p>
4	<p>Lavanya runs a health and weight management center in Varanasi. She maintains regular contact with her clients through an online portal and frequently conducts online surveys to assess customer satisfaction. Identify and explain the component of e-business being described in the scenario above.</p>
5	<p>Vivan has recently joined a popular insurance company in Jharkhand as a Business Development Manager. His entire recruitment, selection, and orientation training process was conducted online. Even after joining, he has the option to work remotely twice a week at his own pace and convenience. He also participates in online meetings through tele/video conferencing. Identify and explain the component of e-business being described in the scenario above.</p>
6	<p>OLX, founded in 2006, is an Argentinian global online marketplace operating in multiple countries. In India, OLX became synonymous with selling through its popular slogans like "OLX Pe Bech De," "OLX Kar Do," and "OLX it." Approximately 90% of listings in India are for used mobile and electronic items, home and household goods, and cars and bikes. In 2016, OLX reported that about 72% of all used cars sold monthly in India were transacted through its website.</p> <p>Identify and explain the component of e-business being described in the scenario above.</p>
7	<p>After completing a course in gemology, Esha joins her father's fashion business. However, Esha plans to expand the business by venturing into online retailing. She also intends to introduce flexible manufacturing using computer networks, enabling the marketing department to interact constantly with the production department to create customized products based on individual customer requirements.</p> <p>(a) How is the mode of business that Esha intends to adopt different from the one her father has been following over the years?</p> <p>(b) Distinguish between the two modes of business identified in part (a) by providing four key differences.</p>



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8	<p>Splendor Ltd., a popular music company, uses various types of e-business activities to operate successfully in line with changing trends. The company interacts with other businesses, such as suppliers and salespersons, through a network of computers. It conducts promotional activities and sometimes even delivers products (e.g., music or films) online. Additionally, the company has set up call centers for customers to make toll-free calls, register queries, and lodge complaints 24/7 at no extra cost. Splendor Ltd. uses an intranet for managing internal interactions and dealings among various departments and employees. The company also provides Virtual Private Network (VPN) technology, allowing employees to work remotely and hold meetings online via video conferencing. To facilitate online payments, the company uses financial intermediaries like PayPal.</p> <p>Identify the various types of e-business activities adopted by Splendor Ltd., quoting lines from the paragraph.</p>
9	<p>Abdul Kadir and Sunil Kumar jointly set up a firm that produces and sells oil and flour on a large scale. Both partners invested substantial capital, with the objective of providing nutritious oil and flour to the public. They priced their products lower than their competitors, and their brand, Fulwari, quickly became popular due to its quality and affordability. The firm's business was divided into two divisions. The first division, managed by Mr. Sukhbir Singh, handled activities such as production and stock management. The second division, managed by Mr. Rohtas Gandhi, was responsible for obtaining information about goods, issuing orders, receiving deliveries, and making payments. Both divisions performed their activities via the internet, contributing to the firm's gradual growth.</p> <p>Based on the above scenario, answer the following questions:</p> <p>(a) What term from modern business vocabulary would you use to describe the activities performed in Mr. Rohtas Gandhi's division?</p> <p>(b) What collective term would you use to describe the activities managed by Mr. Sukhbir Singh and Mr. Rohtas Gandhi?</p>