

**DETAILED SYLLABUS FOR STD XI  
GENERAL FOUNDATION COURSE (VOCATIONAL STREAM)**

<b>Sr. No.</b>	<b>Unit</b>	<b>Topic</b>	<b>Sub-Topic</b>	<b>Thrust Area</b>	<b>Remarks ##- Not for evaluation.</b>	<b>Marks</b>	<b>No. of lectures</b>
1.	I	Understanding Entrepreneurship	Introduction. -Concept of entrepreneurship. -Importance of entrepreneurship. -Types of entrepreneurship. -Risks involved in entrepreneurship. -Entrepreneurship as a career option. -Charms of entrepreneurship. -Myths of entrepreneurship. -Entrepreneurship and entrepreneur. -Social responsibilities of entrepreneur	a) Meaning. a) Importance of entrepreneurship. a) Types - Opportunity based & Necessity based. a) Risks in Entrepreneurship. a) Meaning of Income generation, self employment and entrepreneurship. a) Charms of entrepreneurship a) Myths about entrepreneurship. a) Meaning b) Characteristics of successful entrepreneur. a) Towards shareholders. b) Towards employees. c) Towards consumers. d) Towards Government. e) Towards community.		05	07

2.	II	Business Environment.	<p>Introduction.</p> <p>-Business environment.</p> <p>-Classification of business environment.</p> <p>-Business idea and opportunity.</p> <p>-Recent developments in Indian economy.</p> <p>-SWOT analysis.</p> <p>-Market research.</p> <p>-Market survey.</p>	<p>a) Meaning of business environment.</p> <p>a) Internal environment –factors. b) External environment – factors – economic, social and cultural, geographical, technical, marketing, international.</p> <p>a) Meaning. b) Sources. c) Business opportunities in various sectors.</p> <p>a) Liberisation. b) Privatization. c) Globalization.</p> <p>a) Meaning. b) Strengths and weaknesses. c) Opportunity and thread.</p> <p>a) Meaning. b) Benefits of market research.</p> <p>a) Meaning.</p>		06	09
3.	III	Micro, Small and Medium Enterprises.	<p>Introduction.</p> <p>-Small scale sector.</p> <p>-Micro enterprises.</p>	<p>a) Meaning. b) Classification of small scale enterprises.</p> <p>a) Meaning. b) Objectives of micro enterprises.</p>		08	12

			<p>-Small enterprises.</p> <p>-Medium enterprises.</p> <p>-Importance of micro, small and medium enterprises.</p> <p>-Problems of micro small and medium enterprises.</p>	<p>a) Meaning. b) Characteristics of small enterprises. c) Advantages of small scale enterprises.</p> <p>a) Meaning. b) Characteristics of medium enterprises.</p> <p>a) Importance of micro, small and medium enterprises.</p> <p>a) Marketing problems. b) Production problems. c) Problems related to finance. d) Problems related to human resource. e) Other problems.</p>			
4.	IV	Forms of Business Ownership	<p>Introduction.</p> <p>-Sole proprietorship.</p> <p>-Joint Hindu family business.</p> <p>-Partnership.</p>	<p>a) Meaning. b) Characteristics of sole proprietorship. c) Advantages of sole proprietorship. d) Disadvantages of sole proprietor.</p> <p>a) Meaning. b) Characteristics of joint hindu family business. c) Advantages of joint hindu family business. d) Disadvantages of joint hindu family business.</p> <p>a) Meaning. b) Characteristics of partnership firm. c) Registration of firm. d) Consequences of non-registration. e) Advantages of partnership. f) Disadvantages of partnership.</p>		08	12

