

**Natramil's**

**12**

**Commerce E.M.**

**One Mark  
Question Bank - 2022**

*Natramil Publication*

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***Let's Make Education Easy***

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**Kindly send me your questions and answerkeys to us : Padasalai.Net@gmail.com**

**1- Principles of Management****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**

- 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

**2- Functions of Management****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) Organizing                      (d) Staffing

**8. \_\_\_\_\_ is included in every managerial function.**

- (a) Co-ordinating                      (b) Controlling                      (c) Staffing                      (d) Organizing

**9. Which of the following is verification function?**

- (a) Planning                      (b) Organizing                      (c) Staffing                      (d) Controlling

**10. The goals are achieved with the help of**

- a) Motivation                      b) Controlling                      c) Planning                      d) Staffing

**3. Management by Objectives Management by Exception****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 Organizational 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. MBO is required in the USA by \_\_\_\_\_

- a) Prof. Reddin b) George Odiorne c) Henry Fayol d) F.W. Taylor

#### **4.Introduction of financial Markets**

16. Financial market facilitates business firms

- a) To rise funds b) To recruit workers  
c) To make more sales d) To minimize fund requirement

17. 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

18. Primary market is also called as

- a) Secondary market b) Money market  
c) New Issue Market d) Indirect Market

19. 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

20. 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

#### **5.Capital Market:**

21. Capital market do not provide

- a) Short term Funds b) Debenture Funds  
c) Equity Funds d) Long term Funds

22. When the NSEI was established

- a) 1990 b) 1992 c) 1998 d) 1997

23. Primary market is a Market where securities are traded in the

- a) First Time b) Second Time c) Three Time d) Several Times

24. Participants in the Capital Market includes

- a) Individuals b) Corporate  
c) Financial Institutions d) All of the above

25. 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

### 6. Money Market:

26. The money invested in the call money market provides high liquidity with \_\_\_\_\_

- a) Low Profitability  
b) High Profitability  
c) Limited Profitability  
d) Medium Profitability

27. 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.

28. 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

29. 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

30. 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

### 7. Stock Exchange:

31. \_\_\_\_\_ is the oldest stock exchange in the world.

- a) London Stock Exchange  
b) Bombay Stock Exchange  
c) National Stock Exchange  
d) Amsterdam Stock Exchange

32. There are \_\_\_\_\_ stock exchange in the country.

- a) 21  
b) 24  
c) 20  
d) 25

**33. Jobbers transact in a stock exchange**

- a) For their Clients  
b) For their Own Transactions  
c) For other Brokers  
d) For other Members

**34. A pessimistic speculator is**

- a) Stag  
b) Bear  
c) Bull  
d) Lame Duck

**35. An optimistic speculator is**

- a) Bull  
b) Bear  
c) Stag  
d) Lame duck

**8. Securities Exchange Board of India****36. Securities Exchange Board of India was first established in the year \_\_\_\_\_**

- a) 1988  
b) 1992  
c) 1995  
d) 1998

**37. The headquarters of SEBI is \_\_\_\_\_**

- a) Calcutta  
b) Bombay  
c) Chennai  
d) Delhi

**38. Registering and controlling the functioning of collective investment schemes as \_\_\_\_\_**

- a) Mutual Funds  
b) Listing  
c) Rematerialisation  
d) Dematerialization

**39. 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

**40. Trading in dematerialized shares commenced on the NSE is \_\_\_\_\_**

- a) January 1996  
b) June 1998  
c) December 1996  
d) December 1998

**9. Human Resource Management:****41. Human resource is a \_\_\_\_\_ asset.**

- a) Tangible  
b) Intangible  
c) Fixed  
d) Current

**42. Human Resource management is both \_\_\_\_\_ and \_\_\_\_\_ .**

- a) Science and art  
b) Theory and practice  
c) History and Geography  
d) None of the above

**43. Planning is a \_\_\_\_\_ function.**

- a) Selective  
b) pervasive  
c) both a and b  
d) none of the above

**44. Human resource management determines the \_\_\_\_\_ relationship.**

- a) internal, external  
b) employer, employee  
c) Owner, Servant  
d) Principle, Agent

45. Labour turnover is the rate at which employees \_\_\_\_\_ the organisation

- a) enter                      b) leave                      c) Salary                      d) None of the above

### 10. Recruitment Methods:

46. Recruitment is the process of identifying \_\_\_\_.

- a) right man for right job                      b) good performer  
c) Right job                      d) All of the above

47. 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

48. Advertisement is a \_\_\_\_\_ source of recruitment

- a) internal                      b) external                      c) agent                      d) outsourcing

49. Transfer is an \_\_\_\_\_ source of recruitment.

- a) internal                      b) external  
c) outsourcing                      d) None of the above

50. E-recruitment is possible only through \_\_\_\_\_ facility.

- a) Computer                      b) internet                      c) Broadband                      d) 4G

### 11. Employee Selection Process:

51. 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

52. Selection is usually considered as a \_\_\_\_\_ process

- a) Positive                      b) Negative                      c) Natural                      d) None of these

