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CLASS:XII

MARKS:90

SUBJECT: COMMERCE

TIME :3 HRS

I) CHOOSE THE CORRECT ANSWER :

(20*1=20)

- 1) Management is what a _____ does?
a) Manager b) Subordinate c) Supervisor d) Superior
- 2) 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
- 3) Which of the following is not a main function?
(a) Decision-making (b) Planning (c) Organising (d) Staffing
- 4) 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
- 5) What is the statue of Directors who regulate money of the company.
(a) Banker (b) Holder (c) Agent (d) Trustees
- 6) Who can issue stock?
(a) Public (b) Private (c) One Person (d) Small
- 7) _____ 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.
- 8) Choose the type of entrepreneur that isn't based on function:
a) Innovative b) Classical c) Fabian d) Drone
- 9) Negotiable Instrument Act was passed in the year _____.
a. 1981 b. 1881 c. 1994 d. 1818
- 10) In case of the sale, the ___ has the right to sell
a) Buyer b) Seller c)Hirer d) Consignee
- 11) There are ___ stock exchange in the country.
a) 21 b) 24 c) 20 d) 25
- 12) An optimistic speculator is
a) Bull b) Bear c) Stag d) Lame duck
- 13) Human resource is a ----- asset.
a) Tangible b) Intangible c) Fixed d) Current
- 14) Macro Environment of business is an _____ factor.
(a) Uncontrollable (b) Controllable (c) Manageable (d) Immanageable
- 15) 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

16) 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

17) 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

18) Selling goods/ services through internet is

- a) Green marketing b) E- business c) Social marketing d) Meta marketing

19) The Spot market is classified on the basis of

- a) Commodity b) Transaction c) Regulation d) Time

20) Who is supreme in the Market?

- a) Customer b) Seller c) Wholesaler d) Retailer

II) ANSWER ANY SEVEN QUESTIONS IN WHICH QUESTION NO.30 IS COMPULSORY: (7*2=14)

21) List out the management tools.

22) Write a note on OTCEI.

23) What is meant by auctioning?

24) What is demat account?

25) What is a CD market?

26) Define Marketer.

27) What is bill of exchange ?

28) What is right shares ?

29) Name the companies required to appoint KMP.

30) Mr. Abdul is a shareholder of the KMP group of companies, director conducted the meeting in Chennai but Mr. Abdul did not attend the meeting & Mr. Abdul arranged an alternative person. Who ?

III) ANSWER ANY SEVEN QUESTIONS IN WHICH QUESTION NO.40 IS COMPULSORY: (7*3=21)

31) Differentiate management from Administration.

32) Explain the process of MBO.

33) Explain 1) factoring 2) venture capital.

34) What is issue of shares at discount?

35) What are the features of Treasury Bills?

36) What is aptitude test?

37) Explain niche marketing.

38) What is meant by unsolicited application.

39) Discuss the different types of crossing?

40) Is consumer protection necessary?

IV) ANSWER ALL THE QUESTIONS :

(7*5=35)

41)A) Explain the concept of management. **(OR)**

B) Brief state different types of company meetings.

42)A) Explain the various functions of management. **(OR)**

B) Describe the operative functions of Human Resource Management.

43)A) Distinguish between capital market and money market. **(OR)**

B) Discuss about the Evolution of marketing.

44)A) Discuss the powers of SEBI. **(OR)**

B) Explain the functions of government securities.

45)A) Explain the difference between on the job training and off the job training. **(OR)**

B) How consumers are exploited?

46)A) Enumerate the detail the elements of contract of sale. **(OR)**

B) How the market can be classified?

47)A) write the different between shares and debentures. **(OR)**

B) mr. kumar is a establishing new enterprise in Chennai, but kumar have no financial support and kumar searching the government entrepreneurial schemes. Explain any five.

Prepared by

E.A MUHAMMED JAVITH.,M.Com.,B.Ed.,

PGT IN COMMERCE,

CRESCENT MARTIC HR.SEC. SCHOOL,PALLAPATTI.