

+2 Com One Word Full Portion (EM)

Date : 24-Nov-22

12th Standard

Commerce

Reg.No. :

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Use Blue Ink Only

Time : 02:20:00 Hrs

Total Marks : 139

Part A Multiple Choice Question

139 x 1 = 139

- 1) Management is what a _____ does?
(a) Manager (b) Subordinate (c) Supervisor (d) Superior
- 2) Management is an _____
(a) Art (b) Science **(c) Art and Science** (d) Art or Science
- 3) Scientific management is developed by
(a) Fayol **(b) Taylor** (c) Mayo (d) Jacob
- 4) Dividing the work into small tasks is known as
(a) Discipline (b) Unity **(c) Division of work** (d) Equity
- 5) With a wider span, there will be _____ hierarchical levels.
(a) More **(b) Less** (c) Multiple (d) Additional
- 6) Which is the primary function of management?
(a) Innovating (b) Controlling **(c) Planning** (d) Decision-making
- 7) Which of the following is not a main function?
(a) Decision-making (b) Planning (c) Organising (d) Staffing
- 8) _____ is included in every managerial function.
(a) Co-ordinating (b) Controlling (c) Staffing (d) Organising
- 9) Which of the following is verification function?
(a) Planning (b) Organising (c) Staffing **(d) Controlling**
- 10) The goals are achieved with the help of _____
(a) Motivation (b) Co-operation (c) Co-ordination (d) All of these
- 11) _____ System gives full Scope to the Individual Strength and Responsibility.
(a) MBO (b) MBE (c) MBM (d) MBA
- 12) 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
- 13) _____ keeps Management Alert to Opportunities and Threats by Identifying Critical Problems.
(a) MBA **(b) MBE** (c) MBM (d) MBO
- 14) Delegation of Authority is Easily Done with the Help of _____
(a) MBM (b) MBE **(c) MBO** (d) MBA
- 15) Financial market facilitates business firms
(a) To rise funds (b) To recruit workers (c) To make more sales (d) To minimize fund requirement
- 16) 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
- 17) Primary market is also called as
(a) Secondary market (b) Money market **(c) New Issue Market** (d) Indirect Market
- 18) Spot Market is a market where the delivery of the financial instrument and payment of cash occurs
(a) Immediately (b) In the future (c) Uncertain (d) After one month
- 19) 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**
- 20) Capital market do not provide
(a) Short term Funds (b) Debenture Funds (c) Equity Funds (d) Long term Funds
- 21) When the NSEI was established
(a) 1990 **(b) 1992** (c) 1998 (d) 1997
- 22) Primary market is a Market where securities are traded in the
(a) First Time (b) Second Time (c) Three Time (d) Several Times
- 23) Participants in the capital market includes
(a) Individuals (b) Corporate (c) Financial Institutions **(d) All of the above**
- 24) The _____ was set up by a premier financial institution to allow the trading of securities across the electronic counters throughout the country.
(a) OTCEI (b) Factoring (c) Mutual Funds (d) Venture Funds Institutions