			-Co-operative society.	a) Meaning. b) Characteristics of co-operative society. c) Advantages of co-operative society. d) Disadvantages of co-operative society.			
			-Joint stock company	a) Meaning. b) Characteristics of joint stock company. c) Advantages of joint stock company. d) Disadvantages of joint stock company.			
5.	V	Accounts	Introduction. -Passing of journal entries.  -Preparation of ledger accounts.  -Preparation of trial balance.	a) Passing of journal entries – simple and combined.  a) Preparation of ledger accounts.  a) Preparation of trial balance – journal and ledger form.	Theory- not for evaluation	15	22
6.	VI	Banking and Insurance	Introduction -Banking.  -Importance of banks in modern economy.  -Major functions of banks.  -Types of bank accounts.  -Procedure to open	a) Meaning.  a) Importance of banks in modern economy.  a) Primary functions. b) Secondary functions.  a) Savings bank account. b) Current account. c) Term deposits – recurring and fixed deposit account.  a) Procedure to open a bank account.		08	12

			a bank account.				
			-Banking instruments and facilities.	<ul style="list-style-type: none"> <li>a) Cheques – types, parties to a cheque.</li> <li>b) Demand drafts.</li> <li>c) Letter of credit – commercial, revocable, irrevocable.</li> <li>d) Vouchers.</li> <li>e) Bills of exchange.</li> <li>f) Debit card.</li> <li>g) Credit card.</li> <li>h) Forex card.</li> <li>i) Automated Teller Machine(ATM)</li> <li>j) National Electronic Fund Transfer (NEFT).</li> <li>k) Real Time Gross Settlement (RTGS).</li> <li>l) Indian Financial System Code (IFSC).</li> <li>m) Magnetic Ink Character Recognition (MICR).</li> <li>n) Society for Worldwide Interchange Financial Telecommunication (SWIFT).</li> <li>o) Internet banking.</li> <li>p) Mobile banking.</li> <li>q) Core banking solutions.</li> </ul>			
			-Types of banks.	<ul style="list-style-type: none"> <li>a) Types - Retail bank, commercial bank, investment bank, central bank, credit unions, online banking, Savings and loans bank.</li> </ul>			
			-Reserve bank of India.	<ul style="list-style-type: none"> <li>a) Meaning.</li> <li>b) Major functions.</li> </ul>			
			-Insurance.	<ul style="list-style-type: none"> <li>a) Meaning.</li> </ul>			
			-Importance of Insurance.	<ul style="list-style-type: none"> <li>a) Importance of insurance.</li> </ul>			
			-Principles of insurance.	<ul style="list-style-type: none"> <li>a) Principles – utmost good faith, insurable interest, indemnity, contribution, subrogation,</li> </ul>			

			<p>loss minimization, causa proxima.</p> <p>-Major types of insurance.</p> <p>Types of insurance companies.</p> <p>-Common terms used in insurance.</p>	<p>a) Types – life, marine, automobile, health, credit, b) Life Insurance and Life Assurance. c) Re-insurance and Double Insurance.</p> <p>a) Types - Life insurance and general insurance companies.</p> <p>a) Common terms – insurer, insured, subject matter, insurance policy, insurance premium, insurance agent, policy period, grace period, renewal, death benefit, beneficiary, surrender value, paid-up value, assignment, nomination.</p>			
7.	VII	Environmental Education	<p>Introduction.</p> <p>-Ecosystem.</p> <p>-Ecology.</p> <p>-Biodiversity.</p>	<p>a) Meaning. b) Basic components of an ecosystem – autotrophs, heterotrophs, non-living organic matter. c) Cyclic consumption of energy in an ecosystem. d) Classification of ecosystem – natural, man-made ecosystem. e) Man’s role in the ecosystem. f) Ecosystem degradation.</p> <p>a) Meaning. b) Sub-divisions of ecology – organismal, population, community, ecosystem.</p> <p>a) Meaning. b) Types of biodiversity. c) Biodiversity and ecosystem stability.</p>		10	15

			-Resource utilization.	a) Meaning. b) Sustainable development of resources.			
			-Environmental problems.	a) Meaning.			
			-Air pollution.	a) Meaning. b) Types of pollutants. c) Causes of air pollution. d) Effects of air pollution. e) Prevention and control of air pollution.			
			-Water pollution.	a) Meaning. b) Causes of water pollution. c) Effects of water pollution. d) Prevention and control of water pollution.			
			-Land pollution.	a) Meaning. b) Causes of land pollution. c) Effects of land pollution. d) Prevention and control of land pollution.			
			-Marine pollution.	a) Meaning. b) Causes of marine pollution. c) Effects of marine pollution. d) Prevention and control of marine pollution.			
			-Thermal pollution.	a) Meaning. b) Causes of thermal pollution. c) Effects of thermal pollution. d) Prevention and control of thermal pollution.			
			-Noise pollution	a) Meaning. b) Types of noise pollution. c) Effects of noise pollution.			

