

SILVER JUBILEE MATRIC. HR. SEC. SCHOOL, MAYILADUTHURAI.
12 COMMERCE 2, 3 AND 5 MARKS QUESTION 2022
CHAPTER - 1

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?

3 MARKS

1. Define the term management.
2. Differentiate management from Administration.
3. What are the principles of Taylor?
4. What determines the span of management?

5 MARKS

1. Explain the concept of management.
2. Explain the principles of modern management.

CHAPTER - 2**2 MARKS**

5. Write a short note about Planning.
6. What is meant by Motivation?
7. List the subsidiary functions of management.
8. What is the Traditional proverb used in planning?

3 MARKS

5. List out the main functions of management?
6. State the importance of staffing.
7. How the employees are informed about important matters in a company?

5 MARKS

3. Explain the various functions of management.

CHAPTER - 3**2 MARKS**

9. What are the objectives of MBO?
10. Bring out the meaning of MBE.
11. Mention any two advantages of MBO?
12. What is known as KRA?

3 MARKS

8. Write the features of MBO.
9. What are the Process of MBE?
10. List out any three process of MBO.

5 MARKS

4. What are the major advantages of MBO?
5. What are the advantages of MBE?
6. Discuss the disadvantages of MBE.

CHAPTER - 4**2 MARKS**

13. What are the components of organized sectors?
14. What is Spot Market?
15. What is Debt Market?
16. How is price decided in a Secondary Market?

3 MARKS

11. Give the meaning and definition of Financial Market.
12. Write a note on Secondary Market.
13. Bring out the scope of Financial Market in India.

5 MARKS

7. Distinguish between New issue market and Secondary Market.
8. Enumerate the different kinds of Financial Markets.

9. Discuss the role of Financial Market.

CHAPTER - 5

2 MARKS

17. What is Capital Market?
18. Write a note on OTCEI.
19. Who are the participants in a Capital Market?
20. How is price determined in a Capital Market?

3 MARKS

14. What are the various kinds of Capital Market? Explain.
15. Explain any two functions of Capital Market.
16. Explain about Factoring and Venture Capital Institutions

5 MARKS

10. Discuss the characters of a Capital Market.
11. Briefly explain the functions of Capital Market.
12. Explain the various types of New Financial Institutions.

CHAPTER - 6

2 MARKS

21. What is a CD market?
22. What is Government Securities Market?
23. What do you mean by Auctioning?
24. What do you mean by Switching?

3 MARKS

17. What are the features of Treasury Bills?
18. Who are the participants of Money Market?
19. Explain the types of Treasury Bills?
20. What are the types of Commercial Bill?

5 MARKS

13. Differentiate between the Money Market and Capital Market.
14. Explain the characteristics of Money Market?
15. What are the characteristics of Government Securities?

CHAPTER - 7

2 MARKS

25. What is meant Stock Exchange?
26. Write any 5 Stock Exchanges in India.
27. What is meant by Remisier?
28. Who is called a Broker?
29. What are the types of Speculator?

3 MARKS

21. What are the limitations of Stock exchange?
22. Explain Bull and Bear.
23. Explain Stag and Lame Duck.

5 MARKS

16. Explain the functions of Stock Exchange. (Any 5)
17. Explain the features of Stock Exchange. (Any 5)
18. Distinguish between Stock Exchange and Commodity Exchange (any 5).

CHAPTER - 8

2 MARKS

30. Write a short notes on SEBI.
31. Write any two objectives of SEBI.
32. Mention the headquarters of SEBI.
33. What are the various ID proofs?

3 MARKS

24. What is meant by Dematerialization?
25. What are the documents required for a Demat account?

26. Draw the organization structure of SEBI.

5 MARKS

19. What are the functions of SEBI?
20. Explain the powers of SEBI.

CHAPTER - 9

2 MARKS

34. What is Human Resource Management ?
35. State two features of HRM.
36. Mention two characteristics of Human Resource.
37. What are the managerial functions of HRM.

3 MARKS

27. Define the term Human Resource Management.
28. What are the characteristics of Human resources ?
29. What is the significance of Human resource?

5 MARKS

21. Explain the characteristics of Human Resource (any 5).
22. Describe the significance of Human Resource Management (any 5).
23. Discuss the Operative functions HRM.