- 25) The money invested in the call money market provides high liquidity with _____.
(a) Low Profitability (b) High Profitability (c) Limited Profitability (d) Medium Profitability
- 26) 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.
- 27) Debt Instruments are issued by Corporate Houses are raising short-term financial resources from the money market are called _____.
(a) Treasury Bills (b) **Commercial Paper** (c) Certificate of Deposit (d) Government Securities
- 28) The market for buying and selling of Commercial Bills of Exchange is known as a _____.
(a) Commercial Paper Market (b) Treasury Bill Market (c) **Commercial Bill Market** (d) Capital Market
- 29) 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
- 30) _____ is the oldest stock exchange in the world.
(a) London Stock Exchange (b) Bombay Stock Exchange (c) National Stock Exchange
(d) Amsterdam Stock Exchange
- 31) There are _____ stock exchange in the country.
(a) 21 (b) **24** (c) 20 (d) 21
- 32) Jobbers transact in a stock exchange
(a) For their Clients (b) **For their Own Transactions** (c) For other Brokers (d) For other Members
- 33) A pessimistic speculator is
(a) Stag (b) **Bear** (c) Bull (d) Lame Duck
- 34) An optimistic speculator is
(a) Bull (b) Bear (c) Stag (d) Lame duck
- 35) Securities Exchange Board of India was first established in the year _____.
(a) 1988 (b) 1992 (c) 1995 (d) 1998
- 36) The headquarters of SEBI is _____.
(a) Calcutta (b) **Bombay** (c) Chennai (d) Delhi
- 37) Registering and controlling the functioning of collective investment schemes as _____.
(a) Mutual Funds (b) Listing (c) Rematerialisation (d) Dematerialization
- 38) SEBI is empowered by the Finance ministry to nominate _____ members on the Governing body of every stock exchange.
(a) 5 (b) **3** (c) 6 (d) 7
- 39) Trading in dematerialized shares commenced on the NSE is _____.
(a) January 1996 (b) June 1998 (c) **December 1996** (d) December 1998
- 40) Human resource is a _____ asset.
(a) Tangible (b) **Intangible** (c) Fixed (d) Current
- 41) Human Resource management is both _____ and _____.
(a) Science and art (b) Theory and practice (c) History and Geography (d) None of the above
- 42) Planning is a _____ function.
(a) selective (b) **pervasive** (c) both a and b (d) none of the above
- 43) Human resource management determines the _____ relationship.
(a) internal, external (b) **employer, employee** (c) Owner, Servant (d) Principle, Agent
- 44) Labour turnover is the rate at which employees _____ the organisation.
(a) enter (b) **leave** (c) Salary (d) None of the above
- 45) Recruitment is the process of identifying _____.
(a) right man for right job (b) good performer (c) Right job (d) All of the above
- 46) Recruitment bridges gap between _____ and _____.
(a) job seeker and job provider (b) job seeker and agent (c) job provider and owner (d) owner and servant
- 47) Advertisement is a _____ source of recruitment
(a) internal (b) **external** (c) agent (d) outsourcing
- 48) Transfer is an _____ source of recruitment.
(a) internal (b) external (c) outsourcing (d) None of the above
- 49) E-recruitment is possible only through _____ facility.
(a) Computer (b) **Internet** (c) Broadband (d) 4G
- 50) The recruitment and selection process aimed at right kind of people.
(a) At right people (b) At right time (c) To do right things (d) **All of the above**
- 51) Selection is usually considered as a _____ process
(a) Positive (b) **Negative** (c) Natural (d) None of these
- 52) Which of the following test is used to measure the various characteristics of the candidate?
(a) Physical Test (b) **Psychological Test** (c) Attitude Test (d) Proficiency tests
- 53) The process of eliminating unsuitable candidate is called
(a) Selection (b) Recruitment (c) Interview (d) Induction
- 54) Job first man next is one of the principles of _____.
(a) Test (b) Interview (c) Training (d) **Placement**
- 55) Off the Job training is given
(a) In the class room (b) On off days (c) **Outside the factory** (d) In the playground
- 56) Improves Skill Levels of employees to ensure better job performance
(a) Training (b) Selection (c) Recruitmen (d) Performance appraisal
- 57) When trainees are trained by supervisor or by superior at the job is called
(a) Vestibule training (b) Refresher training (c) Role play (d) **Apprenticeship training**

- 58) _____ is useful to prevent skill obsolescence of employees
(a) Training (b) Job analysis (c) Selection (d) Recruitment
- 59) Training methods can be classified into _____ and _____ training
 (a) Job rotation and Job enrichment **(b) On the Job and Off the Job** (c) Job analysis and Job design
 (d) Physical and mental
- 60) One who promotes (or) Exchange of goods or services for money is called as _____
 (a) Seller **(b) Marketer** (c) Customer (d) Manager
- 61) 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
- 62) The Spot market is classified on the basis of _____
 (a) Commodity **(b) Transaction** (c) Regulation (d) Time
- 63) Which one of the market deals in the purchase and sale of shares and debentures?
(a) Stock Exchange Market (b) Manufactured Goods Market (c) Local Market (d) Family Market
- 64) Stock Exchange Market is also called _____
 (a) Spot Market (b) Local Market **(c) Security Market** (d) National Market
- 65) The initial stage of Marketing system is _____
 (a) Monopoly system (b) Exchange to Money **(c) Barter system** (d) Self producing
- 66) Who is supreme in the Market?
(a) Customer (b) Seller (c) Wholesaler (d) Retailer
- 67) 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
- 68) Marketing mix means a marketing program that is offered by a firm to its target _____ to earn profits through satisfaction of their wants
 (a) Wholesaler (b) Retailer **(c) Consumer** (d) Seller
- 69) Which one is the example of Intangible product?
(a) Education (b) Mobiles (c) Garments (d) Vehicles
- 70) Selling goods/ services through internet is
 (a) Green marketing **(b) E- business** (c) Social marketing (d) Meta marketing
- 71) Which is gateway to internet?
 (a) Portal (b) CPU **(c) Modem** (d) Webnaire
- 72) Social marketing deals with:
 (a) Society **(b) Social Class** (c) Social change (d) Social evil
- 73) Effective use of Social media marketing increase conversion rates of _____.
(a) Customer to buyers (b) Retailer to customers (c) One buyer to another buyer's
 (d) Direct contact of marketer
- 74) Pure play retailers are called
 (a) Market creators **(b) Transaction brokers** (c) Merchants (d) Agents
- 75) The term 'consumerism' came into existence in the year _____.
(a) 1960 (b) 1957 (c) 1957 (d) 1958
- 76) Who is the father of Consumer Movement?
 (a) Mahatma Gandhi (b) Mr. Ihon F.Kennedy **(c) Ralph Nader** (d) Jawaharlal Nehru
- 77) Sale of Goods Act was passed in the year?
 (a) 1962 (b) 1972 **(c) 1982** (d) 1985
- 78) The Consumer Protection Act came into force with effect from
 (a) 1.1.1986 (b) 1.4.1986 **(c) 15.4.1987** (d) 15.4.1990
- 79) _____ of every year is declared as a Consumer Protection Day to educate the public about their rights and responsibilities.
 (a) August 15 (b) April 15 **(c) March 15** (d) September 15
- 80) The final aim of modern marketing is _____
 (a) Maximum profit (b) Minimum profit **(c) Consumer satisfaction** (d) Service to the society
- 81) _____ is the king of modern marketing.
(a) Consumer (b) Wholesaler (c) Producer (d) Retailer
- 82) As the consumer is having the rights, they are also having _____
 (a) Measures (b) Promotion **(c) Responsibilities** (d) Duties
- 83) Which of the following is not a consumer right summed up by John F. Kennedy
 (a) Right to safety (b) Right to choose **(c) Right to consume** (d) Right to be informed
- 84) It is the responsibility of a consumer that he must obtain _____ as a proof for the purchase of goods.
(a) Cash receipt (b) Warranty card (c) Invoice (d) All of these
- 85) 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
- 86) The Chairman of the State Consumer Protection Council is _____.
(a) Judge of a High Court (b) Chief Minister (c) Finance Minister (d) None of the above
- 87) The Chairman of the District Forum is _____.
(a) District Judge (b) High Court Judge (c) Supreme Court Judge (d) None of the above
- 88) The State Commission can entertain complaints where the value of the goods or services and the compensation, if any claimed exceed

