

COMMON QUARTERLY EXAM-2022

A

Standard XII COMMERCE

Reg No. 112536

Time : 3.00 hrs

Marks : 90

Part - I

20 x 1 = 20

I. Choose the best answer.

1. Scientific management is developed by
a) Fayol b) Taylor c) Mayo d) Jacob
2. Which of the following is verification function?
a) Planning b) Organising c) Staffing d) Controlling
3. MBO is popularized in USA by _____.
a) Prof. Reddin b) George Odiorne c) Henry Fayol d) F.W. Taylor
4. How many times a security can be sold in a secondary market?
a) Only one time b) Two time c) Three times d) Multiple times
5. NSEI was established in _____.
a) 1990 b) 1992 c) 1998 d) 1997
6. The money invested in the call money market provides high liquidity with _____.
a) Low Profitability b) High Profitability c) Limited Profitability d) Medium Profitability
7. There are _____ stock exchanges in the country.
a) 21 b) 24 c) 20 d) 25
8. Securities Exchange Board of India was first established in the year _____.
a) 1988 b) 1992 c) 1995 d) 1998
9. Labour turnover is the rate at which employees _____ the organization
a) enter b) leave c) Salary d) None of the above
10. Recruitment is the process of identifying _____.
a) right man for right job b) good performer c) Right Job d) All of the above
11. Transfer is an _____ Source of recruitment.
a) internal b) external c) outsourcing d) None of the above
12. Selection is usually considered as a _____ process.
a) Positive b) Negative c) Natural d) None of these
13. The process of eliminating unsuitable candidate is called
a) Selection b) Recruitment c) Interview d) Induction
14. Off the Job training is given
a) In the class room b) on off days c) Outside the factory d) In the playground
15. The Spot market is classified on the basis of _____.
a) Commodity b) Transaction c) Regulation d) Time
16. The initial stage of Marketing system is _____.
a) Monopoly system b) Exchange to Money c) Barter system d) Self producing
17. Which one is the example of Intangible product?
a) Education b) Mobiles c) Garments d) Vehicles
18. Which is gateway to internet?
a) Portal b) CPU c) Modem d) Webnaire

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19. Pure play retailers are called

- a) Market creators b) Transaction brokers c) Merchants d) Agents

20. Who is the father of Consumer Movement?

- a) Mahatma Gandhi b) Mr. Jhon F. Kennedy c) Ralph Nadar d) Jawaharlal Nehru

Part-II**Answer any 7 questions: (Question No. 30 is compulsory)****7X2=14**

21. What is meant by motivation?

22. What is spot market?

23. What are the various ID Proofs?

24. Mention two characteristics of Human Resource?

25. What is selection?

26. What is Role Play?

27. What is meant by Regulated Market?

28. What is meant by Grading?

29. What is ambush Marketing?

30. Give two examples of Adulteration?

Part-III**Answer any 7 questions: (Question No. 40 is compulsory)****7X3=21**

31. Differentiate Management from Administration?

32. Explain any two functions of Capital Market?

33. What is meant by dematerialization?

34. What is meant by unsolicited applicants?

35. What is structured interview?

36. What do you mean by on the job training?

37. Write short note on trainer and trainee?

38. What can be marketed in the market?

39. What are the objectives of marketing? (any three)

40. Write the importance of consumerism?

Part - IV**IV. Answer all the questions.****7 x 5 = 35**

41. a) What are the major advantages of MBO? (OR)

b) Distinguish between Stock Exchange and Commodity Exchange.

42. a) Differentiate between Money market and Secondary Market? (OR)

b) Explain the functions of Stock Exchange? (any five)

43. a) What are the Functions of SEBI? (OR)

b) Describe the Significance of Human Resource Management?

44. a) Explain the recent trends in Recruitment (OR)

b) Discuss various types of training? (any five)

45. a) How the market can be classified? (OR)

b) Discuss about the Evolution of marketing?

46. a) Brief the Elements of Marketing mix? (OR)

b) Discuss any two new methods of Marketing?

47. a) Explain the principles of Modern management? (OR)

b) Explain the various functions of Management?
