

## Principle of Commerce (English Medium) - 11th Class Principle of Commerce Chapter 15 Short Questions Preparation

Q1. Define the broker.
<b>Ans 1:</b> A broker is an agent who represent a buyer or a seller in negotiating a purchase or sale without physically handing the goods involved. He is only converned with making bargains and contact between other parties.
Q2. State any three characteristics of a broker.
Ans 1: i- He is not givne the possession of goods by the principal
Ans 2: ii- He simply conduct negotiations for sale of goods.
Ans 3: iii- He cannot enter into a trader agreement
Q3. State any three characteristics of a factor.
Ans 1: i- He is givne the possession of goods by the principal.
Ans 2: ii- He sells the goods in his own name.
Ans 3: iii- He receives payment from the purchaser
Q4. Define Agency.
Ans 1: Teh relatinship exists between an agent and a principal is known as agency.
Q5. Define Principal.
Ans 1: The person for whom such act is done or who its so represented is called the principal
Q6. List out the type of agents who help in the transporatation.
Ans 1: i - Exporting agent ii- Importing agents iii- Forwarding agent
Ans 2: iv- Clearing agent v- Warehouse keeper

Q7. Define the kinds of commission agents.

**Ans 1:** Sometimes wholesalers appoint a numebr of agent sho go from place to place, show catalogues, price lists etc. to wholesalers and ratailers, book orders and forward them to their principals who excute them such agents are called Travelling Agents.

Q8. Define Agent.

Ans 1: The persons appointed by businessmen to represent them or to act on their behalf in business matters.

Q9. State the kinds of middlemen.

Ans 1: i- Merchant midleman

Ans 2: 2- Agent middlemen

Q10. Define the factor.

Ans 1: A factor is an agent who sells goods after taking them in his possession or under his control on behalf of his principal