INDIAN CERTIFICATE OF SECONDARY EDUCATION (ICSE — CLASS X)

COMMERCIAL STUDIES (63)

CHAPTER-WISE QUESTION BANK

Compiled Strictly from Attached CISCE Board Question Papers (2020–2026) & ICSE 2027 Class X Syllabus

Chapters covered

1. Chapter 1: Stakeholders in Commercial Organisations
2. Chapter 2: Marketing and Sales
3. Chapter 3: Finance and Accounting
4. Chapter 4: Human Resources
5. Chapter 5: Logistics
6. Chapter 6: Banking
7. Chapter 7: Government initiatives in Environment Protection

- Dedicated Section: Picture-Based Questions (placed after Chapter 7)
- Dedicated Section: Cross-Chapter Questions (duplicates of composite 5-mark questions)

Papers included

ICSE Board Examination Papers (Commercial Studies — Subject Code 63 / Paper Code 631): 2020 (T20 631), 2023 (T23 631), 2024 (T24 631), 2025 (T25 631), and 2026 (T26 631). (No specimen papers were attached; only Class X syllabus topics from ICSE Examination Year 2027 are included.)

How to use this bank

- **Source Tag Format:** Every question or option list is followed by a source tag in bold blue indicating the examination year of the board paper (e.g., [2020], [2023], [2024], [2025], [2026]), and the year with S for a specimen paper (e.g., [2025S]).
- **Merged Questions:** Questions recurring across multiple papers have been merged using the latest or most suitable wording, with every year listed in chronological order (e.g., [2020] [2024], [2020] [2024] [2026], [2020] [2023] [2026]).
- **Distinct Wording Retention:** Remaining questions with distinct scope or mark structures are retained as separate entries with their individual source tags.
- **Question Categories & Marks:** Each chapter contains three categories — A. Multiple Choice Questions (1 mark each), B. Short Questions (1 or 2 marks), and C. Long Questions — with exact printed marks ([1], [2], [5], or [10]) aligned at the right margin.
- **Picture-Based & Cross-Chapter Sections:** Picture-based questions appear in their own section with red placeholders ([FIGURE: ...]), followed by a dedicated Cross-Chapter Questions section duplicating all 10 composite [5]-mark questions whose sub-parts span two chapters.

Chapter 1: Stakeholders in Commercial Organisations

A. Multiple Choice Questions (1 mark each)

1. _____ expect the business organization to follow the laws and regulations of the country. **[1]**

(a) Suppliers
(b) Government
(c) Associates
(d) Owners

[2023]

2. Internal stakeholders do NOT consist of: **[1]**

(a) Suppliers
(b) Employers
(c) Employees
(d) Shareholders

[2023]

3. Ramu is a labourer working in 'ABC Constructions'. His expectations from his company are: **[1]**

1. Appreciation of Capital invested.
2. Timely payment of wages.
3. Timely payment of interest.
4. Safe working environment.

(a) 1 and 4
(b) 2 and 3
(c) 3 and 4
(d) 2 and 4

[2024]

4. Which of the following stakeholders provide loans to the commercial organisations? **[1]**

(a) Suppliers
(b) Creditors
(c) Government
(d) Employees

[2026]

B. Short Questions (1 or 2 marks)

1. Mention any two expectations of Employees. **[2]**

[2023]

2. Write any two differences between: Internal stakeholders and External stakeholders **[2]**

[2020] [2024]

3. Who are Internal Stakeholders? Give two examples. **[2]**

[2025]

C. Long Questions (3 marks)

Note: In ICSE Commercial Studies (63) papers, Section B long questions carry [5] or [10] marks as printed on the question papers.

1. State any five expectations of employees from a business organization. **[5]**

[2020]

2. Mention any five expectations of Government from a commercial organization. **[5]**

[2024]

3. This group of people offer raw materials, finished products or various services to a business organisation. **[5]**

(a) Identify this group of stakeholders.

(b) Give four expectations they may have from the business organisation.

[2025]

4. Answer the following: **[5]**

(a) Identify the stakeholders who invest in the capital and assume greater risk or loss of capital in the enterprise.

(b) Give four expectations the above stakeholders may have from the commercial organisation.

[2026]

Chapter 2: Marketing and Sales

A. Multiple Choice Questions (1 mark each)

1. Adulteration means cheating a consumer by: **[1]**

(a) Giving less quantity of a product

(b) Charging unreasonably high prices

(c) Mixing of harmful substances in the product

(d) Keeping away information from the consumers

[2023]

2. Commercial transactions in which an order is placed electronically is: **[1]**

(a) NEFT

(b) E-Commerce

(c) RTGS

(d) Retailing

[2023]

3. The consumer's right to be protected against the marketing of goods which are hazardous to life and property is _____. **[1]**

(a) Right to safety

(b) Right to seek redressal

(c) Right to be heard

(d) Right to be informed

[2023]

4. Any tangible material offered for sale and which can be replaced is a _____. **[1]**

(a) Price wars

(b) Service

(c) Product

(d) Sales

[2023]