			-Ozone depletion.	<p>d) Prevention and control of noise pollution.</p> <p>a) Meaning.</p>			
8.	VIII	Rural Development	<p>Introduction. -Rural development.</p> <p>-Agriculture in India.</p> <p>-Sustainable agriculture.</p> <p>-Organic agriculture.</p> <p>-Horticulture.</p>	<p>a) Meaning.</p> <p>b) Objectives of rural development.</p> <p>c) Government strategies and programmes for rural development.</p> <p>a) Meaning.</p> <p>b) Importance of agriculture in rural India.</p> <p>c) Major problems faced in Indian agriculture.</p> <p>d) ## Government initiatives.</p> <p>e) ## Road ahead.</p> <p>a) Meaning.</p> <p>b) Techniques of sustainable agriculture.</p> <p>c) Benefits of sustainable agriculture.</p> <p>d) ## Government initiatives.</p> <p>a) Meaning.</p> <p>b) Key characteristics of organic agriculture.</p> <p>c) Organic farming involves the use of the following – vermicompost, green leaf manure, crop rotation, biological management, animal husbandry, bio-fertilisers and manure.</p> <p>d) Difference between organic and conventional farming.</p> <p>e) Benefits of organically grown food items and agricultural produce.</p> <p>a) Meaning.</p> <p>b) Branches of horticulture.</p> <p>c) Some business opportunities in horticulture.</p>	<p>d) ##</p> <p>e) ##</p> <p>d) ##</p>	10	15



			-Mushroom cultivation.	a) Meaning.			
			-Dairy farming.	a) Meaning. b) Benefits of dairy farming in india.			
			-Poultry farming.	a) Meaning. b) Benefits of poultry farming in India.			
			-Pisciculture.	a) Meaning.			
			-Biogas.	a) Meaning. b) Advantages of biogas.			

**Note:-**

**1) # # ( means for knowledge and not for evaluation)**

## MODALITIES FOR SETTING THE QUESTION PAPER FOR STD XI

### MID – TERM QUESTION PAPER

Duration : 1 Hour.

Total Marks : 20

Unit 1 : 10 Marks.

Unit 2 : 10 Marks

#### Question 1 (10 Marks)

- (A) Objective – (01)
- (B) Very Short Answer – 1 question - (01)
- (C) Short Answer – 1 question - (03)
- (D) Essay Answers – 2 questions, answer any one – (05)

#### Question 2 (10 Marks)

- (A) Objective – (01)
- (B) Very Short Answer – 1 question - (01)
- (C) Short Answer – 1 question - (03)
- (D) Essay Answers – 2 questions, answer any one – (05)

### FIRST TERMINAL QUESTION PAPER

Duration : 2 ½ Hours.

Total Marks : 60

Unit 1 : 11 Marks.

Unit 2 : 13 Marks.

Unit 3 : 18 Marks.

Unit 4 : 18 Marks.

#### Question 1 (12 Marks)

- (A) Objective - (01)
- (B) Very Short Answer – 3 questions - (03)
- (C) Short Answer – 1 question - (03)
- (D) Essay Answers – 2 questions, answer any one – (05)

#### Question 2 (12 Marks)

- (A) Objective - (01)
- (B) Very Short Answer – 3 questions - (03)
- (C) Short Answer – 1 question - (03)
- (D) Essay Answers – 2 questions, answer any one – (05)

#### Question 3 (12 Marks)

- (A) Objective - (01)
- (B) Very Short Answer – 3 questions - (03)
- (C) Short Answer – 1 question - (03)
- (D) Essay Answers – 2 questions, answer any one – (05)

**Question 4 (12 Marks)**

- (A) Objective - (01)
- (B) Very Short Answer – 3 questions - (03)
- (C) Short Answer – 1 question - (03)
- (D) Essay Answers – 2 questions, answer any one – (05)

**Question 5 (12 Marks)**

- (A) Objective - (01)
- (B) Very Short Answer – 3 questions - (03)
- (C) Short Answer – 1 question - (03)
- (D) Essay Answers – 2 questions, answer any one – (05)

**SECOND TERM QUESTION PAPER**

Duration : 2 ½ Hours.

