



**12<sup>th</sup> Standard**

# **COMMERCE**

**FIRST REVISION**

**TEST-2023**

**Various District Question Paper  
Collection**



R. RAJAGANAPATHI

ERODE (PT)

12

R

Reg. No.

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Time : 3.00 hrs.

## First Revision Test - 2023

### COMMERCE

Max. Marks : 90

### PART - A

20 x 1 = 20

I. **Note: (i) Answer all the questions.**(ii) **Choose the most appropriate answer from the given four alternatives and write option code and the corresponding answer.**

1. Management is an..... a) Art b) Science c) Art and Science d) Art or Science
2. Which is the First step in Process of MBO?  
a) Fixing Key Result Area b) Appraisal of Activities c) Matching Resources with Activities  
d) Defining Organisational Objectives
3. When the NSEI was established? a) 1990 b) 1992 c) 1998 d) 1997
4. A marketable document of title to a time deposit for a specified period may be referred to as a.....  
a) Treasury Bill b) Certificate of Deposit c) Commercial Bill d) Government Securities
5. A pessimistic speculator is a) Stag b) Bear c) Bull d) Lame Duck
6. The headquarters of SEBI is.....a) Calcutta b) Bombay c) Chennai d) Delhi
7. Advertisement is a.....source of recruitment.  
a) internal b) external c) agent d) outsourcing
8. The Spot market is classified on the basis of.....  
a) Commodity b) Transaction c) Regulation d) Time
9. In the following variables which one is not the variable of marketing mix?  
a) Place Variable b) Product Variable c) Program Variable d) Price Variable
10. The term 'consumerism' came into existence in the year..... a) 1960 b) 1957 c) 1954 d) 1958
11. The Chairman of the District Forum is.....  
a) District Judge b) High Court Judge c) Supreme Court Judge d) None of the above
12. GST stands for.....a) Goods and Social Tax b) Goods and Service Tax  
c) Goods and Sales Tax d) Goods and Salary Tax
13. ....cannot be a bearer instrument.  
a) Cheque b) Promissory Note c) Bills of exchange d) None of the above
14. Which of the below is not a characteristic of a Fabian Entrepreneur?  
a) Conservative b) Risk averse c) Sceptical d) Adaptive
15. The shares which are offered first to be existing shareholder at reduced price is known as  
a) Bonus Share b) Equity Share c) Right Share d) Preference Share
16. Which meeting will be held only once in the life time of the company?  
a) Statutory b) Annual General c) Extra - ordinary d) Class General
17. Choose the correct statement  
(i) Human relations is not possible through human resource.  
(ii) Human resource cannot be utilised at all levels of management.  
(iii) Industrial relations depend on human resource.  
a) (i) is correct b) (i) and (ii) are correct c) (iii) is correct d) (i), (ii) and (iii) are correct
18. **ASSERTION : (A) Employee selection process is not universally accepted by all types of organisations.**  
**REASON : (R) The selection process depends upon the nature of jobs and types of organisations.**  
a) Both (A) and (R) are true and R is the correct explanation of (A)  
b) Both (A) and (R) are true and R is not the correct explanation of (A)  
c) (A) is true but (R) is false d) (A) is false but (R) is true.



19. Match the following.

- |                         |   |                                    |
|-------------------------|---|------------------------------------|
| (i) Achievement tests   | - | 1. Measures intellectual potential |
| (ii) Intelligence tests | - | 2. Tests mastery over the subjects |
| (iii) Projective tests  | - | 3. Measures attitude               |
| (iv) Attitude tests     | - | 4. Interpretation speed            |

a) 1 2 3 4   b) 2 1 4 3   c) 4 3 2 1   d) 3 4 1 2

20. A person shall hold office as a director in.....companies as per the Companies Act, 2013.

a) 5 companies   b) 10 companies   c) 20 companies   d) 15 companies

#### PART - B

II. Answer any 7 questions. (Question No.30 is compulsory)

7 x 2 = 14

21. What is known as KRA?
22. What is Government Securities Market?
23. What are the types of Speculators?
24. What is meant by Poaching?
25. What is stress interview?
26. What is green marketing?
27. What are the rights of consumer according to John F. Kennedy?
28. What is meant by Cheque?
29. List the challenges faced by the women entrepreneurs. (any 2)
30. How many digits are present in IFSC code?