- (a) Rs. 2 lakhs but does not exceed Rs.5 lakhs **(b) Rs.20 lakhs but does not exceed Rs.1 crore**
 (c) Rs. 3 lakhs but does not exceed Rs. 5 lakhs (d) Rs. 4 lakhs but does not exceed Rs. 20 lakhs
- 89) The International Organisation of Consumers Unions (IOCU) was first established in
(a) 1960 (b) 1965 (c) 1967 (d) 1987
- 90) VUCA stands for _____, _____, _____.
(a) Volatility, Uncertainty, Complexity and Ambiguity (b) Volatility, Uncertainty, Complexity and Ambiguity
 (c) Vision, Uncertainty, Corporate Governance and Ambiguity (d) Volatility, Uncertainty, Consumer and Ambiguity
- 91) GST stands for _____.
 (a) Goods and Supply Tax (b) Government Sales Tax **(c) Goods and Services Tax** (d) General Sales Tax
- 92) Factors within an organisation constitutes _____ environment.
 (a) External **(b) Internal** (c) Micro (d) Macro
- 93) Macro Environment of business is an _____ factor.
 (a) Non-economic (b) Economic (c) Controllable **(d) Uncontrollable**
- 94) The two major types of business environment are _____ and _____.
(a) Internal, External (b) Micro, Macro (c) Supplier, Competitors (d) Financial, Public
- 95) _____ is the result of New Industrial Policy which abolished the 'License System'.
 (a) Globalisation (b) Privatisation **(c) Liberalisation** (d) None of these
- 96) _____ means permitting the private sector to setup industries which were previously reserved for public sector.
 (a) Liberalisation **(b) Privatisation** (c) Globalisation (d) Public Enterprise
- 97) _____ ownership makes bold management decisions due to their strong foundation in the international level.
(a) Private (b) Public (c) Corporate (d) MNC's
- 98) _____ 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
- 99) New Economic Policy was introduced in the year _____.
 (a) 1980 **(b) 1991** (c) 2013 (d) 2015
- 100) Sale of Goods Act was passed in the year
 (a) 1940 (b) 1997 **(c) 1930** (d) 1960
- 101) Which of the below constitutes the essential element of contract of sale?
 (a) Two parties (b) Transfer of property (c) Price **(d) All of the above**
- 102) Which of the below is not a good?
 (a) Stocks **(b) Dividend due** (c) Crops (d) Water
- 103) In case of the sale, the _____ has the right to sell
 (a) Buyer **(b) Seller** (c) Hirer (d) Consignee
- 104) The property in the goods means the
 (a) Possession of goods (b) Custody of goods **(c) Ownership of goods** (d) Both (a) and (b)
- 105) Negotiable Instrument Act was passed in the year _____.
 (a) 1981 **(b) 1881** (c) 1994 (d) 1818
- 106) Number of parties in a bill of exchange are
 (a) 2 (b) 6 **(c) 3** (d) 4
- 107) Section 6 of Negotiable Instruments Act 1881 deals with
 (a) Promissory Note (b) Bills of exchange **(c) Cheque** (d) None of the above
- 108) _____ cannot be a bearer instrument.
(a) Cheque (b) Promissory Note (c) Bills of exchange (d) None of the above
- 109) A cheque will become stale after _____ months of its date:
(a) 3 (b) 4 (c) 5 (d) 1
- 110) Which of the below is a factor of production?
 (a) Land (b) Labour (c) Entrepreneurship **(d) All of the above**
- 111) Entrepreneur is not classified as
 (a) Risk Bearer **(b) Innovator** (c) Employee (d) Organizer
- 112) What are the characteristics of an entrepreneur?
 (a) Spirit of enterprice (b) Flexibility (c) Self Confidence **(d) All of the above**
- 113) Which of the below is not classified into managerial functions?
 (a) Planning (b) Marketing **(c) Organizing** (d) Controlling
- 114) Which of the below is a commercial function?
(a) Accounting (b) Coordination (c) Discovery of idea (d) Planning
- 115) Which of the following is the Activity of a Business Entrepreneur?
 (a) Production (b) Marketing (c) Operation **(d) All of the above**
- 116) Find the odd one out in context of Trading Entrepreneur.
 (a) Selling (b) Commision (c) Buying **(d) Manufacturing**
- 117) Corporate Entrepreneur is also called as _____.
 (a) Intrapreneur (b) Promoter **(c) Manager** (d) Shareholder
- 118) Which of these is based on Technology?
 (a) Modern (b) Professional **(c) Corporate** (d) Industrial
- 119) Which of the below is not a Characteristic of a Fabian Entrepreneur?
 (a) Conservative (b) Risk averse (c) Sceptical **(d) Adaptive**
- 120) The _____ initiative was launched to modernize the Indian economy to make all governments services available electronically.