Total Marks : 70

I Term : 12 marks (Portion of I Term)

Unit 5 : 15 Marks.

Unit 6 : 13 Marks.

Unit 7 : 15 Marks.

Unit 8 : 15 Marks.

**Question 1 (12 Marks) (I Term Portion)**

- (A) Objective - (01)
- (B) Very Short Answer – 3 questions - (03)
- (C) Short Answer – 1 question - (03)
- (D) Essay Answers – 2 questions, answer any one – (05)

**Question 2 (13 Marks) (Unit – 6)**

- (A) Objective - (01)
- (B) Very Short Answer – 1 questions - (01)
- (C) Short Answer – 2 question - (06)
- (D) Essay Answers – 2 questions, answer any one – (05)

**Question 3 (15 Marks) (Unit – 7)**

- (A) Objective - (01)
- (B) Very Short Answer – 3 questions - (03)

- (C) Short Answer – 2 question - (06)
- (D) Essay Answers – 2 questions, answer any one – (05)

**Question 4 (15 Marks) (Unit – 8)**

- (A) Objective - (01)
- (B) Very Short Answer – 3 questions - (03)
- (C) Short Answer – 2 question - (06)
- (D) Essay Answers – 2 questions, answer any one – (05)

**Question 5 (15 Marks) (Unit – 5)**

- (A) Problem - (10)
- (B) Problem – (05)

**GOA BOARD OF SECONDARY & HIGHER SECONDARY EDUCATION**

**Model Question Paper (2017 – 18)**

**SUBJECT: GENERAL FOUNDATION COURSE**

**First - Term**

STD : XI

Time : 2 ½ Hours

Stream : Vocational

Maximum Marks : 60

Instructions:

- i) Answer each main question on a fresh page.
- ii) Write the number of the question and sub-question clearly.
- iii) All questions are compulsory.
- iv) Figures to the right indicate full marks.

Q1 A **Fill in the blank with the appropriate alternative from those given below.** (01)

- (i) An entrepreneur with no visible option to earn a living and compelled to choose entrepreneurship as a career is called \_\_\_\_\_
- an illiterate entrepreneur.
  - a rural entrepreneur.
  - a necessity based entrepreneur.
  - an opportunity based entrepreneur.

B **Answer the following questions in one sentence.** (03)

- (i) What is the meaning of the term 'Entrepreneurship'?
- (ii) State any one point of difference between wage employment and entrepreneurship.
- (iii) Give the meaning of business environment.

C **Answer the following question in about 50 to 60 words.** (03)

- (i) Explain any three myths of entrepreneurship.

D **Answer any one of the following questions in about 120 to 150 words.** (05)

- (i) Explain the importance of entrepreneurship in accelerating the economic growth in the developing countries (any five).  
(ii) Explain the social responsibilities of entrepreneurship.

Q2 A **Fill in the blank with the appropriate alternative from those given below.** (01)

- (i) The arrangement whereby the manufacturer of a trade mark product or service grants exclusive rights for local distribution to an independent retailer is known as \_\_\_\_\_
- retail business.
  - innovation.
  - value added production.
  - franchising.

B **Answer the following questions in one sentence.** (03)

- (i) Give the meaning of business opportunities.  
(ii) State any two examples of service oriented business.  
(iii) What is the meaning of SWOT analysis?

C **Answer the following question in about 50 to 60 words.** (03)

- (i) Explain the three major initiatives taken by the Government to transform the Indian economy into an open market economy.

D **Answer any one of the following questions in about 120 to 150 words.** (05)

- (i) Explain any five factors affecting the internal business environment.  
(ii) Explain any five sources of business ideas and opportunities.

