

R. RAJAGANATHI

ERODE (PT)

12

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Reg. No.

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Time : 3.00 hrs.

## First Revision Test - 2023

### COMMERCE

Max. Marks : 90

#### PART - A

20 x 1 = 20

- I. **Note: (i) Answer all the questions.**  
**(ii) Choose the most appropriate answer from the given four alternatives and write option code and the corresponding answer.**
1. Management is an..... a) Art b) Science c) Art and Science d) Art or Science
  2. 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 Organisational Objectives
  3. When the NSEI was established? a) 1990 b) 1992 c) 1998 d) 1997
  4. 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
  5. A pessimistic speculator is a) Stag b) Bear c) Bull d) Lame Duck
  6. The headquarters of SEBI is.....a) Calcutta b) Bombay c) Chennai d) Delhi
  7. Advertisement is a.....source of recruitment.  
a) internal b) external c) agent d) outsourcing
  8. The Spot market is classified on the basis of.....  
a) Commodity b) Transaction c) Regulation d) Time
  9. 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
  10. The term 'consumerism' came into existence in the year..... a) 1960 b) 1957 c) 1954 d) 1958
  11. The Chairman of the District Forum is.....  
a) District Judge b) High Court Judge c) Supreme Court Judge d) None of the above
  12. GST stands for.....a) Goods and Social Tax b) Goods and Service Tax  
c) Goods and Sales Tax d) Goods and Salary Tax
  13. ....cannot be a bearer instrument.  
a) Cheque b) Promissory Note c) Bills of exchange d) None of the above
  14. Which of the below is not a characteristic of a Fabian Entrepreneur?  
a) Conservative b) Risk averse c) Sceptical d) Adaptive
  15. The shares which are offered first to be existing shareholder at reduced price is known as  
a) Bonus Share b) Equity Share c) Right Share d) Preference Share
  16. 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
  17. Choose the correct statement  
(i) Human relations is not possible through human resource.  
(ii) Human resource cannot be utilised at all levels of management.  
(iii) Industrial relations depend on human resource.  
a) (i) is correct b) (i) and (ii) are correct c) (iii) is correct d) (i), (ii) and (iii) are correct
  18. **ASSERTION : (A) Employee selection process is not universally accepted by all types of organisations.**  
**REASON : (R) The selection process depends upon the nature of jobs and types of organisations.**  
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. Match the following.
- |                         |   |                                    |
|-------------------------|---|------------------------------------|
| (i) Achievement tests   | - | 1. Measures intellectual potential |
| (ii) Intelligence tests | - | 2. Tests mastery over the subjects |
| (iii) Projective tests  | - | 3. Measures attitude               |
| (iv) Attitude tests     | - | 4. Interpretation speed            |
- a) 1 2 3 4   b) 2 1 4 3   c) 4 3 2 1   d) 3 4 1 2
20. 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

**PART - B****II. Answer any 7 questions. (Question No.30 is compulsory)****7 x 2 = 14**

21. What is known as KRA?  
22. What is Government Securities Market?  
23. What are the types of Speculators?  
24. What is meant by Poaching?  
25. What is stress interview?  
26. What is green marketing?  
27. What are the rights of consumer according to John F. Kennedy?  
28. What is meant by Cheque?  
29. List the challenges faced by the women entrepreneurs. (any 2)  
30. How many digits are present in IFSC code?

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**PART - C****III. Answer any 7 questions. (Question No.40 is compulsory)****7 x 3 = 21**

31. What are the principles of Taylor?  
32. Explain about Factoring and Venture Capital Institutions.  
33. What are the documents required for a Demat account?  
34. What are the characteristics of Human resources? (any 3)  
35. What can be marketed in the Market? (any 3)  
36. Discuss the role of macro environment of business. (any 5)  
37. Draw the two different types of crossing.  
38. Write about Fabian entrepreneur.  
39. Who is a shadow director?  
40. X bought from Y a heap of wheat at a rate of Rs.8 per kg and Y had to weight the wheat. Before weighting was completed, the wheat was destroyed by fire. State whether X is liable to pay the price or not. Why?

**PART - D****IV. Answer all the questions.****7 x 5 = 35**

41. Explain the concept of management. (any 5) (OR)  
What are the advantages of MBE? (any 5)  
42. Differentiate between the Money Market and Capital Market. (any 5) (OR)  
What are the functions of SEBI? (any 5)  
43. Discuss various types of training. (any 5) (OR)  
How the market can be classified? (any 5)  
44. How consumers are exploited? (any 5) (OR)  
Discuss the role of macro environment of business. (any 5)  
45. Explain in detail the elements of Contract of sale. (OR)  
Distinguish a cheque and a bill of exchange. (any 5)  
46. Explain any five Government Entrepreneurial schemes. (OR)  
Distinguish between New issue market and secondary market. (any 5)  
47. Write the differences between Shares and Debentures. (any 5) (OR)  
Explain different types of open and secret types of voting.