

**QUICK DRILL · CBSE CLASS 11**

# Emerging Modes of Business

Business Studies CI-11 · Chapter 5 · 15 MCQs · 20 minutes · PYQ-tagged with time budgets

DATE	TOTAL MARKS	DURATION	MARKING	TARGET
_____	<b>15</b>	<b>20 min</b>	<b>+1 / 0</b>	<b>≥ 12/15</b>

**OBJECTIVES**

Reinforce the four core topics of Emerging Modes of Business via 15 PYQ-derived MCQs. Identify weak sub-topics via concept-node IDs (see answer key). Build per-question time budget habit.

**INSTRUCTIONS**

Attempt all 15. Time budget shown per Q (use it as pacing guide). Mark answers (A/B/C/D) in the margin. Answer key + explanations on the last page. **Don't peek — score yourself honestly.**

**SECTION · QUICK DRILL**

**Q 1-15 · 20 MIN**

**Q1.** Which of the following is the WIDEST term?

- (A) e-trade (B) e-commerce  
(C) e-business (D) EDI

PYQ 2018 · Delhi · 1m · 30s

**Q2.** Tata Steel selling raw steel to Maruti via an online portal is an example of:

- (A) B2C (B) B2B  
(C) C2C (D) C2B

PYQ 2019 · OD · 1m · 25s

**Q3.** Which is NOT a benefit of e-business?

- (A) Ease of formation (B) Low start-up cost  
(C) Personal touch with customer (D) Global reach

PYQ 2020 · Delhi · 1m · 30s

**Q4.** The correct sequence of an online transaction is:

- (A) Order → Register → Pay → Deliver (B) Register → Order → Pay → Deliver  
(C) Register → Pay → Order → Deliver (D) Order → Pay → Register → Deliver

PYQ 2017 · Delhi · 1m · 30s

**Q5.** Which payment mode allows the buyer to pay AFTER receiving the goods?

- (A) UPI (B) Net banking  
(C) Cash on Delivery (D) Credit card

PYQ 2021 · OD · 1m · 25s

**Q6.** An OLX listing of a used bicycle between two individuals falls under:

- (A) B2B (B) B2C  
(C) C2C (D) Intra-B

PYQ 2019 · Comptt · 1m · 25s

**Q7.** Which is a knowledge-intensive outsourcing example?

- (A) Call centre support (B) Payroll processing  
(C) Equity research (D) Data entry

PYQ 2020 · Delhi · 1m · 25s

**Q8.** SSL is primarily used to defend against:

- (A) Phishing (B) Data interception  
(C) Denial of service (D) Identity theft

PYQ 2022 · Delhi · 1m · 30s

**Q9.** Outsourcing's benefit of focusing on CORE competence means:

- (A) Hiring more employees (B) Concentrating internal resources on what only the firm can do best  
(C) Selling more globally (D) Reducing taxes

PYQ 2018 · OD · 1m · 30s

**Q10.** An influencer charging a brand for promotion is an example of:

- (A) B2C
- (B) C2C
- (C) C2B
- (D) Intra-B

PYQ 2023 · Delhi · 1m · 25s

**Q11.** Which of the following is NOT a resource required to set up e-business?

- (A) Hardware
- (B) Software
- (C) Physical retail showroom
- (D) Internet connection

PYQ 2019 · Delhi · 1m · 25s

**Q12.** A fake email asking for your bank password is an example of:

- (A) Phishing
- (B) Encryption
- (C) Firewall
- (D) Digital signature

PYQ 2021 · Delhi · 1m · 25s

**Q13.** UPI is best described as:

- (A) A bank account
- (B) An instant phone-linked bank-to-bank transfer system
- (C) A credit card
- (D) A cryptocurrency

PYQ 2023 · OD · 1m · 30s

**Q14.** Which is a CONCERN of outsourcing?

- (A) Cost reduction
- (B) Access to specialised skills
- (C) Confidentiality risk
- (D) Focus on core

PYQ 2020 · OD · 1m · 30s

**Q15.** e-trade is BEST described as:

- (A) Same as e-business
- (B) Same as e-commerce
- (C) Only the online transaction layer
- (D) Internal firm communication

PYQ 2018 · Comptt · 1m · 30s

## ANSWER KEY & EXPLANATIONS

Q 1-15 · MARK YOUR SCORE

**Q1. Answer: C**

e-business covers buying, selling, servicing, collaborating AND internal firm processes — wider than e-commerce.

**Q2. Answer: B**

Both parties are businesses, hence Business-to-Business (B2B).

**Q3. Answer: C**

Low personal touch is a LIMITATION, not a benefit.

**Q4. Answer: B**

First create an account, then place the order, then pay, then receive delivery.

**Q5. Answer: C**

COD is the only mode with post-delivery payment.

**Q6. Answer: C**

Both buyer and seller are consumers — Consumer-to-Consumer.

**Q7. Answer: C**

Equity research requires domain expertise → KPO.

**Q8. Answer: B**

SSL/TLS encrypts data in transit, preventing eavesdropping.

**Q9. Answer: B**

Core competence focus means leaders work on differentiating activities, not commodity ones.

**Q10. Answer: C**

Consumer providing service to a Business → C2B.

**Q11. Answer: C**

A physical showroom is exactly what e-business eliminates.

**Q12. Answer: A**

Phishing = fraudulent message designed to extract credentials.

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**Q13. Answer: B**

UPI uses a Virtual Payment Address linked to a bank account for instant transfers.

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**Q14. Answer: C**

Cost, skill access and focus are BENEFITS; confidentiality risk is a concern.

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**Q15. Answer: C**

e-trade is the narrowest term — only the online buying/selling transaction.