R. RAJAGANAPATHI

BVHSS GOBI

ERODE (Dt)

#### PART - C

III. Answer any 7 questions. (Question No.40 is compulsory)

7 x 3 = 21

31. What are the principles of Taylor?
32. Explain about Factoring and Venture Capital Institutions.
33. What are the documents required for a Demat account?
34. What are the characteristics of Human resources? (any 3)
35. What can be marketed in the Market? (any 3)
36. Discuss the role of macro environment of business. (any 5)
37. Draw the two different types of crossing.
38. Write about Fabian entrepreneur.
39. Who is a shadow director?
40. X bought from Y a heap of wheat at a rate of Rs.8 per kg and Y had to weight the wheat. Before weighting was completed, the wheat was destroyed by fire. State whether X is liable to pay the price or not. Why?

#### PART - D

IV. Answer all the questions.

7 x 5 = 35

41. Explain the concept of management. (any 5) (OR)  
What are the advantages of MBE? (any 5)
42. Differentiate between the Money Market and Capital Market. (any 5) (OR)  
What are the functions of SEBI? (any 5)
43. Discuss various types of training. (any 5) (OR)  
How the market can be classified? (any 5)
44. How consumers are exploited? (any 5) (OR)  
Discuss the role of macro environment of business. (any 5)
45. Explain in detail the elements of Contract of sale. (OR)  
Distinguish a cheque and a bill of exchange. (any 5)
46. Explain any five Government Entrepreneurial schemes. (OR)  
Distinguish between New Issue market and secondary market. (any 5)
47. Write the differences between Shares and Debentures. (any 5) (OR)  
Explain different types of open and secret types of voting.



## PART - I

## I. Choose the correct answers:

20 × 1 = 20

- Scientific management is developed by \_\_\_\_\_.  
a) Fayal      b) Taylor      c) Mayo      d) Jacob
- Delegation of Authority is Easily Done with the Help of \_\_\_\_\_.  
a) MBM      b) MBE      c) MBO      d) MBA
- Participants in the Capital Market includes \_\_\_\_\_.  
a) Individuals      b) Corporate      c) Financial Institutions      d) All the above
- The Market for buying and selling of Commercial Bill of Exchange is known as a \_\_\_\_\_.  
a) Commercial Paper Market      b) Treasury Bill Market  
c) Commercial Bill market      d) Capital Market
- An Optimistic Speculator is \_\_\_\_\_.  
a) Bull      b) Bear      c) Stag      d) Lame Duck
- The Headquarters of SEBI is \_\_\_\_\_.  
a) Calcutta      b) Bombay      c) Chennai      d) Delhi
- Human Resource is a \_\_\_\_\_.  
a) Tangible      b) Intangible      c) Fixed      d) Current
- Job first man next is one of the Principles of \_\_\_\_\_.  
a) Test      b) Interview      c) Training      d) Placement
- \_\_\_\_\_ is useful to Prevent skill obsolescence of employees.  
a) Training      b) Job Analysis      c) Selection      d) Recruitment
- The Spot Market is classified on the basis of \_\_\_\_\_.  
a) Commodity      b) Transaction      c) Regulation      d) Time
- Social Marketing deals with \_\_\_\_\_.  
a) Society      b) Social class      c) Social change      d) Social evil
- The final aim of Modern Marketing is \_\_\_\_\_.  
a) Maximum Profit      b) Minimum Profit  
c) Consumer Satisfaction      d) Service to the Society
- VUCA stands for \_\_\_\_\_.  
a) Volatility, Un Certainty, Complexity and Ambiguity.  
b) Value, Unavoidable, Company, and Authority.  
c) Volatility ; Uncontrollable, Company, and Auction  
d) All of the above
- \_\_\_\_\_ means permitting the Private Sector to setup Industries which were previously reserved for Public sector.  
a) Liberalisation      b) Privatisation      c) Globalisation      d) Public Enterprise
- Sale of Goods Act was passed in the year \_\_\_\_\_.  
a) 1940      b) 1997      c) 1930      d) 1960
- Section 6 of Negotiable Instruments Act 1881 deals with \_\_\_\_\_.  
a) Promissory Note      b) Bills of Exchange  
c) Cheque      d) None of the above
- Which of the below is a factor of Production  
a) Land      b) Labour      c) Entrepreneurship      d) All of the above
- \_\_\_\_\_ has to include the mechanism for managing Venture in the Project Report.  
a) Banker      b) Governmnet      c) Lending Institutions      d) Entrepreneur