5. The module used for tracking of the stock of items in an organisation is: **[1]**

(a) Inventory module

(b) Purchase module

(c) Sales module

(d) Finance module

[2024]

6. Which of these is an objective of Pricing? **[1]**

(a) Profit maximization

(b) Human Resource Management

(c) Checking inventory

(d) Fairs and exhibitions

[2024]

7. Which sales promotion technique includes training in stores layout, product demonstration, advertising, etc.? **[1]**

(a) Fairs and Exhibitions

(b) Prize Contests

(c) Merchandising Aids

(d) Trading Stamps

[2024]

8. Under which right will Mr. Mohit get a compensation for a faulty product? **[1]**

(a) Right to seek redressal

(b) Right to information

(c) Right to consumer education

(d) Right to choose

[2024]

9. A firm manufactures defense equipment. In order to ensure that only authorized personnel enter the secured area they install a high-tech retina scanner. What does the above portray? **[1]**

(a) E-advertising

(b) E-security

(c) E-commerce

(d) E-marketing

[2024]

10. Marketing aims to build the reputation of the enterprise over time. **[1]**

(a) True

(b) False

[2025]

11. Choose the correct option with regard to Products and Services: **[1]**

(a) Products are intangible, whereas Services are tangible.

(b) Products are not transferable, whereas Services are transferable.

(c) Products cannot be stored, whereas Services can be stored.

(d) Products are durable, whereas Services are perishable.

[2026]

12. A cosmetic product may cause allergy to sensitive skin. This information is not disclosed on the packaging by the producer. Which Act would deal with this issue? **[1]**

(a) Environment Protection Act
(b) Prevention and Control of Pollution Act
(c) Consumer Protection Act
(d) Banking Regulations Act

[2026]

13. The ERP module which helps to manage employee information, track employee records like performance reviews, job descriptions and attendance is _____. **[1]**

(a) Purchase Module
(b) Inventory Module
(c) Finance and Accounting Module
(d) Human Resource (HR) Module

[2026]

B. Short Questions (1 or 2 marks)

1. What do you mean by E-security? **[2]**

[2020]

2. State any two features of the Consumer Protection Act. **[2]**

[2020]

3. Write any two differences between: Advertising and Sales promotion **[2]**

[2023]

4. What is Social Advertising Media? **[2]**

[2023]

5. What is Pricing? **[2]**

[2023]

6. Write any two differences between: Marketing and Sales **[2]**

[2024]

7. Write any two differences between: Product and Service **[2]**

[2025]

8. Write in brief about E-tailing. **[2]**

[2020] [2025]

9. Write any two differences between: Advertising and Publicity **[2]**

[2020] [2026]

C. Long Questions (3 marks)

Note: In ICSE Commercial Studies (63) papers, Section B long questions carry [5] or [10] marks as printed on the question papers.

1. What is ERP? Explain any three modules of the ERP System. **[5]**
[2020]

2. Briefly, explain any five benefits of advertising to producers. **[5]**
[2020]

3. Explain the following Consumer Rights: **[5]**
(a) Right to be Informed
(b) Right to Seek Redressal
[2023]

4. Explain any two modules of Enterprise Resource Planning. **[5]**
[2023]

5. Mention five points of distinction between a Product and a Service. **[5]**
[2023]

6. Explain in brief any five objectives of Marketing. **[5]**
[2020] [2024] [2026]

7. What is an Advertising Agency? Describe any two functions of the Advertising Agency. **[5]**
[2024]

8. What is Consumer Exploitation? Mention any three ways in which consumers are exploited. **[5]**
[2020] [2024]

9. Explain in brief two merits and three demerits of Advertising. **[5]**
[2024]

10. 'Pricing is not an end by itself but a means to achieve marketing objectives of the firm.' Discuss any five objectives of Pricing. **[5]**
[2025]

11. Briefly explain: **[5]**
(a) Inventory Module of ERP
(b) ATM
[2025]

12. Explain any five features of the Consumer Protection Act. **[5]**
[2025]

13. Briefly explain: **[5]**

(a) Right to Choose / Right to be Assured

(b) Industrial Relations

[2025]

14. A computer software that manages all the resources of the organisation. **[5]**

(a) Name the software.

(b) Explain the following modules:

1. CRM Module
2. Sales Module

[2026]

15. Mrs. Pandit purchased a packet of chilli powder from a local grocery store. After using it, she noticed that the colour of the food had changed drastically. **[5]**

(a) Identify and explain the type of consumer exploitation.

(b) Suggest any one action Mrs. Pandit can take to protect herself from such exploitation.

(c) Explain the Right to be Informed under the Consumer Protection Act, 2019.

[2026]

16. Rahul, an entrepreneur, feels that his business is wasting a lot of money on advertising every year. Aman, his partner, does not agree and feels that advertising is very important in today's world. **[5]**

(a) Whom do you agree with, Rahul or Aman?