Q3 A **Fill in the blank with the appropriate alternative from those given below.** (01)

- (i) An enterprise whose investment in plant and machinery does not exceed Rs. 25, 00,000 is termed as \_\_\_\_\_
- micro manufacturing enterprise.
  - small manufacturing enterprise.
  - medium manufacturing enterprise.
  - large manufacturing enterprise.

B **Answer the following questions in one sentence.** (03)

- (i) Give the full form of MSME.  
(ii) What is a channel of distribution?  
(iii) State any two characteristics of medium enterprise.

C **Answer the following question in about 50 to 60 words.** (03)

- (i) Explain the marketing problems faced by micro, small and medium enterprises (any three).

D **Answer any one of the following questions in about 120 to 150 words.** (05)

- (i) Explain the importance of micro, small and medium enterprises (any five).
- (ii) Explain the production problems faced by micro, small and medium enterprises (any five)

Q4 A **Fill in the blank with the appropriate alternative from those given below.** (01)

- (i) Those enterprises whose investment in equipments is more than 10 lakhs but does not exceed rupees 2 crores are known as

- 
- micro service enterprises.
  - small service enterprise.
  - medium service enterprise.
  - large service enterprise.

B **Answer the following questions in one sentence.** (03)

- (i) Mention any two objectives of micro enterprises.
- (ii) State any two advantages of small scale enterprises.
- (iii) Name the Act which governs the Joint Hindu Family Business.

C **Answer the following question in about 50 to 60 words.** (03)



- (i) Explain any three features of small enterprises.

D **Answer any one of the following questions in about 120 to 150 words.** (05)

- (i) Explain any five features of Joint Hindu Family Business.  
(ii) Explain any five advantages of sole proprietorship form of organisation.

Q5 A **Fill in the blank with the appropriate alternative from those given below.** (01)

- (i) An association of persons formed based on the philosophy of self help and mutual help is known as \_\_\_\_\_
- sole proprietorship.
  - partnership.
  - co-operative society.
  - joint stock company.

B **Answer the following questions in one sentence.** (03)

- (i) Give the meaning of the term 'unlimited liability' applicable to sole proprietorship form of organisation.  
(ii) State any one consequence of non-registration of a partnership firm.  
(iii) What does 'perpetual succession' of a joint stock company mean?

C **Answer the following question in about 50 to 60 words.** (03)

- (i) Explain any three advantages of partnership firm.

D **Answer any one of the following questions in about 120 to 150 words.**

(05)

- (i) Explain any five drawbacks of joint stock company.
- (ii) Explain any five advantages of a co-operative society.

**GOA BOARD OF SECONDARY & HIGHER SECONDARY EDUCATION**

**Model Question Paper (2017 – 18)**

**SUBJECT: GENERAL FOUNDATION COURSE**

**Second - Term**

STD : XI

Stream : Vocational

Time : 2 ½ Hours

Maximum Marks : 70

Instructions:

- v) Answer each main question on a fresh page.
- vi) Write the number of the question and sub-question clearly.
- vii) All questions are compulsory.
- viii) Figures to the right indicate full marks.
- ix) Use of non-programmable calculators is permitted.
- x) Working notes should be a part of the solution for question No. 5

Q1 A      **Fill in the blank with the appropriate alternative from those given below.** (01)

- (i) The maximum number of partners for conducting banking business is \_\_\_\_\_
- ten.
  - twenty.
  - thirty.
  - fifty.

B      **Answer the following questions in one sentence.** (03)

- (i) Give the meaning of sole proprietorship.
- (ii) What is the basic principle of co-operative society?

(iii) State two social benefits of a Joint Stock Company.

**C Answer the following question in about 50 to 60 words. (03)**

(i) Explain any three characteristics of a Joint Hindu family business.

**D Answer any one of the following questions in about 120 to 150 words. (05)**

(i) Explain any five advantages of sole proprietorship.

(ii) Explain any five disadvantages of Joint Stock company.

**Q2 A Fill in the blank with the appropriate alternative from those given below. (01)**

(i) A cheque which is presented for payments after three months from the date of its issue is called a \_\_\_\_\_

- post dated cheque.
- ante dated cheque.
- stale cheque.
- self cheque.