19. According to companies Act the Directors must be appointed by the \_\_\_\_\_.  
a) Central Government                      b) Company Law Tribunal  
c) Company in General Meeting              d) Board of Directors.
20. From the date of its Incorporation the First Annual General Meeting is to be Conducted with in \_\_\_\_\_ months.  
a) Twelve                      b) Fifteen                      c) Eighteen                      d) Twenty one

## PART - II

**II. Answer any Seven Questions in which question No.30 is compulsory.**

**7×2=14**

21. List out the Management Tools.  
22. What is Known as KRA?  
23. What is Spot Market?  
24. What do you meant by Switching?  
25. Write any 5 stock Exchange in India?  
26. Give the meaning of Recruitment?  
27. What is meant by Grading?  
28. What is meant by Cheque?  
29. What is Bonus shares?  
30. Which Companys are selling "Clean diesel" "Earth Friendly Vehicles" in marketing?

## PART - III

**III. Answer any Seven Questions in which question No.40 is compulsory:**

**7×3=21**

31. State the Importance of staffing.  
32. Write a note on Secondary market  
33. What are the limitations of stock Exchange.  
34. What are the Characteristics of Human Resources ? (any 3)  
35. What do you mean by Achievement Test?  
36. Explain in detail about Niche Marketing.  
37. What is meant by Artificial Scarcity?  
38. Write a short note on New Economic Policy?  
39. What is Special Resolution?  
40. Explain - IFSC - Code.

## PART - IV

**IV. Answer the following questions.**

**7×5=35**

41. a) Explain the Concept of Management. (any 5) (OR)  
b) What are the functions of SEBI (any 5)  
42. a) Differentiate between the Money Market and Capital market (any 5) (OR)  
b) What are the Responsibilities of Consumers (any 5)  
43. a) What are the highlights of the LPG Policy? (any 5) (OR)  
b) Explain in detail how Traditional Marketing differ from E - marketing.  
44. a) Distinguish between Conditions and Warranty (OR)  
b) State the Qualification of Directors  
45. a) Explain the External source of Recruitment (any 5) (OR)  
b) Discuss the role of Macro Environment of business (any 5)  
46. a) Discuss in detail the features of a cheque. (any 5) (OR)  
b) Briefly state different types of Company Meeting  
47. a) Explain any five Government Entrepreneurial Schemes. (OR)  
b) Distingusih between New Issue Market and Secondary Market. (any 5)



## Section- A

Note: Answer all the questions :-

(20\*1=20)

