

**National Institute of Open Schooling**  
**Secondary Course : Business Studies**  
**Lesson 12 : Purchase And Sale**  
**Worksheet - 12**

1. Sale and purchase always go together. Whenever there is a sale, there is also a purchase and vice versa. In the light of this statement, elaborate the concept of sale and purchase with the help of an example.
2. Mr. Deepak wants to buy chocolates from the market. As a buyer, what do you think which points he needs to consider before buying the chocolates?
3. Selling function is different from the marketing function, although it is a part of the marketing function. In this reference, explain the marketing functions of any organization.
4. A sale on approval is basically a conditional sale. Elaborate this statement.
5. Mr. Rithvik wants to purchase goods from the market. Explain to him the different modes of purchase that may be adopted by him while purchasing goods.
6. In what ways, deferred installment method is different from hire-purchase method. Explain.
7. Mr. Raj makes an offer to purchase goods from Sonu for a price and Sonu accepts the offer. What are the different modes of payment options are available to them in order to complete this transaction.
8. Describe the sale through tender as a method of sale.
9. Suppose your friend is interested in auction sales. Explain to him the procedure of an auction sale.
10. What steps are necessary after an order is executed, as part of the routine selling?