(b) Giving four points, justify your viewpoint.

[2026]

Chapter 3: Finance and Accounting

A. Multiple Choice Questions (1 mark each)

1. Heavy expenditure on advertisement is classified as: **[1]**

(a) Revenue Expenditure
(b) Capital Expenditure
(c) Deferred Revenue Expenditure
(d) Miscellaneous Expenditure

[2023]

2. _____ is an example of Capital Expenditure. **[1]**

(a) Land and building
(b) Rent
(c) Repairs and maintenance
(d) Interest on loan

[2023]

3. The budget that forms the fundamental basis of all budgets and lays down the revenue goals of an enterprise is the: **[1]**

(a) Purchase Budget
(b) Sales Budget
(c) Cash Budget
(d) Production Budget

[2023]

4. Rent received by a business firm is an example of: **[1]**

(a) Revenue receipt
(b) Capital receipt
(c) Capital expenditure
(d) Deferred revenue expenditure

[2023]

5. Expenses incurred for construction of a building are classified as: **[1]**

(a) Revenue Expenditure
(b) Capital Expenditure
(c) Deferred Revenue Expenditure
(d) Miscellaneous Expenditure

[2024]

6. Closing stock appears in the Final Accounts in the: **[1]**

(a) Trading account only

(b) Profit and Loss account and Balance Sheet

(c) Balance Sheet only

(d) Trading account and Balance Sheet

[2024]

7. Rahim has given a loan of ` 5 lakhs to a fertilizer company. The company pays him interest regularly and the company has promised to return his amount after 5 years. Rahim has invested in:**[1]**

(a) Equity shares

(b) Preference shares

(c) Debentures

(d) Ownership securities

[2024]

8. A budget is a statement that can be expressed: **[1]**

(a) in monetary units only

(b) both in monetary terms and physical units

(c) in physical units only

(d) as an estimate of events only

[2024]

9. Rishav prepared a detailed plan of operations for a specific future period. Identify the process. **[1]**

(a) Forecasting

(b) Marketing

(c) Budgeting

(d) Selecting

[2025]

10. Sharma and Company is planning to spend ₹ 5,00,000 on advertising. Under which type of expense can it be classified? **[1]**

(a) Capital expenditure

(b) Revenue expenditure

(c) Capital receipts

(d) Deferred Revenue expenditure

[2025]

11. Read the following statements and choose the correct option: **[1]**

Assertion (A): Preference shares are a hybrid form of financing.

Reason (R): Preference shares have characteristics of both equity shares and debentures.

(a) Both (A) and (R) are true and (R) is the correct explanation of (A).

(b) Both (A) and (R) are true but (R) is not the correct explanation of (A).

(c) (A) is true and (R) is false.

(d) Both (A) and (R) are false.

[2025]

12. Which of the following are true for a Trading Account? **[1]**

I: This account contains personal and real accounts only.

II: This account contains opening balance of stock on the debit side.

III: It is prepared after the Profit and Loss Account.

IV: The result of this account is the Gross Profit or the Gross Loss.

(a) I and II are true.

(b) II and III are true.

(c) III and IV are true.

(d) II and IV are true.

[2025]

13. Expenses incurred by the firm to purchase a second-hand machine and make it ready for use, are treated as: **[1]**

(a) Capital Expenditure

(b) Revenue Expenditure

(c) Capital Receipts

(d) Revenue Receipts

[2025]

14. Mohit goes to the bank with a credit instrument which is due three months later. The bank charges some commission and pays less than the face value of the instrument. Identify the kind of loan granted by the commercial bank. **[1]**

(a) Term loan

(b) Cash credit

(c) Discounting of bills of exchange

(d) Overdraft

[2025]

15. The accountant of Gupta & Co. Ltd. has to pass an entry for Carriage Inwards. Where would he post the entry? **[1]**

(a) Debit side of Profit and Loss Account

(b) Debit side of Trading Account

(c) Credit side of Trading Account

(d) Liabilities side of Balance Sheet

[2025]

16. ₹ 600 spent on repairing a machine in a firm is treated as: **[1]**

(a) Capital receipt

(b) Revenue expenditure

(c) Capital expenditure

(d) Deferred revenue expenditure

[2026]

17. Read the following statements and choose the correct option: **[1]**

Assertion (A): The holders of equity shares are the main risk bearers in a company.

Reason (R): The equity shareholders have no voting rights in the company.

(a) (A) is true and (R) is false.

(b) (A) is false and (R) is true.

(c) Both (A) and (R) are true and (R) is the correct explanation of (A).

(d) Both (A) and (R) are true but (R) is not the correct explanation of (A).

[2026]

18. Budgets are very useful in management. Identify which of the following will be true in this context. **[1]**

I: The purpose of the budget is to set the target and allocate the resources.

II: Budgets do not allow delegation of authority.

III: Budgets help to shift responsibility on others.

IV: Budgets bring efficiency and economy to a business firm.