- (a) Standup India (b) Startup India (c) **Digital India** (d) Make in India
- 121) _____ is designed to transform India to a global design and manufacturing hub.
 (a) Digital India (b) **Make in India** (c) Startup India (d) Design India
- 122) _____ is the Government of India's endeavour to promote culture of innovation and entrepreneurship.
 (a) **AIM** (b) STEP (c) SEED (d) AIC
- 123) _____ should cover aspects like sources of finance, technical know-how, source of labour and raw material, market potential and profitability.
 (a) Technical Report (b) Finance Report (c) **Project Report** (d) Progress Report
- 124) _____ has to include the mechanism for managing venture in the project report.
 (a) Banker (b) Government (c) Lending Institutions (d) **Entrepreneur**
- 125) The Company will have to issue the notice of situation of Registered Office to the Register of Companies within _____ days from the date of incorporation.
 (a) 14 days (b) 21 days (c) **30 days** (d) 60 days
- 126) How does a person who envisages the idea to form a company called?
 (a) Director (b) Company Secretary (c) Registrar (d) **Promoter**
- 127) Which of the following types of shares are issued by a company to raise capital from the existing shareholders?
 (a) Equity Shares (b) **Right Shares** (c) Preference Shares (d) Bonus Shares
- 128) The shares which are offered to the existing shareholder at free of cost is known as _____
 (a) **Bonus Share** (b) Equity Share (c) Right Share (d) Preference Share
- 129) The shares which are offered first to the existing shareholder at reduced price is known as _____
 (a) Bonus Share (b) Equity Share (c) **Right Share** (d) Preference Share
- 130) 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
- 131) A Private Company shall have a minimum of _____
 (a) Seven directors (b) Five directors (c) Three directors (d) **Two directors**
- 132) A Public Company having a paid up Share Capital of Rs. _____ or more may have a Director, elected by such small shareholders.
 (a) One crore (b) Three crore (c) **Five crore** (d) Seven crore
- 133) What is the statue of Directors will regulate money of the company.
 (a) Banker (b) Holder (c) Agent (d) **Trustees**
- 134) 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
- 135) Mention the status of a Company Secretary in a company.
 (a) A member (b) A director (c) An independent (d) **An employee contractor**
- 136) Who can become a secretary for a company?
 (a) **Individual person** (b) Partnership firm (c) Co-operative societies (d) Trade unions
- 137) 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
- 138) Who is not entitled to speak at the annual general meeting of the company.
 (a) Auditor (b) Shareholder (c) **Proxy** (d) Director
- 139) From the date of its incorporation, the First Annual General Meeting is to be conducted within _____ months.
 (a) Twelve (b) Fifteen (c) **Eighteen** (d) Twenty one