CHAPTER - 10

2 MARKS

38. Give the meaning of Recruitment.
39. What is promotion ?
40. Write any two internal source of recruitment.
41. What is meant by Poaching?

3 MARKS

30. What is meant by unsolicited applicants?
31. What is meant by job portals?
32. State the steps in Recruitment process outsourcing.

5 MARKS

24. Explain the Internal sources of Recruitment (any 5).
25. Explain the External sources of Recruitment (any 5).
26. What is the Recent trends in Recruitment?

CHAPTER - 11

2 MARKS

42. What is selection?
43. What is an interview?
44. What is intelligence test?
45. What do you mean by placement?

3 MARKS

33. What is stress interview?
34. What is structured interview?
35. Name the types of selection test?
36. What do you mean by achievement test?

5 MARKS

27. Briefly explain the various types of tests.
28. Explain the important methods of interview (any 5).
29. Differentiate Recruitment and Selection.

CHAPTER - 12

2 MARKS

46. What is meant by training?
47. What is Mentoring training method?
48. What is Role play?
49. State e-learning method?

3 MARKS

37. What is vestibule training?

38. What do you mean by on the job Training?
39. Write down various steps in a training programme.
40. Write short note on trainer and trainee.

5 MARKS

30. Discuss various types of training.
31. What are the difference between on the job training and off the job training?
32. Explain the benefits of training.

CHAPTER - 13**2 MARKS**

50. What is Market?
51. Define Marketer.
52. What is mean by Regulated Market?
53. What is meant by Spot Market?
54. What is meant by Commodity Market?

3 MARKS

41. What can be marketed in the Market?
42. Mention any three Role of Marketer?
43. Explain the types of market on the basis of time.

5 MARKS

33. How the market can be classified?
34. How the market can be classified on the basis of Economics?

CHAPTER - 14**2 MARKS**

55. What is Marketing?
56. Define Marketing Mix.
57. What is meant by Grading?

3 MARKS

44. What are the objectives of marketing?
45. What are the concept of marketing?
46. What do you mean by marketing mix? Describe any two elements.

5 MARKS

35. Discuss about the Evolution of marketing.
36. Narrate the Elements of Marketing mix.

CHAPTER - 15**2 MARKS**

58. What is green marketing?
59. What is service marketing?
60. What is Ambush marketing.
61. What is Social marketing?

3 MARKS

47. What are the advantages of E-Marketing?
48. Discuss the objectives E-Marketing
49. Explain in detail about Niche marketing.

5 MARKS

37. Explain in detail how traditional marketing differ from E-marketing
38. Discuss any two new methods of marketing.

CHAPTER - 16**2 MARKS**

62. Who is a consumer?
63. Give two examples of adulteration.
64. What is Caveat Emptor?
65. What is Caveat Venditor?
66. Write a short notes on Consumer Protection Act, 1986.

3 MARKS

50. What are the important legislations related to consumerism in India? (any 3)

51. What is meant by artificial scarcity?
52. Write the importance of consumerism.

5 MARKS

39. How consumers are exploited?
40. Explain the role of business in consumer protection.
41. What are the objectives of Consumer Protection Act, 1986?

CHAPTER - 17**2 MARKS**

67. Write short notes on: "Right to be informed."
68. What are the rights of consumer according to John F. Kennedy?
69. Which is the supreme objective of business?

3 MARKS

53. What do you understand by "Right to redressal".
54. What do you understand about "Right to protection of health and safety".

5 MARKS

42. Explain the duties of consumers.
43. What are the responsibilities of consumers?

CHAPTER - 18**2 MARKS**

70. What do you mean by Redressal Mechanism?
71. What do you know about National Commission?
72. State the meaning of the term State Commission.
73. What is an term District Forum?

3 MARKS

55. Who are the members of the National Commission?
56. Who are the members of the State Commission?
57. Write a note on the Voluntary Consumer Organisation.

5 MARKS

44. Explain the overall performance of National Commission.
45. Explain the overall performance of State Commission.

CHAPTER - 19**2 MARKS**

74. What is internal environment?
75. Give the meaning of corporate governance.
76. What is GST?
77. Expand VUCA.

3 MARKS

58. What are the political environment factors?
59. Write about any three internal environmental factors of business.
60. What do you know about Technological environment?