- Dividing work into various sub-tasks is called \_\_\_\_\_.  
a) Discipline b) Unity c) Division of labor d) Equality
- Which is the primary function of management?  
(a) Innovating (b) Controlling (c) Planning (d) Decision-making.
- Capital market is a market for  
(a) Short Term Finance (b) Medium Term Finance  
(c) Long Term Finance (d) Both Short Term and Medium Term Finance
- When the NSEI was established  
(a) 1990 (b) 1992 (c) 1998 (d) 1997
- Government Securities are issued by agencies such as \_\_\_\_\_.  
(a) Central Government (b) State Governments  
(c) Semi-government Authorities (d) All of the above.
- Stock exchange allow trading in  
(a) All types of Shares of any Company (b) Bonds issued by the Govt  
(c) Listed Securities (d) Unlisted Securities
- The process of converting physical shares into electronic form is called \_\_\_\_\_.  
(a) Dematerialization (b) Delisting (c) Materialization (d) Debarring
- Human resource is a \_\_\_\_\_ asset.  
(a) Tangible (b) Intangible (c) Fixed (d) Current.
- Advertisement is a \_\_\_\_\_ source of recruitment  
(a) internal (b) external (c) agent (d) outsourcing
- The process of placing the right man on the right job is called \_\_\_\_\_.  
(a) Training (b) Placement (c) Promotion (d) Transfer
- Off the Job training is given  
(a) In the class room (b) On off days (c) Outside the factory (d) In the playground
- The Spot market is classified on the basis of.  
(a) Commodity (b) Transaction (c) Regulation (d) Time
- Pure play retailers are called  
(a) Market creators (b) Transaction brokers (c) Merchants (d) Agents
- It is a principle that work first and man second  
a) Test b) Interview c) Training d) Recruitment
- The meeting of directors should be convened at least \_\_\_\_\_ times in a year.  
a) 2 b) 3 c) 4 d) 5
- \_\_\_\_\_ results from the removal of barriers between national economies to encourage the flow of goods, services, capital and labour.  
(a) Privatisation (b) Liberalisation (c) Globalisation (d) Foreign Trade
- The Chairman of the National Consumer Disputes Redressal Council is \_\_\_\_\_.  
(a) Serving or Retired Judge of the Supreme Court of India.  
(b) Prime Minister (c) President of India (d) None of the above
- Match the following:  
The International Organisation of Consumers Unions - (i) 1960  
Make in India - (ii) 2014  
Standup India - (iii) 2015  
Bills of exchange - (iv) 1881  
Sale of goods act - (v) 1930  
New economic policy - (vi) 1991  
(a) i,ii,iii,iv,v,vi (b) ii,i,iii,vi,v,iv (c) iv,v,iv,ii,ii,i (d) iv,i,ii,iii,v,vi



## WAY TO SUCCESS

19. **Assertion (A):** Pure entrepreneurs are individuals who are propelled to enter into venture by psychological and economic motives.  
**Reason (R):** They apply their knowledge, skill and insight in making the venture a great success in order to earn maximum profit out of the venture.  
 (a) Both are correct. (R) is correct explanation of (A).  
 (b) Both are correct. (R) is not correct explanation of (A).  
 (c) (A) correct, (R) wrong (d) (A) wrong (R) correct.
20. Find the odd one out:  
 (a) Open Procedure (b) By Voice (c) By Show of Hands (d) By Ballot

### Section – B

(7\*2=14)

**Note: Answer any Seven questions in which Question No.30 is compulsory :-**

21. What do you mean by Management?
22. What is Intelligence Test?
23. Bring out the meaning of MBE.
24. What is social marketing?
25. What were consumer rights as stated by John F Kennedy?
26. What is Government Securities Market?
27. What is Caveat Emptor?
28. What is Regulated Market?
29. What is Human Resource Management?
30. Write any two web based job portals with website names.

### Section – III

**Note: Answer any seven questions in which Question No.40 is compulsory**

(7\*3=21)

31. What are the principles of Taylor?
32. Explain any two functions of Capital Marketing.
33. What are the features of Treasury Bills?
34. Explain Bull and Bear.
35. Explain the importance of social marketing.
36. What do you mean by Statutory Meeting?
37. Write a short note on New Economic Policy.
38. What is an agreement to sell?
39. What is Start up India?
40. Why medical examination of an employee is necessary?