53. 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

54. The process of eliminating unsuitable candidate is called

- a) Selection                      b) Recruitment                      c) Interview                      d) Induction

55. Job first man next is one of the principles of \_\_\_\_\_

- a) Test                      b) Interview                      c) Training                      d) Placement

### 12. Employee Training Method

56. Off the Job training is given

- a) In the class room                      b) On off days  
c) Outside the factory                      d) In the playground

57. Improves Skill Levels of employees to ensure better job performance

- a) Training  
c) Recruitment
- b) Selection  
d) Performance appraisal

**58. When trainees are trained by supervisor or by superior at the job is called**

- a) Vestibule training  
c) Role play
- b) Refresher training  
d) Apprenticeship training

**59. \_\_\_\_\_ is useful to prevent skill obsolescence of employees**

- a) Training                      b) Job analysis                      c) Selection                      d) Recruitment

**60. Training methods can be classified into training \_\_\_\_\_ training**

- a) Job rotation and Job enrichment  
c) Job analysis and Job design
- b) On the Job and Off the Job  
d) Physical and mental

### **13. Concept of Market and Marketer:**

**61. One who promotes (or) Exchange of goods or services for money is called as .**

- a) Seller                      b) Marketer                      c) Customer                      d) Manager

**62. The marketer initially wants to know in the marketing is .**

- a) Qualification of the customer  
c) Background of the customers
- b) Quality of the product  
d) Needs of the customers

**63. The Spot market is classified on the basis of .**

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

**64. Which one of the market deals in the purchase and sale of shares and debentures?**

- a) Stock Exchange Market  
c) Local Market
- b) Manufactured Goods Market  
d) Family Market

**65. Stock Exchange Market is also called \_\_\_\_\_**

- a) Spot Market  
c) Security Market
- b) Local Market  
d) National Market

### **14. Marketing and Marketing Mix**

**66. The initial stage of Marketing system is \_\_\_\_\_**

- a) Monopoly system  
c) Barter system
- b) Exchange to Money  
d) Self producing

**67. Who is supreme in the Market?**

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

**68. In the following variables which one is not the variable of marketing mix?**

- a) Place Variable  
c) Program Variable
- b) Product Variable  
d) Price Variable

**69. 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

**70. Which one is the example of Intangible product?**

- a) Education  
b) Mobiles  
c) Garments  
d) Vehicles

**15. Recent Trends in Marketing:**

**71. Selling goods/ services through internet is**

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

**72. Which is gateway to internet?**

- a. Portal  
b. CPU  
c. Modem  
d. Webinar

**73. Social marketing deals with:**

- a. Society  
b. Social Class  
c. Social change  
d. Social evil

**74. Effective use of Social media marketing increase conversion rates of \_\_\_\_**

- a. Customer to buyers'  
c. One buyer to another buyer's
- b. Retailer to customer's  
d. Direct contact of marketer

**75. Pure play retailers are called**

- a. Market creators'  
c. Merchants
- b. Transaction brokers'  
d. Agents

**16. Consumerism:**

**76. The term 'consumerism' came into existence in the year \_\_\_\_\_.**

- a) 1960  
b) 1957  
c) 1954  
d) 1958

**77. Who is the father of Consumer Movement?**

- a) Mahatma Gandhi  
c) Ralph Nader
- b) Mr. Jhon F. Kennedy  
d) Jawaharlal Nehru

**78. Sale of Goods Act was passed in the year?**

- a) 1962  
b) 1972  
c) 1930  
d) 1985

**79. 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

**80. \_\_\_\_ 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



## நற்றமிழ் பதிப்பகம்

எமது வெளியீடுகள் 2022-23

12

வணிகவியல் கையேடு  
விடை ரூ. 60 மட்டுமே

11

வணிகவியல் &  
கணக்குப்பதிவியல் கையேடு  
விடை ரூ. 65 மட்டுமே

அடுத்த வருட படைப்புகள் 2023 - 24

வகுப்பு	பாடம்	வழி	விடை
11	வணிகவியல் & கணக்குப்பதிவியல்	தமிழ்	Soon
		ஆங்கிலம்	Soon
12	வணிகவியல் & கணக்குப்பதிவியல்	தமிழ்	Soon
		ஆங்கிலம்	Soon
11 & 12	கணக்குப்பதிவியல் வினா வங்கி	தமிழ் ஆங்கிலம்	Soon

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**90. The International Organisation of Consumers Unions (IOCU) was first established in**

- a) 1960                      b) 1965                      c) 1967                      d) 1987

### **19. Environmental Factors**

**91. VUCA stands for \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_.**

- (a) Volatility, Uncertainty, Complexity and Ambiguity  
(b) Value, Unavoidable, Company and Authority  
(c) Volatility, Uncontrollable, Company and Auction  
(d) All of the above

**92. GST stands for \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_.**

- (a) Goods and Social Tax    (b) Goods and Service Tax  
(c) Goods and Sales Tax    (d) Goods and Salary Tax