(a) II and III

(b) I and IV

(c) I and III

(d) II and IV

[2026]

19. Net profit or Net loss is transferred from: **[1]**

(a) Trial Balance to Trading Account

(b) Trading Account to Profit and Loss Account

(c) Profit and Loss Account to Balance Sheet

(d) Trading Account to Balance Sheet

[2026]

20. Cost of raw materials is a: **[1]**

(a) Variable direct cost
(b) Variable indirect cost
(c) Fixed direct cost
(d) Fixed indirect cost

[2026]

B. Short Questions (1 or 2 marks)

1. Distinguish between: Equity shares and Preference shares **[2]**

[2020]

2. What is a Budget? **[2]**

[2020] [2023]

3. What is an Overdraft? **[2]**

[2023]

4. Write any two differences between: Shares and Debentures **[2]**

[2024] [2026]

5. What are Preference Shares? **[2]**

[2024]

6. What is Cash Credit? **[2]**

[2024]

7. What is a Master budget? **[2]**

[2024]

8. What is a Capital Market? **[2]**

[2024]

9. What is Variable cost? Give one example. **[2]**

[2024]

10. Write any two differences between: Capital Expenditure and Revenue Expenditure **[2]**

[2020] [2025]

11. Write any two differences between: Trading Account and Profit and Loss Account **[2]**

[2025]

12. Write any two differences between: Direct Cost and Indirect Cost **[2]**

[2025]

13. Write in brief about a Sales Budget. **[2]**

[2025]

14. Identify the last step of the Final accounts, which is prepared after Profit and Loss Account. Explain in brief. **[2]**

[2025]

15. Write any two differences between: Budget and Forecast **[2]**

[2026]

16. Write any two differences between: Capital Receipts and Revenue Receipts **[2]**

[2023] [2026]

17. What do you mean by Fixed Cost? Give two examples. **[2]**

[2020] [2023] [2026]

18. What is a Trading Account? **[2]**

[2026]

C. Long Questions (3 marks)

Note: In ICSE Commercial Studies (63) papers, Section B long questions carry [5] or [10] marks as printed on the question papers.

1. From the following Trial Balance of A. B. Chandra as on 31st December, 2019. **[10]**

Trial Balance of A. B. Chandra as on 31-12-2019

Particulars	Amount (Dr.)	Particulars	Amount (Cr.)
Cash in Hand	2,000	Discount Received	750
Drawings	2,800	Capital	40,000
Opening Stock (01/01/2018)	4,000	Purchases Returns	1,250
Wages	2,000	Sales	83,000
Cash at Bank	3,500	Creditors	15,000
Insurance	700	Bank Loan	10,000
Trade Expenses	1,200		
Furniture	20,000		
Buildings	61,000		
Salaries	5,000		
Discount Allowed	750		
Sales Returns	3,000		
Purchases	31,250		
Debtors	10,000		
Telephone Charges	1,000		
Bills Receivable	1,800		
Total	**1,50,000**		**1,50,000**

The closing stock was valued at ₹ 12,000.

You are required to prepare a Trading Account and a Profit and Loss Account for the year ending 31st December, 2019 and a Balance Sheet as on 31st December, 2019.

[2020]

2. Write short notes on: **[5]**

(a) Debentures

(b) False Accounting Fraud

[2023]

3. Prepare a Trading, Profit and Loss Account of XYZ, for the year ending on 31st March, 2022 and a Balance Sheet as on 31st March, 2022. **[10]**

Trial Balance of XYZ as on 31st March, 2022

Particulars	Amount (Dr.) Rs.	Amount (Cr.) Rs.
Capital		1,00,000
Furniture	20,000	
Purchases	1,50,000	
Debtors	2,00,000	
Interest Received		4,000
Salaries	30,000	
Sales		3,21,000
Purchase Returns		5,000
Wages	20,000	
Rent	15,000	
Sales Return	10,000	
Carriage outwards	7,000	
Creditors		1,26,000
Printing and Stationery	8,000	
Insurance	12,000	
Opening Stock	50,000	
Office Expenses	12,000	
Bank Overdraft		2,000
Drawing	24,000	
Total	**5,58,000**	**5,58,000**

Closing Stock was valued at Rs.60,000 on 31st March, 2022.

[2023]

4. Given below is the Trial Balance of M/s. Krishna & Sons Pvt Ltd as on 31st March, 2023. Prepare a Trading and a Profit and Loss account for the year ending 31st March, 2023 and a Balance Sheet as on the same date. **[10]**

Trial Balance of M/s. Krishna & Sons Pvt Ltd as on 31st March, 2023.

Particulars	Dr.	Cr
Capital	——	50000
Drawings	1000	——
Debtors and Creditors	25000	15000
Loan	——	20000
Discounts	4750	300
Purchases and Sales	90000	172000
Land and Buildings	88000	——
Salaries	33000	——
Cash in hand	2,700	——
Stock as on 01-04-2022	28000	——
Commission Received	——	18550
Sales Return and Purchase Return	750	550
Carriage inward	1200	——
Bills receivable and Bills payable	7500	5500
TOTAL	**281900**	**281900**

Closing stock was valued at ` 25000.