### Section – IV

**Note: Answer all the questions :-**

(7\*5=35)

41. Explain the various functions of management. (OR)  
 Distinguish between new issue market and secondary market.
42. Discuss the nature of functional entrepreneurs. (OR)  
 What are the rights of consumers?
43. Explain the functions of stock market. (OR)  
 What are the functions of SEBI?
44. Differentiate HR from HRM. (OR)  
 Differentiate Recruitment and Selection.
45. Mention the qualifications of a director. (OR)  
 Elaborate the functions of the Company Secretary.
46. How the market can be classified? (OR)  
 What are the objectives of Consumer Protection Act, 1986?
47. Classify goods under the Sale of Goods Act. (OR)  
 Raghu bought a washing machine from a company with a warranty of two years. The washing machine broke within two months of use. Raghu immediately lodged a complaint with the company. But the company did not take any action. In this situation give your suggestions to Raghu.

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TNJ

XII - Std

Time : 3.00 Hrs

## FIRST REVISION TEST - 2023

## COMMERCE

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Marks : 90

## PART - I

Note : 1. Answer all the questions. 2. Choose the most appropriate answer from the given four alternative and write the option code and the corresponding answer :- 20X1=20

- Scientific management is developed by  
a) Mayo b) Fayol c) Jacob d) Taylor
- A public company shall have a minimum of ..... directors.  
a) 3 b) 12 c) 2 d) 7
- The spot market is classified on the basis of .....  
a) Regulation b) Commodity c) Time d) Transaction
- NSEI was established in  
a) 1997 b) 1990 c) 1992 d) 1998
- Assertion (A) : Human resource management is an intangible function.  
Reason (R) : This can be measured only by results.  
a) (A) is correct but (R) is incorrect  
b) (A) and (R) are correct and (R) is the correct explanation of (A)  
c) (A) and (R) are correct and (R) is not the correct explanation of (A)  
d) (A) is incorrect but (R) is correct
- It is the responsibility of a consumer that he must obtain ..... as a proof for the purchase of goods.  
a) Invoice b) Cash receipt c) Warrant card d) All of these
- Which of the below constitutes the essential element of contract of sale?  
a) Price b) Two parties c) Transfer of property d) All of the above
- Section 123 of the Negotiable Instruments Act 1881 deals with  
a) General crossing b) Permissions note c) Special crossing d) Bill of exchange
- Which is the primary function of management?  
a) Decision making b) Innovating c) Controlling d) Planning
- The process of eliminating unsuitable candidate is called .....  
a) Induction b) Selection c) Recruitment d) Interview
- Stock exchange are .....  
a) Protection to investor's b) Facilities for speculation  
c) Ready Market d) All of the above
- Which meeting will be held once in the lifetime of the company?  
a) Extra - ordinary b) Statutory c) Class general d) Annual General
- Entrepreneur is not classified as:  
a) Employee b) Risk bearer c) Organiser d) Innovator
- Capital market - is a market for  
a) Long term finance b) Short term finance  
c) Both short term and medium term finance d) Medium term finance
- ..... is the result of new industrial policy which abolished the license system.  
a) Privatisation b) Liberalisation c) Globalisation d) None of these
- Social marketing deals with  
a) Society b) Social class c) Social change d) Social Civil
- The company's Act 2013 prohibits the issue of shares at ..... to the public.  
a) Premium b) Par c) Discount d) None of these

TNJ 12 EM Commerce P - 1



# WAY TO SUCCESS

18. Consumer rights not given by John F. Kennedy is .....  
a) Right - to safety      b) Right to consume      c) Right - to be informed      d) Right - to choose
19. The process of placing the right man on the right - job is called .....  
a) Training      b) Placement      c) Promotion      d) Transfer
20. Who can become a secretary for a company?  
a) Individual      b) Partnership firm      c) Co-operative society      d) Trade union

## PART - II

**Note : Answer any 7 questions. Question no. 30 is compulsory :-**

7 X 2 = 14

21. State the meaning of authority.  
22. What is meant by Regulated market?  
23. What is an interview?  
24. Name any four governmental entrepreneurial schemes.  
25. What is privatisation?  
26. Define cheque.  
27. What is stock exchange.  
28. What is green marketing.  
29. Write short note can proxy?  
30. If the payee is an illiterate how can be endorse a negotiable instrument.

