

12TH STD

REVISION EXAMINATION

SUBJECT : COMMERCE

ONE MARK TEST (100 QUESTIONS)

100 X 1 = 100

Choose the correct answer
Choose the most appropriate answer from the given FOUR alternatives and write the option code and the corresponding answer.

- With a wider span, there will be _____ hierarchical levels.
a) More b) Less c) Multiple d) Additional
- Management is what a _____ does?
a) Manager b) Subordinate c) Supervisor d) Superior
- Find out the odd one:
a) Science, Not Rule of Thumb b) Mental Revolution
c) Authority and Responsibility d) Harmony, Not Discord
- Which of the following is not a main function?
a) Decision-making b) Planning c) Organising d) Staffing
- Which of the following is verification function?
a) Planning b) Organising c) Staffing d) Controlling
- Delegation of Authority is Easily Done with the Help of _____
a) MBM b) MBE c) MBO d) MBA
- 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
- 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
- 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
- Management is an _____
a) Art b) Science c) Art and Science d) Art or Science
- _____ is included in every managerial function.
a) Co-ordinating b) Controlling c) Staffing d) Organising
- Scientific management is developed by
a) Fayol b) Taylor c) Mayo d) Jacob
- When the NSEI was established
a) 1990 b) 1992 c) 1998 d) 1997
- Primary market is a Market where securities are traded in the
a) First Time b) Second Time c) Three Time d) Several Times

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- 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
- Government securities are issued by agencies such as _____
a) State Governments b) Semi - Government authorities c) Central Government d) All the above
- There are _____ stock exchange in the country.
a) 21 b) 24 c) 20 d) 25
- Jobbers transact in a stock exchange
a) For their Clients b) For their Own Transactions c) For other Brokers d) For other Members
- A pessimistic speculator is
a) Stag b) Bear c) Bull d) Lame Duck
- Find out the odd one:
a) Tejiwala b) Tharavaniwala c) Mandiwala d) premium hunter
- The headquarters of SEBI is _____
a) Calcutta b) Bombay c) Chennai d) Delhi
- _____ 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
- Recruitment is the process of identifying ____
a) right man for right job b) good performer c) Right job d) All of the above
- 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
- Assertion (A) : Human Resource Management is an intangible function
Reason (R) : This can be measured only by Results
a) (A) is correct but (R) is incorrect
b) (A) and (R) are correct and (R) is the correct explanation of (A)
c) (A) and (R) are correct and (R) is not the correct explanation of (A)
d) (A) is incorrect but (R) is correct
- Advertisement is a _____ source of recruitment
a) internal b) external c) agent d) outsourcing
- E-recruitment is possible only through _____ facility
a) Computer b) internet c) Broadband d) 4G
- Which of the following is not a correct pair?
a) E-recruitment - Direct External Sources
b) Word of Mouth - Indirect External Sources
c) Demotion - External Sources
d) Retention - Internal Sources

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29. The process of eliminating unsuitable candidate is called
a) Selection b) Recruitment c) Interview d) Induction
30. Job first man next is one of the principles of _____
a) Test b) Interview c) Training d) placement
31. One who promotes (or) Exchange of goods or services for money is called as
a) Seller b) Marketer c) Customer d) Manager
32. The initial stage of Marketing system is _____
a) Monopoly system b) Exchange to Money c) Barter system d) Self producing
33. The marketer initially wants to know in the marketing is
a) Qualification of the customer b) Quality of the product
c) Background of the customers d) Needs of the customers
34. In the following variables which one is not the variable of marketing mix?
a) Place Variable b) Product Variable c) Program Variable d) Price Variable
35. The Spot market is classified on the basis of
a) Commodity b) Transaction c) Regulation d) Time
36. Which one of the market deals in the purchase and sale of shares and debentures?
a) Stock Exchange Market b) Manufactured Goods Market
c) Local Market d) Family Market
37. Which is gateway to internet?
a) Portal b) CPU c) Modem d) Webnaire
38. Stock Exchange Market is also called _____
a) Spot Market b) Local Market c) Security Market d) National Market
39. Who is supreme in the Market?
a) Customer b) Seller c) Wholesaler d) Retailer
40. Pure play retailers are called
a) Market creators b) Transaction brokers c) Merchants d) Agents
41. Selling goods/ services through internet is
a) Green marketing b) E- business c) Social marketing d) Meta marketing
42. The term 'consumerism' came into existence in the year _____
a) 1960 b) 1957 c) 1954 d) 1958
43. The final aim of modern marketing is _____
a) Maximum profit b) Minimum profit c) Consumer satisfaction d) Service to the society
44. Who is the father of Consumer Movement?
a) Mahatma Gandhi b) Mr. Jhon F. Kennedy c) Ralph Nader d) Jawaharlal Nehru
45. Sale of Goods Act was passed in the year?
a) 1962 b) 1972 c) 1930 d) 1985