[2024]

5. Write short notes on: **[5]**

(a) Equity shares

(b) Mitigation of Loss as a Principle of Insurance.

[2025]

6. Discuss the Utility of Budgets. **[5]**

[2020] [2025]

7. The following Trial Balance was extracted from the books of Mr. Joseph as on 31st March, 2024. You are required to prepare the Trading Account and the Profit and Loss Account for the year ended 31st March, 2024. Also, prepare a Balance Sheet as on 31st March, 2024. **[10]**

Trial Balance of Mr. Joseph as on 31st March, 2024

Particulars	Amount (Dr.) Rs.	Amount (Cr.) Rs.
Capital		5,00,000
Drawings	7,500	
Opening Stock	20,000	
Purchases and Sales	90,000	2,00,000
Insurance	6,000	
Carriage Inward	1,500	
Carriage Outward	3,000	
Commission		8,000
Bad Debts	400	
Wages	9,500	
Rent	6,000	
Bills Receivable and Bills Payable	12,000	90,000
Cash in Hand	2,100	
Motor Car	9,80,000	
Investments	1,60,000	
Bank Overdraft		3,00,000
Creditors		2,00,000
Total	**12,98,000**	**12,98,000**

Closing Stock was valued at ₹20,000 on 31st March, 2024.

[2025]

8. "This is a market where equity and debt are marketed in the form of shares, stocks and long-term securities." **[5]**

(a) Identify the market.

(b) Explain any four functions of this market.

[2026]

9. Given below is the Trial Balance of XYZ & Co. Ltd as on 31st March, 2025. Prepare a Trading and a Profit and Loss account for the year ending 31st March, 2025. Also prepare a Balance Sheet as on 31st March, 2025. **[10]**

Trial Balance of XYZ & Co. Ltd. as on 31st March, 2025 (Dr. / Cr.)

Particulars	Amount (₹)	Particulars	Amount (₹)
Opening stock	15,000	Overdraft	43,200
Purchases	66,000	Purchase return	3,000
Carriage outwards	1,800	Sundry creditors	30,000
Bad debts	1,800	Sales	1,15,000
Sales return	6,000	Capital	80,000
Drawings	4,000	Commission received	900
Trade expenses	3,600		
Salaries	18,000		
Discount	1,200		
Rent	12,000		
Furniture	18,000		
Plant and Machinery	1,08,000		
Debtors	16,700		
Total	**2,72,100**	**Total**	**2,72,100**

Closing stock was valued at ₹ 25,000.

[2026]

Chapter 4: Human Resources

A. Multiple Choice Questions (1 mark each)

1. _____ is the process of carefully screening the candidates to choose the most suitable persons for the job. **[1]**

(a) Recruitment
(b) Selection
(c) Training
(d) Development

[2023]

2. A social security scheme in which both employer and employee contribute 10% of the basic wages every month is: **[1]**

(a) Gratuity
(b) Pension
(c) Provident Fund
(d) Group Insurance

[2024]

3. A voluntary payment made by an employer to an employee who retires after long and dedicated services is _____. **[1]**

(a) Pension
(b) Group insurance
(c) Gratuity
(d) Provident fund

[2024]

4. Mr. 'P' has been selected for a mission to go to the moon. Before he goes into space he is trained to survive in 'Zero Gravity'. Identify the training used. **[1]**

(a) Job rotation
(b) Apprenticeship
(c) Classroom
(d) Vestibule

[2024]

5. Which of the following is an example of Off-the-Job Training? **[1]**

(a) Job rotation
(b) Mentoring
(c) Apprenticeship
(d) Classroom training

[2025]

6. Which type of selection test helps to measure an applicant's level of knowledge and skill in a particular occupation? **[1]**

(a) Aptitude test
(b) Interest test
(c) Trade test
(d) Dexterity test

[2025]

7. A social security scheme has the following characteristics: Identify the scheme. **[1]**

1. Any citizen of India, resident or non-resident, can become a member.
2. It has a Tier I account which is mandatory and Tier II which is optional.

(a) Provident Fund
(b) Gratuity
(c) National Pension Scheme
(d) Maternity benefits

[2025]

8. An employee does not contribute to Gratuity. **[1]**

(a) True
(b) False

[2026]

9. Raju has been selected as a plumber in a construction company. Name the type of training he must undergo. **[1]**

(a) Apprenticeship training
(b) Job rotation
(c) Classroom training
(d) Vestibule training

[2026]

B. Short Questions (1 or 2 marks)

1. State two advantages of internal recruitment. **[2]**

[2020]

2. State two advantages of Campus Recruitment as an external source of recruitment. **[2]**

[2020]

3. Briefly explain any two types of Selection tests. **[2]**

[2020]

4. What is Recruitment? **[2]**

[2023]

5. Write any two differences between: Recruitment and Selection **[2]**
[2024]

6. What are Campus Interviews? **[2]**
[2024]

7. What is Selection? **[2]**
[2025]

8. Explain Application Blank. **[2]**
[2025]

9. Give two differences between On-the-job training and Off-the-job training. **[2]**
[2026]

10. Infosys recruited a few candidates from IIT, Kanpur in the year 2025. **[2]**
(a) Identify the source of external recruitment from the above statement.
(b) State one advantage of the same.
[2026]

C. Long Questions (3 marks)

Note: In ICSE Commercial Studies (63) papers, Section B long questions carry [5] or [10] marks as printed on the question papers.