## PART - III

**Note : Answer any seven questions. Question no. 40 is compulsory :-**

7 X 3 = 21

31. Write any three features of MBO.  
32. What are the features of treasury bills?  
33. What is meant by artificial scarcity.  
34. What is meant by Job portals?  
35. Explain the detail about - Niche marketing.  
36. Explain Bull type of speculator.  
37. What is existing goods?  
38. State any three impacts on globalisation.  
39. What is startup India?  
40. Give three suggestions to a salaried employee to invest in gilt - Edged securities.

## PART - IV

**Note : Answer all the questions :-**

7 X 5 = 35

41. a) Explain any five main functions of management. (OR)  
b) Explain the impact of LPG on Indian Economy?
42. a) Explain any five functions of stock exchange. (OR)  
b) Explain how traditional marketing differ from E-marketing.
43. a) Describe the significance of human resource management. (OR)  
b) Mention any five responsibilities of consumers.
44. a) Explain any five characteristics of an entrepreneur. (OR)  
b) Explain any five kinds of Debentures.
45. a) Distinguish between conditions and warranty. (OR)  
b) Distinguish a cheque and a bill of exchanges. (any 5)
46. a) What are the objectives of Consumer Protection Act, 1986? any 5 (OR)  
b) Briefly state different types of company meetings.
47. a) Differentiate Recruitment and selection. (any 5) (OR)  
b) Explain the concept of management. (any 5)

TNJ 12 EM Commerce P - 2



## Section- A

(20\*1=20)

**Note: Answer all the questions :-**

- Dividing work into various sub-tasks is called \_\_\_\_\_.  
a) Discipline b) Unity c) Division of labor d) Equality
- Which is the primary function of management?  
(a) Innovating (b) Controlling (c) Planning (d) Decision-making.
- Capital market is a market for  
(a) Short Term Finance (b) Medium Term Finance  
(c) Long Term Finance (d) Both Short Term and Medium Term Finance
- When the NSEI was established  
(a) 1990 (b) 1992 (c) 1998 (d) 1997
- Government Securities are issued by agencies such as \_\_\_\_\_.  
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- The process of converting physical shares into electronic form is called \_\_\_\_\_.  
(a) Dematerialization (b) Delisting (c) Materialization (d) Debarring
- Human resource is a \_\_\_\_\_ asset.  
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- Advertisement is a \_\_\_\_\_ source of recruitment  
(a) internal (b) external (c) agent (d) outsourcing
- The process of placing the right man on the right job is called \_\_\_\_\_.  
(a) Training (b) Placement (c) Promotion (d) Transfer
- Off the Job training is given  
(a) In the class room (b) On off days (c) Outside the factory (d) In the playground
- The Spot market is classified on the basis of \_\_\_\_\_.  
(a) Commodity (b) Transaction (c) Regulation (d) Time
- Pure play retailers are called \_\_\_\_\_.  
(a) Market creators (b) Transaction brokers (c) Merchants (d) Agents
- It is a principle that work first and man second  
a) Test b) Interview c) Training d) Recruitment
- The meeting of directors should be convened at least \_\_\_\_\_ times in a year.  
a) 2 b) 3 c) 4 d) 5
- \_\_\_\_\_ results from the removal of barriers between national economies to encourage the flow of goods, services, capital and labour.  
(a) Privatisation (b) Liberalisation (c) Globalisation (d) Foreign Trade
- The Chairman of the National Consumer Disputes Redressal Council is \_\_\_\_\_.  
(a) Serving or Retired Judge of the Supreme Court of India.  
(b) Prime Minister (c) President of India (d) None of the above
- Match the following:**  
The International Organisation of Consumers Unions - (i) 1960  
Make in India - (ii) 2014  
Standup India - (iii) 2015  
Bills of exchange - (iv) 1881  
Sale of goods act - (v) 1930  
New economic policy - (vi) 1991  
(a) i,ii,iii,iv,v,vi (b) ii,i,iii,vi,v,iv (c) iv,v,iv,ii,ii,i (d) iv,i,ii,iii,v,vi