**93. Factors within an organisation constitutes \_\_\_\_\_ environment.**

- (a) Internal Thinker    (b) External Thinker  
(c) Fellow human beings    (d) All of the above

**94. Macro Environment of business is an \_\_\_\_\_ factor.**

- (a) Uncontrollable    (b) Controllable  
(c) Manageable    (d) Immanageable

**95. The two major types of business environment are \_\_\_\_\_ and \_\_\_\_\_.**

- (a) Positive and Negative    (b) Internal and External  
(c) Good and Bad    (d) Allowable and Unallowable

### **20. Liberalization , Privatization and Globalization:**

**96. \_\_\_\_\_ is the result of New Industrial Policy which abolished the 'License System'.**

- (a) Globalisation    (b) Privatisation  
(c) Liberalisation    (d) None of these

**97. \_\_\_\_\_ means permitting the private sector to setup industries which were previously reserved for public sector.**

- (a) Liberalisation    (b) Privatisation  
(c) Globalisation    (d) Public Enterprise

**98. \_\_\_\_\_ ownership makes bold management decisions due to their strong foundation in the international level.**

- (a) Private                      (b) Public                      (c) Corporate                      (d) MNC's

99. \_\_\_\_\_ 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
100. New Economic Policy was introduced in the year \_\_\_\_\_.
- (a) 1980 (b) 1991 (c) 2013 (d) 2015

### 21. The Sale of Goods Act, 1930:

101. Sale of Goods Act was passed in the year
- a) 1940 b) 1997 c) 1930 d) 1960
102. 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
103. Which of the below is not a good?
- a) Stocks b) Dividend due c) Crops d) Water
104. In case of the sale, the \_\_\_\_ has the right to sell
- a) Buyer b) Seller c) Hirer d) Consignee
105. The property in the goods means the
- a) Possession of goods b) Custody of goods  
c) Ownership of goods d) Both (a) and (b)

### 22. The Negotiable Instruments Act, 1881

106. Negotiable Instrument Act was passed in the year \_\_\_\_\_.
- a. 1981 b. 1881 c. 1994 d. 1818
107. Number of parties in a bill of exchange are
- a. 2 b. 6 c. 3 d. 4
108. Section 6 of Negotiable Instruments Act 1881 deals with
- a. Promissory Note b. Bills of exchange  
c. Cheque d. None of the above
109. \_\_\_\_\_ cannot be a bearer instrument.
- a. Cheque b. Promissory Note  
c. Bills of exchange d. None of the above
110. A cheque will become stale after \_\_\_\_\_ months of its date:
- a. 3 b. 4 c. 5 d. 1

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**23. Elements of Entrepreneurship:****111. Which of the below is a factor of production?**

- (a) Land (b) Labour  
(c) Entrepreneurship (d) All of the above

**112. Entrepreneur is not classified as**

- (a) Risk Bearer (b) Innovator  
(c) Employee (d) Organizer

**113. What are the characteristics of an entrepreneur?**

- (a) Spirit of enterprise (b) Flexibility  
(c) Self Confidence (d) All of the above

**114. Which of the below is not classified into managerial functions?**

- (a) Planning (b) Marketing  
(c) Organizing (d) Controlling

**115. Which of the below is a commercial function?**

- (a) Accounting (b) Coordination  
(c) Discovery of idea (d) Planning

**24. Types of Entrepreneurs****116. Which of the following is the Activity of a Business Entrepreneur?**

- a. Production b. Marketing c. Operation d. All of the above

**117. Find the odd one out in context of Trading Entrepreneur.**

- a. Selling b. Commission c. Buying d. Manufacturing

**118. Corporate Entrepreneur is also called as \_\_\_\_\_**

- a. Intrapreneur b. Promoter c. Manager d. Shareholder

**119. Which of these is based on Technology?**

- a. Modern b. Professional c. Corporate d. Industrial

**120. Which of the below is not a Characteristic of a Fabian Entrepreneur?**

- a. Conservative b. Risk averse c. Skeptical d. Adaptive

**25. Government Schemes for Entrepreneurial Development:****121. 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



- (a) Bonus Share (b) Equity Share  
(c) Right Share (d) Preference Share

**27. Company Management:**

- 131. 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
- 132. A Private Company shall have a minimum of \_\_\_\_\_.**
- (a) Seven directors (b) Five directors  
(c) Three directors (d) Two directors
- 133. 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 crores  
(c) Five crores (d) Seven crores
- 134. What is the statue of Directors who regulate money of the company.**
- (a) Banker (b) Holder (c) Agent (d) Trustees
- 135. 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.

**28. Company Secretary :**

- 136. Mention the status of a Company Secretary in a company.**
- a) A member (b) A director  
c) An independent (d) An employee contractor
- 137. Who can become a secretary for a company?**
- a) Individual person (b) Partnership firm  
c) Co-operative societies (d) Trade unions
- 138. 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
- 139. Who is not entitled to speak at the annual general meeting of the company?**
- a) Auditor (b) Shareholder (c) Proxy (d) Directors
- 140. 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



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