1. Explain the two methods of Training. Give an example for each. **[5]**
[2023]

2. Describe the two sources of Internal Recruitment. **[5]**
[2023]

3. What are Industrial Relations? State any three objectives of Industrial Relations. **[5]**
[2020] [2024]

4. 'Trade Unions provide workers with collective bargaining power, enabling them to negotiate for better benefits.' Explain any five functions of a Trade Union. **[5]**
[2025]

5. These are relationships between the management and employees that grow out of employment. **[5]**
(a) Which term is being referred to in the above statement?
(b) State four objectives of such relations.
[2026]

6. Write short notes on: **[5]**
(a) Provident Fund
(b) Transfers, as a type of Internal Recruitment
[2020] [2026]

Chapter 5: Logistics

A. Multiple Choice Questions (1 mark each)

1. The fastest mode of transport for light weight goods of high value is: **[1]**

(a) Airways
(b) Waterways
(c) Railways
(d) Roadways

[2023]

2. The insurer is liable for insured perils only and not for unexpected uninsured ones. This is the principle of: **[1]**

(a) Indemnity
(b) Utmost good faith
(c) Subrogation
(d) Causa Proxima

[2023]

3. Warehouses licensed by the government and established specifically for storage of dutiable goods are called: **[1]**

(a) Private warehouses
(b) Bonded warehouses
(c) Public warehouses
(d) Cold storages

[2023]

4. Which warehouses are generally located in rural and suburban areas where space is available at low cost? **[1]**

(a) Public
(b) Bonded
(c) Cold Storage
(d) Private

[2024]

5. While Gina was in Delhi for an official meeting, her mother is rushed to the hospital for a medical emergency in Goa. Gina needs to reach her mother quickly. Which means of transport will she use? **[1]**

(a) Road transport
(b) Rail transport
(c) Water transport
(d) Air transport

[2026]

6. Which of the following is NOT a contract of Indemnity? **[1]**

(a) Health Insurance
(b) Life Insurance
(c) Fire Insurance
(d) Marine Insurance

[2026]

B. Short Questions (1 or 2 marks)

1. Briefly explain the principle of Utmost good faith of insurance. **[2]**

[2020]

2. Write a short note on Bonded Warehouse. **[2]**

[2020] [2025]

3. What do you mean by Insurance? **[2]**

[2020]

4. Briefly explain Health Insurance. **[2]**

[2023]

5. What is Fire Insurance? **[2]**

[2024]

6. Mohan intentionally burns the old stock of damaged clothes in his warehouse. Then, he claims the insurance. **[2]**

(a) Which type of insurance would he claim?
(b) Give one reason to state why the claim will not be settled.

[2025]

7. Briefly explain the Principle of Indemnity. **[2]**

[2025]

8. Briefly explain Public Warehouse. **[2]**

[2026]

C. Long Questions (3 marks)

Note: In ICSE Commercial Studies (63) papers, Section B long questions carry [5] or [10] marks as printed on the question papers.

1. Explain any five merits of road transport. **[5]**

[2020]

2. Mention two merits and three demerits of Road Transport. **[5]**

[2023]

3. Explain the importance of Warehousing. (Any five points) **[5]**

[2023]

4. Write short notes on: **[5]**

(a) Life insurance

(b) NEFT

[2024]

5. Explain in brief two merits and three demerits of Water transport. **[5]**

[2024]

6. Mention three merits and two demerits of Air Transport. **[5]**

[2025]

7. Answer the following: **[5]**

(a) Mrs. Basu had parked her car in her regular parking spot at the office. Another employee, Arjun, accidentally crashed into Mrs. Basu's car while reversing his car. This entailed expenses of ₹ 60,000 which she received from the insurance company for damages and repairs. Mrs. Basu later also recovered ₹ 30,000 from Arjun.

1. State the Principle of Insurance.
2. Discuss if Mrs. Basu's course of action is justifiable. Give reasons for your answer.

(b) Write a short note on Preference Shares.