# WAY TO SUCCESS

19. **Assertion (A):** Pure entrepreneurs are individuals who are propelled to enter into venture by psychological and economic motives.  
**Reason (R):** They apply their knowledge, skill and insight in making the venture a great success in order to earn maximum profit out of the venture.  
(a) Both are correct. (R) is correct explanation of (A)  
(b) Both are correct. (R) is not correct explanation of (A)  
(c) (A) correct, (R) wrong (d) (A) wrong (R) correct.
20. Find the odd one out:  
(a) Open Procedure (b) By Voice (c) By Show of Hands (d) By Ballot

## Section – B

(7\*2=14)

**Note: Answer any Seven questions in which Question No.30 is compulsory :-**

21. What do you mean by Management?
22. What is Intelligence Test?
23. Bring out the meaning of MBE.
24. What is social marketing?
25. What were consumer rights as stated by John F Kennedy?
26. What is Government Securities Market?
27. What is Caveat Emptor?
28. What is Regulated Market?
29. What is Human Resource Management?
30. Write any two web based job portals with website names.

## Section – III

**Note: Answer any seven questions in which Question No.40 is compulsory** (7\*3=21)

31. What are the principles of Taylor?
32. Explain any two functions of Capital Marketing.
33. What are the features of Treasury Bills?
34. Explain Bull and Bear.
35. Explain the importance of social marketing.
36. What do you mean by Statutory Meeting?
37. Write a short note on New Economic Policy.
38. What is an agreement to sell?
39. What is Start up India?
40. Why medical examination of an employee is necessary?

## Section – IV

**Note: Answer all the questions :-**

(7\*5=35)

41. Explain the various functions of management. (OR)  
Distinguish between new issue market and secondary market.
42. Discuss the nature of functional entrepreneurs. (OR)  
What are the rights of consumers?
43. Explain the functions of stock market. (OR)  
What are the functions of SEBI?
44. Differentiate HR from HRM. (OR)  
Differentiate Recruitment and Selection.
45. Mention the qualifications of a director. (OR)  
Elaborate the functions of the Company Secretary.
46. How the market can be classified? (OR)  
What are the objectives of Consumer Protection Act, 1986?
47. Classify goods under the Sale of Goods Act. (OR)  
Raghu bought a washing machine from a company with a warranty of two years. The washing machine broke within two months of use. Raghu immediately lodged a complaint with the company. But the company did not take any action. In this situation give your suggestions to Raghu.