5 MARKS

46. Discuss the role of macro environment of business.
47. Explain the micro environmental factors of business.

CHAPTER - 20**2 MARKS**

78. State the branches of New Economic Policy.
79. What is Privatisation?
80. Mention any two disadvantages of Liberalisation.
81. Give any two advantages of Globalisation.

3 MARKS

61. What do you mean by Liberalisation?
62. State any three impacts on Globalisation.
63. Write a short note on New Economic Policy.

5 MARKS

48. Explain the advantages and disadvantages of liberalisation.
49. What are the highlights of the LPG policy? Any 5

CHAPTER - 21**2 MARKS**

82. What is a contract of sale of goods?
83. List down the essential elements of a contract of sale.
84. What is meant by goods?
85. What is a Contingent Goods?

3 MARKS

64. Discuss in detail about existing goods.
65. Discuss the implied conditions and warranties in sale of goods contract.

5 MARKS

50. Explain in detail the elements of Contract of sale.
51. Distinguish between Conditions and Warranty.

CHAPTER - 22**2 MARKS**

86. What is meant by Negotiable Instrument?
87. List three characteristics of a Promissory Note.
88. Define Cheque? Meant by (new)

3 MARKS

66. Distinguish between Negotiability and Assignability.
67. What are the characteristics of a bill of exchange?
68. Discuss the two different types of crossing.

5 MARKS

52. Distinguish a cheque and a bill of exchange.
53. Discuss in detail the features of a cheque.
54. What are the requisites for a valid endorsement?

CHAPTER - 23**2 MARKS**

89. Mention any two characteristics of entrepreneurs.
90. List down the managerial functions of entrepreneurs.
91. List down the promotional functions of entrepreneurs.
92. List the challenges faced by the women entrepreneurs

3 MARKS

69. Distinguish between entrepreneur and Manager.
70. List down the commercial functions of Entrepreneur and explain them shortly.
71. Explain the promotional functions of entrepreneur.

5 MARKS

55. What are the characteristics of an entrepreneur?
56. Distinguish between an Entrepreneur and an Intrapreneur.
57. Discuss the challenges faced by Women Entrepreneurs.

CHAPTER - 24**2 MARKS**

93. What is the other name of business entrepreneur?
94. Mention the other name for corporate entrepreneur.
95. Who are agricultural entrepreneur?
96. Give some examples of pure entrepreneurs.

3 MARKS

72. Who is a private entrepreneur?
73. Explain about the imitative entrepreneur.
74. Write about Fabian entrepreneur.

5 MARKS

58. Explain in detail on classification according to the type of business
59. Discuss the nature of functional entrepreneurs.

CHAPTER - 25**2 MARKS**

97. Name any four Governmental Entrepreneurial schemes.
 97. Give a note on 'Digital India'.
 99. List down the two types of finance.

3 MARKS

75. What is 'Startup India'?
 76. Expand the following: i) STEP ii) JAM iii) SEED

5 MARKS

60. Explain any five Government Entrepreneurial schemes.
 61. Describe the steps promoting Entrepreneurial venture.

CHAPTER - 26**2 MARKS**

100. What are the four stages of formation of a company?
 101. What is Bonus Shares?
 102. What is Right Shares?
 103. What is Debentures?

3 MARKS

77. What do you understand by Issue of Securities at Premium?
 78. Explain different Kinds of Preference shares.

5 MARKS

62. Write the difference between Debentures and Shares:
 63. What are the various kinds of Debentures?

CHAPTER - 27**2 MARKS**

104. Name the companies required to appoint KMP.
 105. Who is whole time Director?
 106. Who is called as Managing Director?
 107. Who can be Executive Director?

3 MARKS

79. When are alternative directors appointed ?
 80. Who is a shadow director?
 81. State the minimum number of Directors for a Private company.

5 MARKS

64. Who are the KMP?
 65. Brief different types of Directors.
 66. State the qualification of Directors.

CHAPTER - 28**2 MARKS**

108. Who is a Secretary?
 109. What is meant by Meeting?
 110. Write short note on 'Proxy'.
 111. What is Voting?

3 MARKS

82. What is Special Resolution?
 83. What do you mean by Statutory Meeting?
 84. Give any three cases in which an ordinary resolution need to be passed.

5 MARKS

67. Briefly state different types of company meetings.
 68. Explain different types of open and secret types of voting.