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46. 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
47. The Chairman of the State Consumer Protection Council is ____
a) Judge of a High Court b) Chief Minister c) Finance Minister d) None of the above
48. ____ 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
49. ____ is the king of modern marketing.
a) Consumer b) Wholesaler c) Producer d) Reatailer
50. As the consumer is having the rights, they are also having ____
a) Measures b) Promotion c) Responsibilities d) Duties 4
51. Which of the following is not a consumer right summed up by John F. Kennedy
a) Right to safety b) Right to choose c) Right to consume d) Right to be informed
52. It is the responsibility of a consumer that he must obtain ____ as a proof for the purchase of goods.
a) Cash receipt b) Warranty card c) Invoice d) All of these
53. The Chairman of the District Forum is _____
a) District Judge b) High Court Judge c) Supreme Court Judge d) None of the above
54. 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
55. GST stands for ____, ____, ____.
a) Goods and Social Tax b) Goods and Service Tax
c) Goods and Sales Tax d) Goods and Salary Tax
56. _____ is the result of New Industrial Policy which abolished the 'License System'.
a) Globalisation b) Privatisation c) Liberalisation d) None of these
57. _____ ownership makes bold management decisions due to their strong foundation in the international level.
a) Private b) Public c) Corporate d) MNC's
58. New Economic Policy was introduced in the year _____
a) 1980 b) 1991 c) 2013 d) 2015
59. In case of the sale, the ____ has the right to sell
a) Buyer b) Seller c) Hirer d) Consignee
60. Sale of Goods Act was passed in the year
a) 1940 b) 1997 c) 1930 d) 1960
61. 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
62. Which of the below is not a good?
a) Stocks b) Dividend due c) Crops d) Water

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63. Negotiable Instrument Act was passed in the year ____
a) 1981 b) 1881 c) 1994 d) 1818
64. ____ cannot be a bearer instrument.
a) Cheque b) Promissory Note c) Bills of exchange d) None of the above
65. Section 123 of the Negotiable Instruments Act, 1881 deals with :
a) General Crossing b) Promissory note c) Special Crossing d) Bills of exchange
66. Which of the below is not classified into managerial functions?
a) Planning b) Marketing c) Organizing d) Controlling
67. Which of the below is a factor of production?
a) Land b) Labour c) Entrepreneurship d) All of the above
68. Entrepreneur is not classified as
a) Risk Bearer b) Innovator c) Employee d) Organizer
69. Corporate Entrepreneur is also called as ____
a) Intrapreneur b) Promoter c) Manager d) Shareholder
70. Which of the below is not a Characteristic of a Fabian Entrepreneur?
a) Conservative b) Risk averse c) Sceptical d) Adaptive
71. ____ has to include the mechanism for managing venture in the project report.
a) Banker b) Government c) Lending Institutions d) Entrepreneur
72. ____ 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
73. 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
74. The shares which are offered first to the existing shareholder at reduced price is known as ____
a) Bonus Share b) Equity Share c) Right Share d) Preference Share
75. How does a person who envisages the idea to form a company called?
a) Director b) Company Secretary c) Registrar d) Promoter
76. A Private Company shall have a minimum of ____.
a) Seven directors b) Five directors c) Three directors d) Two directors
77. What is the statue of Directors who regulate money of the company.
a) Banker b) Holder c) Agent d) Trustees
78. 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

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79. 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.
80. Who can become a secretary for a company?
a) Individual person b) Partnership firm c) Co-operative societies d) Trade unions
81. First meeting of Directors should be convened within ____ days from the date of incorporation of the company.
a) 50 b) 45 c) 30 d) 60
82. Who is not entitled to speak at the annual general meeting of the company
a) Auditor b) Shareholder c) Proxy d) Directors
83. 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
84. 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
85. Mention the status of a Company Secretary in a company.
a) A member b) A director c) An independent contractor d) An employee
86. _____ voting is a popular type of voting.
a) By voice b) Open Procedure c) Secret Procedure d) a and c
87. 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
88. 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
89. Which of the below is a commercial function?
a) Accounting b) Coordination c) Discovery of idea d) Planning
90. Number of parties in a bill of exchange are
a) 2 b) 6 c) 3 d) 4
91. Factors within an organisation constitutes _____ environment.
a) Internal Thinker b) External Thinker c) Fellow human beings d) All of the above
92. The International Organisation of Consumers Unions (IOCU) was first established in
a) 1960 b) 1965 c) 1967 d) 1987
93. Social marketing deals with:
a) Society b) Social Class c) Social change d) Social evil

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94. Which one is the example of Intangible product?
a) Education b) Mobiles c) Garments d) Vehicles
95. Facilitating functions do not include _____
a) Packing b) Financing c) Market information d) Transportation
96. _____ is useful to prevent skill obsolescence of employees
a) Training b) Job analysis c) Selection d) Recruitment
97. Selection is usually considered as a _____ process
a) Positive b) Negative c) Natural d) None of these
98. Transfer is an _____ source of recruitment.
a) internal b) external c) outsourcing d) None of the above
99. _____ is a cautious speculator in the stock exchange.
a) Bull b) Bear c) Stag d) Lame duck
100. Participants in the Capital Market includes
a) Individuals b) Corporate c) Financial Institutions d) All of the above