

Class : XII

Commerce

Marks : 90

Part - I

Time : 3 Hours

I Choose the Correct Answer :

20x1 =20

1)Dividing the work into small tasks is known as

- (a) Discipline (b) Unity (c) Division of Work (d) Equity

**2)Assertion (A) : Management knowledge is the best passport to enter into the world of
Employment**

Reason (R) : Management Literature is growing in all countries

- a) (A) and (R) are correct and (R) is the correct explanation of (A)
b) (A) and (R) are correct and (R)is the incorrect explanation of (A)
c) (A) is incorrect but (R) is Correct
d) (A) is Correct but (R) is incorrect

3)Which one is not correct ?

- a)The process of placing the right man on the right job is called placement
b)A Manager has to act as representative of a company
c)The goals are achieved with the help of motivation
d)Can do anything without planning

4)Management by objectives is

- a)Goal Oriented b)Work Oriented c) Both d) None of these

5)Which one is non marketable Asset ?

- a)Government Securities b)Bonds of Public Sector Undertakings
c)National Savings Certificates d)Shares of Listed Companies

6)Which of the following is not a correct pair ?

- a)Forward Market - Future Market
b)Debt Market - Government Bonds
c)Money Market - Commercial Papers
d)Equity Market - Debentures

7) _____ enable small investors to participate in the investment on share capital of large companies.

- (a) Venture Capital Institutions (b) Mutual Funds (c) Factoring (d) OTCEI

8) Match

List 1

List 2

- i) Dalal Street - 1) New York Stock Exchange
ii) Wall Street - 2) Canadian Stock Exchange
iii) Lombard Street - 3) Bombay Stock Exchange
iv) Toronto - 4) London Stock Exchange

- (a) 4,2,1,3 (b) 1,3,2,4 (c) 2,4,3,1 (d) 3,1,4,2

9) _____ means buying and selling of securities by Directors and Promoters using Confidential information about the company.

- (a) insider trading (b) gambling (c) speculating (d) Investing

10) Assertion (A) : HRM is an intangible function

Reason (R) : It can be measured only by results

- (a) (A) is False , (R) is True (b) (A) is True , (R) is False
(c) Both (A) and (R) are False (d) Both (A) and (R) are True, (R) is correct explanation of (A)

11) Choose the incorrect pair

- (a) Verbal Reasoning Test - Written Test
(b) Diagrammatic Reasoning Test - Extract Values from Illustration
(c) Vocabulary Test - Fluency in English
(d) Mechanical Reasoning Test - Situational Judgment

12) Find the odd one out

- (a) Internship Method (b) Roleplay Method
(c) Group Discussion Method (d) Seminar Method

13) Choose the Incorrect Pair

- (a) Promotion - Advertisement
(b) Packing - Wrapping
(c) Standardisation - Colour, Taste
(d) Financing - Pricing

14) (i) Primary Market - 1) Resale of Securities

(ii) Secondary Market - 2) Tejiwala

(iii) SEBI - 3) New Issue Market

(iv) Bull - 4) Regulatory Body

(a) 3,1,4,2 (b) 4, 3, 2, 1 (c) 2, 1, 3, 4 (d) 1, 3, 4, 2

15) The International Organisation of Consumers Union was first established in

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

16) Which one is not correctly matched ?

(a) Father of Consumer Movement - Ralph Nader

(b) Poor Consumers - Mahatma Gandhi

(c) Father of Modern Management - Henry Fayol

(d) Scientific Management - Peter F. Drucker

17) In the following variable, which one is Not the variable of Marketing Mix ?

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

18) Assertion (A) : Consumer Protection Act, 1986 seeks to protect and promote the Interest of Consumers

Reason (R) : This act is referred in short as 'COPRA'

(a) Both (A) and (R) are true and (R) is the correct explanation of (A)

(b) Both (A) and (R) are true and (R) is not the correct explanation of (A)

(c) (A) is true but (R) is False

(d) (A) is False but (R) is true

19) The Companies Act of 2013 prohibits issue of the shares at ____ to the public

(a) Premium (b) Par (c) Discount (d) Both Par and Premium

20) Match

List 1

List 2

i)Start-up India - 1)Electronical India

ii)Stand-up India - 2)Global Manufacturing Hub

iii)Digital India - 3)SC/ST Women

iv)Make in India - 4)Fund of Funds

(a) 4,3,1,2 (b) 4,3,2,1 (c) 3,4,2,1 (d) 3,4,1,2

Part – II

II. Answer any 7 of the following (Question No. 30 Compulsory) : $7 \times 2 = 14$

- 21) Who is a Manager ?
- 22) What is meant by Controlling ?
- 23) What are Hard Commodities and Soft Commodities ?
- 24) Define Stock Exchange
- 25) Mention the Headquarters of SEBI and explain any one of its Functions ?
- 26) What is PAN ?
- 27) What do you understand about Bio-Data ?
- 28) Who can make Complaints ?
- 29) If the payee is an illiterate, how can he endorse the negotiable instrument ?
- 30) X sold some goods to Y for Rs. 10,000. Y paid Rs. 9,900 but failed to pay balance Rs. 100. State whether the seller is unpaid seller or not ?

Part – III

III. Answer any 7 of the following (Question No. 40 Compulsory) : $7 \times 3 = 21$

- 31) Is Management an Art or Science ?
- 32) Differentiate Spot Market from Future Market.
- 33) Give three suggestions to a salaried employee to invest in Gilt edged securities
- 34) What are the features of Certificate of Deposit ?
- 35) Explain National Stock Exchange
- 36) Marketer is an innovator. Do you Agree ?
- 37) Sundari purchases gold chain from a jewellery shop, which turned white within a month. Advise Sundari the procedures involved in filing a complaint in the consumer court (or) what are the steps involved in filing complaint in consumer court ?
- 38) Why should an entrepreneur possess Analytical ability ?
- 39) Write a short note on the following
 - (a) Dairy Entrepreneurship Development Scheme
 - (b) Project Report

40) Sun Hospital wants to appoint Nurses. Qualities they want to test in the candidate is

a)Maturity and Emotions in dealing with Candidates

b)Candidates ability to make decisions

State the two types of tests, hospital can use to meet the requirements.

Part – IV

IV Answer all the Questions

7 x 5 = 35

41) Explain the benefits of Stock Exchange.

(OR)

What are the powers of a Director ?

42) How to open a Demat Account ?

(OR)

Explain any five government Entrepreneurial scheme

43) Explain the principles of placement

(OR)

What are the characteristics of Entrepreneur ?

44) Explain the benefits of Training

(OR)

Explain the different kinds of endorsements (any Five)

45) Explain any Five Items, that can be marketed

(OR)

Distinguish between Sale and Agreement to Sell

46) What are the salient features of the consumer protection act ?

(OR)

Explain the impact of LPG on Indian Economy

47) What are the rights of Consumers ?

(OR)

What is Voluntary Consumer Organisation. Mention it's objectives.

Prepared by Mrs. Prema Samuel.

**** ALL THE BEST ****