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Time Allowed: 3.00 Hours

**Standard 12****COMMERCE**

Maximum Marks: 90

**PART - I****Note: Answer all the questions.****20x1=20**

- 1) Scientific Management is developed by  
a) Fayol                      b) Taylor                      c) Mayo                      d) Jacob
- 2) Capital Market is a market for  
a) Short term finance                      b) Medium term finance  
c) Long term finance                      d) Both short term and medium term finance
- 3) A major player in the money market is the \_\_\_\_\_.  
a) Commercial Bank                      b) Reserve Bank of India  
c) State Bank of India                      d) Central Bank
- 4) There are \_\_\_\_\_ stock exchange in the country.  
a) 21                      b) 24                      c) 20                      d) 25
- 5) The headquarters of SEBI is \_\_\_\_\_.  
a) Calcutta                      b) Bombay                      c) Chennai                      d) Delhi
- 6) Human Resource is a \_\_\_\_\_.  
a) Tangible                      b) Intangible                      c) Fixed                      d) current
- 7) Advertisement is a \_\_\_\_\_ source of recruitment.  
a) internal                      b) external                      c) agent                      d) outsourcing
- 8) Job first man next is one of the principles of \_\_\_\_\_.  
a) Test                      b) Interview                      c) Training                      d) Placement
- 9) \_\_\_\_\_ is useful to prevent skill obsolescence of employees.  
a) Training                      b) Job analysis                      c) Selection                      d) Recruitment
- 10) The marketer initially wants to know in the marketing is \_\_\_\_\_.  
a) Qualification of the customer                      b) Quality of the product  
c) Background of the customers                      d) Needs of the customers
- 11) In the following variables which one is not the variable of marketing mix?  
a) Place variable                      b) Product variable  
c) Program variable                      d) Price variable
- 12) Which is gateway of internet?  
a) Portal                      b) CPU                      c) Modem                      d) Webnaire
- 13) Who is the father of consumer movement?  
a) Mahatma Gandhi                      b) Mr. John F. Kennedy  
c) Ralph Nader                      d) Jawaharlal Nehru
- 14) The chairman of the District forum is \_\_\_\_\_.  
a) District Judge                      b) Highcourt Judge  
c) Supreme court Judge                      d) None of the above
- 15) GST stands for \_\_\_\_\_.  
a) Goods and Social Tax                      b) Goods and Service Tax  
c) Goods and Service Tax                      d) Goods and Salary Tax
- 16) The property in the goods means the  
a) Possession of goods                      b) Custody of goods  
c) Ownership of goods
- 17) A cheque will become sale after months of its date  
a) 3                      b) 4                      c) 5                      d) 1
- 18) Entrepreneur is not classified as  
a) Risk bearer                      b) Innovator                      c) Employee                      d) Organizer



19) The shares which are offered to the existing shareholder at free of cost is known as \_\_\_\_\_.

- a) Bonus share      b) Equity share      c) Preference share      d) Right share
- 20) Which meeting will be held only once in the life time of the company?
- a) Statutory      b) Annual general  
c) Extra-ordinary      d) Class general

### PART - II

Answer any seven questions:

7×2=14

Question No. 30 is compulsory.

- 21) List out the management tools.  
22) What are the objective of MBO?  
23) What is capital market?  
24) What do you mean by achievement test?  
25) What is mean by Regulated Market?  
26) What is green marketing?  
27) Give a note on 'Digital India'.  
28) What is Debentures?  
29) Write short note on Proxy.  
30) What are the types of speculator?

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### PART - III

Answer any seven questions:

7×3=21

Question No. 40 is compulsory.

- 31) Differentiate Management from Administration. (any 3)  
32) List out any three process of MBO.  
33) What is intelligence test?  
34) What do you mean by on the job training?  
35) What do you mean by marketing mix? Write any 2 elements.  
36) Who is a private entrepreneur?  
37) What is startup India?  
38) Who is a shadow director?  
39) What is special resolution?  
40) What are the advantages of E-Marketing?

### PART - IV

Answer all the questions:

7×5=35

- 41) a) Explain the principles of modern management. (any 5) (OR)  
b) Discuss the characters of a capital market.
- 42) a) Explain the various functions of management. (any 5) (OR)  
b) Explain the duties of consumers. (any 5)
- 43) a) Distinguish between New issue market and Secondary market. (any 5) (OR)  
b) Explain the powers of SEBI. (any 5)
- 44) a) How consumers are exploited? (any 5) (OR)  
b) Explain the overall performance of National Commission.
- 45) a) Explain the micro environmental factors of business. (OR)  
b) Explain the advantages and disadvantages of liberalisation. (any 5)
- 46) a) Distinguish between conditions and warranty. (OR)  
b) Discuss in detail the features of a cheque. (any 5)
- 47) a) Discuss the challenges faced by women entrepreneurs. (any 5) (OR)  
b) Write the difference between shares and debentures. (any 5)