**B Answer the following questions in one sentence. (01)**

(i) State the two main categories of insurance companies.

C      **Answer the following question in about 50 to 60 words.**      (06)

- (i) State the importance of banks in the economic development of a country (any 6 points)
- (ii) Explain the different parties to a cheque.

D      **Answer any one of the following questions in about 120 to 150 words.**      (05)

- (i) Explain the importance of insurance in business (any 5 points)
- (ii) Explain any five principles of insurance.

Q3 A      **Fill in the blank with the appropriate alternative from those given below.**      (01)

- (i) Cooling towers are used for controlling \_\_\_\_\_
  - air pollution.
  - water pollution.
  - noise pollution.
  - thermal pollution.

B      **Answer the following questions in one sentence.**      (03)

- (i) State any two subdivisions of ecology.
- (ii) What is the main goal of sustainable development of resources?.
- (iii) Give the meaning of the term 'ozone depletion'.

C      **Answer the following question in about 50 to 60 words.**      (06)

- (i) Explain any three factors that contribute to the degradation of the ecosystem
- (ii) Explain the three types of noise pollution.

D      **Answer any one of the following questions in about 120 to 150 words.**      (05)

- (i) Explain any five causes of water pollution.
- (ii) Explain any five measures that can be taken to prevent and control land pollution.

Q4 A      **Fill in the blank with the appropriate alternative from those given below.**      (01)

- (i) The branch of horticulture that deals with the production of vegetables including its storage, processing and marketing is known as \_\_\_\_\_
  - olericulture.
  - pomology.
  - floriculture.
  - landscaping.

B      **Answer the following questions in one sentence.**      (03)

- (i) Mention any two objectives of rural development.
- (ii) State any two techniques of sustainable agriculture.
- (iii) What is pisciculture?

C      **Answer the following question in about 50 to 60 words.**      (06)

- (i) Give any three points of distinction between organic and conventional farming methods.
- (ii) State any six benefits of poultry farming in India.

D      **Answer any one of the following questions in about 120 to 150 words.**      (05)

- (i) Explain any five problems faced by farmers in Indian agriculture.
- (ii) Explain any five advantages of Biogas.

Q5 A      Pass journal entries for the following transactions in the books of Mr. Anthony De Souza and prepare the following ledger accounts;      (10)

(i) Cash a/c

(ii) Discount a/c

1. 01/01/2017      Mr. Anthony started business with cash Rs. 1,00,000, machinery Rs. 60,000 and stock Rs. 32,000
2. 09/01/2017      Sold goods for cash worth Rs. 3,000 at 10% cash discount terms.
3. 14/01/2017      Received Rs. 1,950 from Sam in full settlement of the account of Rs. 2,000
4. 20/01/2017      Paid rent Rs. 10,000
5. 25/01/2017      Purchased goods for cash from Cedric worth Rs. 4,000 and received a cash discount of Rs. 80.

The following closing balances are extracted from the books of shri Sunil Nayar as on

B 31/03/2017.

You are required to prepare the Trial Balance in the Ledger form.

(05)

Sr. No	Name of the Account	Amount
1	Capital	1,00,000
2	Purchases	63,000
3	Opening stock	30,000
4	Wages	15,000
5	Discount earned	1,000
6	Cash at bank	50,000
7	Sales	72,000
8	Commission paid	2,000
9	Machinery	60,000
10	Creditors	30,000
11	Bills payable	12,000
12	Sales return	2,000
13	Interest received	4,000
14	Debtors	35,000
15	Audit fees	3,000
16	Bank loan	41,000
	<b>Total</b>	<b>5,20,000</b>



**Q 5 A Solution**

**In the Books of Mr. Anthony De Souza**

Sr. No.	Date	Particulars	L/f	Debit Amount	Credit Amount
1	01/01/2017	Cash a/c Dr Machinery a/c Dr Stock a/c Dr To Capital a/c  (being business started with cash, machinery and stock)		1,00,000 60,000 32,000	1,92,000
2	09/01/2017	Cash a/c Dr Discount a/c Dr To Sales  (being cash sales at 10% C.D. terms)		2,700 300	3,000

