

12th STD – COMMERCE**HALF YEARLY EXAMINATION – EXPECTED QUESTIONS****DECEMBER – 2022****2 MARKS**

- 1. What is Management?**
- 2. List out the management tools.**
- 3. State the meaning of Authority.**
- 4. What do you mean by Span of management?**
- 5. Write a short note about Planning ?**
- 6. List the subsidiary functions of management ?**
- 7. What is the Traditional Proverb used in Planning ?**
- 8. What are the objectives of MBO ?**
- 9. Mention any two advantages of MBO ?**
- 10. What is known as KRA ?**
- 11. What is Spot Market ?**
- 12. What is Debt Market ?**
- 13. How is Price Decided in a Secondary Market ?**
- 14. What is Capital Market ?**
- 15. Write a note on OTCEI ?**
- 16. What is Government Securities Market ?**
- 17. What is meant Stock Exchange ?**
- 18. Write any 5 Stock Exchanges in India.**
- 19. What is meant by Remisier ?**
- 20. Who is called a Broker ?**
- 21. What are the types of Speculator ?**
- 22. Write a short notes on SEBI.**
- 23. Write any two objectives of SEBI.**

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24. **What is Human Resource Management ?**
25. **Give the meaning of Recruitment.**
26. **What is Promotion ?**
27. **Write any two internal source of recruitment.**
28. **What is meant by Poaching ?**
29. **What is Selection ?**
30. **What is an interview ?**
31. **What is intelligence test ?**
32. **What is meant by training ?**
33. **State e – learning method.**
34. **What is Market.**
35. **Define Marketer.**
36. **What is mean by Regulated Market ?**
37. **What is meant by Commodity Market ?**
38. **What is Marketing ?**
40. **Define E – Marketing ?**
41. **What is Ambush Marketing ?**
42. **Who is a Consumer ?**
43. **Give two examples of adulteration.**
44. **What is Caveat Emptor ?**
45. **What is Caveat Venditor ?**
46. **What are the rights of consumer according to John.F.Kennedy ?**
47. **Which is the supreme objective of business ?**
48. **What do you mean by Redressal Mechanism ?**
49. **What is GST ?**
50. **Expand VUCA ?**
51. **What is Privatisation ?**

52. Give any advantages of Globalisation.
53. What is a contract of sale of goods ?
54. What is meant by Goods ?
55. What is a Contingent Goods ?
56. Define Bill of Exchange ?
57. Define Cheque .
58. Give some examples of pure entrepreneurs.
59. Name any two Governmental Entrepreneurial schemes.
60. Giva a note on 'Digital India'.
61. List down the two types of finance.
62. What is Bonus Shares ?
63. What is Right Shares ?
64. What is Debentures ?
65. Who is whole time Director ?
66. What is meant by Meeting ?
67. Write short note on 'Proxy' ?
68. What is Voting ?

3 Marks

1. Define the term Management.
2. Differentiate Management from Administration.
3. What are the principles of Taylor ?
4. List out the main functions of management ?
5. State the importance of Staffing.
6. Write the features of MBO.
7. Write a note on Secondary Market.
8. What are the various kinds of Capital Market ? Explain.
9. Who are the participants of Money Market ?

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10. Explain the types of Treasury Bills ?
11. What are the types of Commercial Bill ?
12. What are the limitations of Stock Exchange ?
13. Explain Bull and Bear.
14. Explain Stag and Lame Duck.
15. What is meant by Dematerialization ?
16. Define the term Human Resource Management.
17. What is meant by unsolicited applicants ?
18. What is stress interview ?
19. Name the types of selection test.
20. What do you mean by achievement test ?
21. What is vestibule training ?
22. Explain the types of market on the basis of time.
23. What are the objectives of marketing ?
24. What are the advantages of E-Marketing ?
25. Discuss the objectives of E – Marketing ?
26. Explain in detail about Niche Marketing ?
27. What is meant by artificial scarcity ?
28. What do you understand by “Right to redressal” ?
29. What do you understand about “Right to protection of health and safety” ?
30. Write a note on the Voluntary Consumer Organisation.
31. What do you mean by Liberalisation ?
32. State any three impacts on Globalisation.
33. Write a short note on New Economic Policy.
34. Discuss in detail about existing goods.
35. Draw two types of Crossing.

36. Distinguish between entrepreneur and Manager.
37. Explain the promotional functions of entrepreneur.
38. Write about Fabian entrepreneur.
39. What is 'Startup India' ?
40. Expand the following: 1.STEP 2. JAM 3. SEED
41. What do you understand by Issue of Securities at Premium ?
42. Explain different Kinds of Preference shares.
43. When are alternative directors appointed ?
44. Who is shadow director ?
45. What is Special Resolution ?
46. What do you mean by Statutory Meeting ?
47. Give any three cases in which an ordinary resolution need to be passed.

***** ALL THE BEST *****

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HALF YEARLY EXAMINATION – EXPECTED QUESTIONS

DECEMBER – 2022

5 MARKS

01. Explain the concept of management.
02. Explain the principles of modern management. Sep 21, May 22.
03. Explain the various functions of management. Sep 20,21, May 22
04. What are the major advantages of MBO ?
05. What are the advantages of MBE ?
06. Enumerate the different kinds of Financial Markets.
07. What are the functions of Financial Markets ?
08. Discuss the characters of a Capital Market.
09. Briefly explain the functions of capital market.
10. What are the characteristics of Government Securities ?
11. Explain the functions of Stock Exchange. Sep 21, Mar 22
12. What are the functions of SEBI ?
13. Explain the powers of SEBI.
14. Explain the Characteristics of Human Resource.
15. Describe the significance of Human Resource Management. Sep 20
16. Explain the Internal Sources of Recruitment.
17. Explain the External Sources of Recruitment. May 22
18. Briefly explain the various types of tests.
19. Explain the important method of interview.
20. Explain the benefits of training. Mar 20
21. How the market can be classified ? Explain
22. Discuss about the Evolution of marketing. Sep 21
23. How Consumers are exploited ?
24. What are the objectives of Consumer Protection Act, 1986 ? Sep 21
25. What are the rights of Consumers ?
26. Explain the duties of Consumers ? Sep21, May 22

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27. Explain the micro environmental factors of business. **Sep 20**
28. Explain the advantages and disadvantages of liberalization. **Sep 20, 21**
29. Explain the impact of LPG on Indian Economy. **May 22**
30. Explain in detail the elements of Contract of Sale. **Sep 21**
31. Discuss in detail the features of a cheque.
32. What are the characteristics of an entrepreneur ? **May 22**
33. Discuss the challenges faced by Women Entrepreneurs. **Mar 20, May 22**
34. Explain in detail on classification according to the type of business.
35. Explain any five Government Entrepreneurial schemes.
36. What are the various kinds of Debentures ? **Sep 20, Mar 22**
37. Brief Different types of Directors.
38. Briefly state different types of company meetings.
39. Explain different types of open and secret types of voting.

Difference Questions

01. Distinguish between New Issue Market and Secondary Market. **Sep 20**
02. Differentiate between the Money Market and Capital Market. **Sep 21, Mar 22**
03. Differentiate Recruitment and Selection.
04. What are the difference between on the job training and off the job training ?
05. Explain in detail how traditional marketing differ from E – Marketing. **May 22**
06. Distinguish between Conditions and Warranty. **May 22**
07. Distinguish a cheque and a bill of exchange.
08. Distinguish between an entrepreneur and an Intrapreneur. **Mar 20**
09. Write the difference between Debentures and Shares ? **Sep 21**

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