



27-01-2023

Standard 12

Time Allowed: 3.00 Hours

COMMERCE

Maximum Marks: 90

PART - A**Answer all questions:****20×1=20**

- 1) With a wider span, there will be _____ hierarchical levels.
 - a) more
 - b) less
 - c) multiple
 - d) additional
- 2) Which of the following is verification function?
 - a) Planning
 - b) Organising
 - c) Staffing
 - d) Controlling
- 3) Management by objectives is popularised by _____.
 - a) Prof. Retin
 - b) George Odiorne
 - c) Henry Foel
 - d) F.W. Taylor
- 4) Primary market is also called as
 - a) Secondary market
 - b) Money market
 - c) New issue market
 - d) Indirect market
- 5) A marketable document of file to a time deposit for specified period may be referred to as a _____.
 - a) Treasury Bill
 - b) Certificate of Deposit
 - c) Commercial Bill
 - d) Government Securities
- 6) Trading in dematerialized shares commenced on the NSE is
 - a) January 1996
 - b) June 1998
 - c) December 1996
 - d) December 1998
- 7) Human Resource Management is both _____ and _____.
 - a) Science and Art
 - b) Theory and Practice
 - c) History and Geography
 - d) None of the above
- 8) Recruitment bridges gap between _____ and _____.
 - a) Job seller and Job provider
 - b) Job seller and agent
 - c) Job provider and owner
 - d) Owner and servant
- 9) The process of eliminating unsuitable candidate is called
 - a) Selection
 - b) Recruitment
 - c) Interviewer
 - d) Induction
- 10) Off the jobs training is given
 - a) In the class room
 - b) On off days
 - c) Outside the factory
 - d) In the playground
- 11) The spot market is classified on the basis of _____.
 - a) Commodity
 - b) Transaction
 - c) Regulation
 - d) Time
- 12) Who is supreme in the market?
 - a) Customer
 - b) Seller
 - c) Wholesaler
 - d) Retailor
- 13) Pure play retailors are called
 - a) Market creators
 - b) Transaction brokers
 - c) Merchants
 - d) Agent
- 14) The term consumer's came into existence in the year
 - a) 1960
 - b) 1957
 - c) 1954
 - d) 1958
- 15) _____ is the king of modern marketing.
 - a) Consumer
 - b) Wholeseller
 - c) Producer
 - d) Retailer
- 16) The chairman of the District Forum is _____.
 - a) District Judge
 - b) Highcourt Judge
 - c) Supreme court Judge
 - d) None of the above
- 17) _____ has to include the mechanism for managing venture in the project report.
 - a) Banker
 - b) Government
 - c) Lending Institution
 - d) Entrepreneur

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- 18) The company will have to issue the notice of situation of Registered office to the Registrar of companies within _____ days from the date of incorporation.
 a) 14 days b) 21 days c) 30 days d) 60 days
- 19) A person shall hold office as a Director _____ companies as per the companies Act, 2013.
 a) 5 companies b) 10 companies c) 20 companies d) 15 companies
- 20) Who can become a secretary for a company?
 a) Individual person b) Partnership form
 c) Cooperative society d) An employee

PART - B

Answer any 7 questions:

7x2=14

Question No. 30 is compulsory.

- 21) How the price determined in a secondary market?
 22) Who are the participants in a capital market?
 23) What are the various ID Proofs?
 24) What is stress interview?
 25) What is Role play?
 26) What is Market?
 27) What is Ambush marketing?
 28) Which is the supreme objectives of business?
 29) What is internal environment?
 30) What determines the span of management?

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PART - C

Answer any seven questions:

7x3=21

Question No. 40 is compulsory.

- 31) Who are the participants of Money Market?
 32) Explain Stag and Lame Duck.
 33) What is meant by unsolicited applicants?
 34) Write short note on trainor and trainer.
 35) What can be marketed in the market?
 36) What are the objectives of Marketing?
 37) What is meant by artificial scarcity?
 38) Who are the members of the National Commission?
 39) Discuss and Draw the two different types of crossing.
 40) List out the main functions of management.

PART - D

Answer all the questions:

7x5=35

- 41) a) Explain the concept of Management. **(OR)**
 b) Briefly state different types of company meeting.
- 42) a) How the market can be classified? **(OR)**
 b) Brief different types of Directors.
- 43) a) What are the advantages of MBE? **(OR)**
 b) What are the various kinds of Debentures?
- 44) a) Explain the Impact of LPG on Indian Economy. **(OR)**
 b) Discuss the challenges faced by Women Entrepreneurs.
- 45) a) Explain the functions of Stock Exchange. **(OR)**
 b) How the consumers are exploited?
- 46) a) Explain the characteristics of Human Resource. **(OR)**
 b) Explain in detail the elements of contract of sale.
- 47) a) Explain the benefits of training. **(OR)**
 b) Differentiate between the money market and capital market.