3	14/01/2017	Cash a/c Discount a/c To Sam's a/c (being cash received in full settlement and discount earned)	Dr Dr		1,950 50 2,000
4	20/01/2017	Rent a/c To Cash (being rent paid by cash)	Dr		10,000 10,000
5	25/01/2017	Purchase a/c To Cash a/c To Discount a/c (being cash purchases and discount earned)	Dr		4,000 3,920 80

(1 mark for each journal entry - Total 5 marks)

#### Cash Account

Date	Particulars	J/F	Amount	Date	Particulars	J/F	Amount
01/01/2017	To Capital a/c		1,00,000	20/01/2017	By Rent a/c		10,000
09/01/2017	To Sales a/c		2,700	25/01/2017	By Purchase a/c		3,920
14/01/2017	To Sam's a/c		1,950	31/01/2017	By Bal c/d		90,730
			<b><u>1,04,650</u></b>				<b><u>1,04,650</u></b>

(½ mark for each posting – Total 3 marks)

**Discount Account**

Date	Particulars	J/F	Amount	Date	Particulars	J/F	Amount
09/01/2017	To sales a/c		300	25/01/2017	By Purchases a/c		80
14/01/2017	To Sam's a/c		50	31/01/2017	By Bal c/d		270
			<u>350</u>				<u>350</u>

( ½ mark for each posting – Total 2 marks)

**Q 5 B**

**Trial Balance as on 31/03/2017**

Particulars	L/F	Amount	Particulars	L/F	Amount
Purchases a/c		63,000	Capital a/c		1,00,000
Opening Stock		30,000	Discount earned		1,000
Wages a/c		15,000	Sales a/c		72,000
Cash at Bank		50,000	Creditors a/c		30,000
Commission paid		2,000	Bills Payable a/c		12,000
Machinery a/c		60,000	Interest received a/c		4,000
Sales return a/c		2,000	Bank Loan		41,000
Debtors a/c		35,000			
Audit Fees		3,000			
<b>Total</b>		<b>260,000</b>	<b>Total</b>		<b>2,60,000</b>

( ¼ mark for each posting, ½ mark for each total, Total – 5 marks)

**GOA BOARD OF SECONDARY & HIGHER SECONDARY EDUCATION**

**Model Question Paper (2017 – 18)**

**SUBJECT: GENERAL FOUNDATION COURSE**

**First Mid - Term**

STD : XI

Time : 1 Hour

Stream : Vocational

Maximum Marks : 20

Instructions:

- xi) Answer each main question on a fresh page.
- xii) Write the number of the question and sub-question clearly.
- xiii) All questions are compulsory.
- xiv) Figures to the right indicate full marks.

**Q1 A      Fill in the blank with the appropriate alternative from those given below.      (01)**

- (i) The entrepreneur who perceives every business opportunity chooses to pursue it as an active career is called \_\_\_\_\_
- necessity based entrepreneur.
  - woman entrepreneur.
  - opportunity necessity based entrepreneur.
  - rural entrepreneur.

**B      Answer the following questions in one sentence.      (01)**

- (i) Give the full form of EDP.

**C      Answer the following question in about 50 to 60 words.      (03)**

- (i) State any six charms and challenges of entrepreneurship.

D **Answer any one of the following questions in about 120 to 150 words.** (05)

- (i) Explain the importance of entrepreneurship (any five points).
- (ii) Explain any five characteristics of a successful entrepreneur.

Q2 A **Fill in the blank with the appropriate alternative from those given below.** (01)

- (i) The specialized field of general management that is concerned with manufacturing operations is known as \_\_\_\_\_
  - marketing management.
  - production management.
  - personnel management.
  - purchasing management.

B **Answer the following questions in one sentence.** (01)

- (i) What is the meaning of brainstorming?

C **Answer the following question in about 50 to 60 words.** (03)

- (i) State any six benefits of market research.

D **Answer any one of the following questions in about 120 to 150 words.**

(05)

- (i) Explain any five factors that affect the external business environment.
- (ii) Explain any five business opportunities that can be tapped by potential as well as existing entrepreneurs