

Chapter-9

Internal Trade

Very Short Questions (1 Mark Each)

Q1. Define Trade

Q2. List the two broad categories of trade.

Q3. Which shops deal in specific line products?

Q4. Give two examples of chain stores.

Q5. Mail order Houses provide a lot of convenience to the customers, yet they are not very popular, why? Give one reason.

Q6. What are Vending Machines?

Q7. Which type of goods are suitable for vending machines?

Q8. Name any two organizations which have been playing a catalytic role in strengthening internal trade.

Q9. Write the full form of ATM.

Q10. Write the full form of CII.

Q11. Distinguish between a wholesaler and retailer. Give only one point of difference.

Q12. Name the document used in internal trade when goods are transported by railways.

Q13. Sandeep & Sons, Delhi orders pearl jewellery from Nasir Bros, Hyderabad. They enter into a contract and make certain that the payment will be made only on receiving the goods at Delhi in their Shop. Identify the term of trade in the above example.

Q14. Sativa Spices Ltd. selling spices to Rajesh Bros. agrees to pay all the expenses up to



Vishakhapatnam Port. Identify the term of trade.

Q15. What is the meaning of Performa Invoice?

Q16. Explain 'E & OE' meaning.

Q17. Explain the meaning of Debit Note?

SHORT ANSWER TYPE QUESTIONS
(CARRYING 3 – 4 MARKS EACH)

Q1. Enumerate the main features of wholesale trade.

Q2. What are the services offered by retailer to the consumer?

Q3. Jyoti has shifted residence in a new settlement colony. There are no retail shops nearby. What difficulties will Jyoti face in above case?

Q4. Mention differences between departmental store and multiple shops.

Q5. Explain the concept of vending machines.

Q6. Identify the types of retailers in the following statements:

- (a) Rohan displays his goods on bus-stands or pavements.
- (b) Mangal sells goods from one street to another, from one locality to another.
- (c) Rajkumar sells only school uniforms.
- (d) Deepanshu deals only in second hand books.

Q7. Explain the concept of vending machines.

Q8. A manufacturing Co. manufacturing cloth open shops at different locations in India. He sells goods on cash only. The shops have identical decorations. The prices of goods are fixed. In this way they eliminate unnecessary middleman thus benefiting the consumers.

- (a) Identify the type of shop referred to.



(b) Elaborate 3 characteristics of such shops.

Q9. Vishal buys goods in larger quantities and sells them to small businessmen.

(a) Which type of trader in Vishal?

(b) State four characteristics of this type of trade.

LONG ANSWER TYPE QUESTIONS
(CARRYING 5 – 6 MARKS EACH)

Q1. Difference between wholesale trade and retail trade and retail trade.

Q2. What are super bazaar? Explain their advantages and limitations.

Q3. Explain the main type of Itinerant retailers.

Q4. Despite the opening of Malls and big departmental stores Itinerant traders are integral part of India's Internal trade. Analyse the reasons for their survival.

Q5. Uma a village girl comes to Delhi to visit her relatives. She goes with her cousin to a shop, which is centrally located. She becomes astonished by varieties of goods which are sold here.

(a) Identify this type of shop.

(b) Quoting lines from the above paragraph describe two characteristics of the shop.

(c) Explain four advantages of such shops.

Q6. Nirmala orders a mixer on the basis of an advertisement in a newspaper specifying the features, price, delivery terms. It specified that the terms of payment will be VPP only.

(i) Identify this type of retail business.

(ii) Explain two advantages and two limitations of them.

Q7. A London based manufacturing co. manufacturing washing machines wish to add 2 new products in India namely AC's and Refrigerators. Out of a lot of 10 applicants the co. chose two



wholesale firms (headed by females) whose proposals were very competitive and attractive. The wholesaler firm of AC's hired the services of a (differently able retailer) Hari at competitive prices to sell AC's in Delhi, Hari informs his wholesaler firm's head that the consumers of Delhi wish that their houses are cold when they reach their homes in the scorching heat of Delhi.

(a) Explain three services rendered by retailers to wholesalers or manufacturers.

(b) Identify two values which are being adhered to in the above paragraph.

Q8. Vending machines were initially set up at some Metro stations in Delhi for selling products such as soft drinks, mineral water, chocolates etc. But now, they have been removed. Analyse the causes for such a decision.

Q9. Describe the role & functions of chamber of commerce and Industry in promotion of Internal Trade in India.

Q10. Explain the advantages of consumer Co-operative stores.

Q11. Prithvi firms buys Basmati Rice from different Manufacturers in huge quantities and sells these to Randhir Sons, Avichal Bros. etc. in small quantities under their own Brand name.

(i) In your opinion what services will Prithvi Firms provide to Randhir Sons & Avichal firms? (State any 2)

(ii) What services are provided by Prithvi firms to manufactures? (State any 2)

(iii) What services are provided by Prithvi firms to the society? (State any 2)