[2026]

8. Explain three merits and two demerits of Rail transport. **[5]**

[2026]

Chapter 6: Banking

A. Multiple Choice Questions (1 mark each)

1. Two popular mobile wallets are: **[1]**

(a) Swiggy and Zomato

(b) Instagram and Snapchat

(c) Google Pay and Paytm

(d) RTGS and NEFT

[2023]

2. The Chief of the Reserve Bank of India is called: **[1]**

(a) The Governor

(b) The Chairman

(c) The Finance Secretary

(d) The President

[2023]

3. Faking accidents, faking death, concealing information for health care are examples of _____ fraud. **[1]**

(a) Insurance

(b) False Accounting

(c) Credit Card

(d) Internet and Cyber

[2024]

4. Which of the following is NOT true with reference to the Reserve Bank of India? **[1]**

(a) It is the sole custodian of foreign exchange reserves.

(b) It extends loans to the general public.

(c) It makes and receives payment on behalf of the government.

(d) It has the monopoly of issuing currency notes.

[2025]

5. Read the following statements and choose the correct option: **[1]**

Assertion (A): The Central Bank is the sole custodian of foreign currency reserves.

Reason (R): The Central Bank has the monopoly of note issue.

(a) Both (A) and (R) are true and (R) is the correct explanation of (A).

(b) Both (A) and (R) are true but (R) is not the correct explanation of (A).

(c) (A) is true and (R) is false.

(d) Both (A) and (R) are false.

[2025]

6. Read the following statements and choose the correct option: **[1]**

Assertion (A): Commercial Banks are required to keep a certain proportion of their deposits as cash reserves with the Central Bank.

Reason (R): Cash reserves enable the Central Bank to exercise control over credit by Commercial Banks.

(a) (A) is true and (R) is false.

(b) (A) is false and (R) is true.

(c) Both (A) and (R) are true and (R) is the correct explanation of (A).

(d) Both (A) and (R) are true but (R) is not the correct explanation of (A).

[2026]

B. Short Questions (1 or 2 marks)

1. 'The Central Bank is a banker's bank.' Explain in brief. **[2]**

[2020]

2. Explain in brief Credit Card Fraud. **[2]**

[2020]

3. Write any two differences between: Central Bank and Commercial Bank **[2]**

[2020] [2023]

4. Write any two differences between: Debit card and Credit card **[2]**

[2023]

5. What is a Central Bank? **[2]**

[2024]

6. When the balance of payments is unfavourable, the foreign exchange resources are reduced. **[2]**

(a) In this situation, what advise does the Central Bank give to the Government?

(b) Which function of the Central Bank is depicted in (a) above?

[2026]

C. Long Questions (3 marks)

Note: In ICSE Commercial Studies (63) papers, Section B long questions carry [5] or [10] marks as printed on the question papers.

1. Explain: **[5]**

(a) ATM

(b) Debentures

[2020]

2. Explain: **[5]**

(a) NEFT

(b) RTGS

[2020]

3. Describe any two functions of the Central Bank. **[5]**

[2023]

4. Write short notes on: **[5]**

(a) IMPS

(b) Direct Costs

[2023]

5. 'Rita' was using a plastic card to withdraw money from a machine set up outside the bank. **[5]**

(a) Identify the card.

(b) Write any four precautions that must be taken while using such a card.

[2024]

6. Answer the following: **[5]**

(a) Mr. Roy invented a product which uses less harmful chemicals. He paid Sen & Co. ₹5,00,000/- to promote the product. Sen & Co. used the product for their own gain without promoting it.

1. What fraudulent practice was committed?
2. What action can Mr. Roy take?

(b) Write a short note on Bonded Warehouse.

[2025]

Chapter 7: Government initiatives in Environment Protection

A. Multiple Choice Questions (1 mark each)

1. Which of the following Acts established the Central Pollution Control Board at the national level? **[1]**

(a) Consumer Protection Act, 2019

(b) Environment Protection Act, 1986

(c) Companies Act, 1956

(d) Banking Regulations Act, 1949

[2025]

2. Which organisation in India is responsible for controlling all forms of pollution? **[1]**

(a) Water Pollution Control Board

(b) Air Pollution Control Board

(c) State Pollution Control Board

(d) Central Pollution Control Board

[2026]

B. Short Questions (1 or 2 marks)

1. Briefly explain any two features of the Environment Protection Act. **[2]**

[2026]

C. Long Questions (3 marks)

Note: In ICSE Commercial Studies (63) papers, Section B long questions carry [5] or [10] marks as printed on the question papers.

1. Explain any five features of the Environment Protection Act. **[5]**

[2020]

2. Write short notes on: **[5]**

(a) Central Pollution Control Board (CPCB)

(b) Equity shares

[2024]

Picture-Based Questions

A. Multiple Choice Questions (1 mark each)

1. These posters are examples of: **[1]**

[FIGURE: Two posters reading "SAVE A LIFE, GIVE YOUR BLOOD." and "Swachh Bharat Abhiyan" — paste from source paper, 2024 T24 631 Q1(v)]

(a) Sales promotion
(b) Marketing
(c) Selling
(d) Social advertising

[2024]

2. Observe the picture and identify the type of Consumer Exploitation. **[1]**

[FIGURE: Hands injecting liquid into an apple with a syringe — paste from source paper, 2025 T25 631 Q1(iv)]

(a) Overcharging
(b) Under weighing
(c) Adulteration
(d) Fair pricing

[2025]

3. Observe the picture and identify what type of Insurance can be claimed. **[1]**

[FIGURE: A cargo container ship sinking in the sea — paste from source paper, 2025 T25 631 Q1(xiv)]

(a) Health
(b) Fire
(c) Life
(d) Marine

[2025]

4. The image given below indicates which form of Sales Promotion? **[1]**

[FIGURE: A "25% OFF DISCOUNT VOUCHER" with a barcode — paste from source paper, 2026 T26 631 Q1(iii)]

(a) Free sample
(b) Premium
(c) Coupon
(d) Trading stamp

[2026]

B. Short Questions (1 or 2 marks)

No picture-based questions in this category in the attached papers.

C. Long Questions (3 marks)

Note: In ICSE Commercial Studies (63) papers, Section B long questions carry [5] or [10] marks as printed on the question papers.

1. Observe the image and answer the following questions: **[5]**

[FIGURE: Masked thief running while carrying a large bank card — paste from source paper, 2026 T26 631 Q5(i)]

(a) Identify the fraud depicted in the picture.

(b) Explain any two financial fraudulent practices.

[2026]

Cross-Chapter Questions

Note: This section duplicates all 10 composite Section B [5]-mark questions whose sub-parts (a) and (b) bridge two distinct Class X syllabus chapters.

A. Multiple Choice Questions (1 mark each)

No cross-chapter questions in this category in the attached papers.

B. Short Questions (1 or 2 marks)

No cross-chapter questions in this category in the attached papers.

C. Long Questions (3 marks)

Note: In ICSE Commercial Studies (63) papers, Section B long questions carry [5] or [10] marks as printed on the question papers.

1. Explain: **[5]**

(a) ATM

(b) Debentures

Chapters bridged: Chapter 6: Banking — (a) ATM; Chapter 3: Finance and Accounting — (b) Debentures.

[2020]

2. Write short notes on: **[5]**

(a) Debentures

(b) False Accounting Fraud

Chapters bridged: Chapter 3: Finance and Accounting — (a) Debentures; Chapter 6: Banking — (b) False Accounting Fraud.

[2023]

3. Write short notes on: **[5]**

(a) IMPS

(b) Direct Costs

Chapters bridged: Chapter 6: Banking — (a) IMPS; Chapter 3: Finance and Accounting — (b) Direct Costs.

[2023]

4. Write short notes on: **[5]**

(a) Life insurance

(b) NEFT

Chapters bridged: Chapter 5: Logistics — (a) Life insurance; Chapter 6: Banking — (b) NEFT.

[2024]

5. Write short notes on: **[5]**

(a) Central Pollution Control Board (CPCB)

(b) Equity shares

Chapters bridged: Chapter 7: Government initiatives in Environment Protection — (a) CPCB; Chapter 3: Finance and Accounting — (b) Equity shares.

[2024]

6. Write short notes on: **[5]**

(a) Equity shares

(b) Mitigation of Loss as a Principle of Insurance.

Chapters bridged: Chapter 3: Finance and Accounting — (a) Equity shares; Chapter 5: Logistics — (b) Mitigation of Loss.

[2025]

7. Briefly explain: **[5]**

(a) Inventory Module of ERP

(b) ATM

Chapters bridged: Chapter 2: Marketing and Sales — (a) Inventory Module of ERP; Chapter 6: Banking — (b) ATM.

[2025]

8. Answer the following: **[5]**

(a) Mr. Roy invented a product which uses less harmful chemicals. He paid Sen & Co. ₹5,00,000/- to promote the product. Sen & Co. used the product for their own gain without promoting it.

1. What fraudulent practice was committed?
2. What action can Mr. Roy take?

(b) Write a short note on Bonded Warehouse.

Chapters bridged: Chapter 6: Banking — (a) Intellectual Property Fraud; Chapter 5: Logistics — (b) Bonded Warehouse.

[2025]

9. Briefly explain: **[5]**

(a) Right to Choose / Right to be Assured

(b) Industrial Relations

Chapters bridged: Chapter 2: Marketing and Sales — (a) Right to Choose; Chapter 4: Human Resources — (b) Industrial Relations.

[2025]

10. Answer the following: **[5]**

(a) Mrs. Basu had parked her car in her regular parking spot at the office. Another employee, Arjun, accidentally crashed into Mrs. Basu's car while reversing his car. This entailed expenses of ₹ 60,000 which she received from the insurance company for damages and repairs. Mrs. Basu later also recovered ₹ 30,000 from Arjun.

1. State the Principle of Insurance.
2. Discuss if Mrs. Basu's course of action is justifiable. Give reasons for your answer.

(b) Write a short note on Preference Shares.

Chapters bridged: Chapter 5: Logistics — (a) Principle of Insurance; Chapter 3: Finance and Accounting — (b) Preference Shares.

[2026]