

**COMMON FIRST REVISION EXAMINATION - 2023****Standard - XII**Reg.No. 

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**Time: 3.00 hrs.****COMMERCE****Marks: 90****PART - I****I. Choose the correct answers:****20 × 1 = 20**

1. Scientific management is developed by \_\_\_\_\_.  
a) Fayal                      b) Taylor                      c) Mayo                      d) Jacob
2. Delegation of Authority is Easily Done with the Help of \_\_\_\_\_.  
a) MBM                      b) MBE                      c) MBO                      d) MBA
3. Participants in the Capital Market includes \_\_\_\_\_.  
a) Individuals              b) Corporate              c) Financial Institutions d) All the above
4. The Market for buying and selling of Commercial Bill of Exchange is known as a \_\_\_\_\_.  
a) Commercial Paper Market              b) Treasury Bill Market  
c) Commercial Bill market              d) Capital Market
5. An Optimistic Speculator is \_\_\_\_\_.  
a) Bull                      b) Bear                      c) Stag                      d) Lame Duck
6. The Headquarters of SEBI is \_\_\_\_\_.  
a) Calcutta                      b) Bombay                      c) Chennai                      d) Delhi
7. Human Resource is a \_\_\_\_\_.  
a) Tangible                      b) Intangible                      c) Fixed                      d) Current
8. Job first man next is one of the Principles of \_\_\_\_\_.  
a) Test                      b) Interview                      c) Training                      d) Placement
9. \_\_\_\_\_ is useful to Prevent skill obsolescence of employees.  
a) Training                      b) Job Analysis                      c) Selection                      d) Recruitment
10. The Spot Market is classified on the basis of \_\_\_\_\_.  
a) Commodity                      b) Transaction                      c) Regulation                      d) Time
11. Social Marketing deals with \_\_\_\_\_.  
a) Society                      b) Social class                      c) Social change                      d) Social evil
12. The final aim of Modern Marketing is \_\_\_\_\_.  
a) Maximum Profit                      b) Minimum Profit  
c) Consumer Satisfaction                      d) Service to the Society
13. VUCA stands for \_\_\_\_\_.  
a) Volatility, Un Certainty, Complexity and Ambiguity.  
b) Value, Unavoidable, Company, and Authority.  
c) Volatility ; Uncontrollable, Company, and Auction  
d) All of the above
14. \_\_\_\_\_ means permitting the Private Sector to setup Industries which were previously reserved for Public sector.  
a) Liberalisation                      b) Privatesation                      c) Globalisation                      d) Public Enterprise
15. Sale of Goods Act was passed in the year \_\_\_\_\_.  
a) 1940                      b) 1997                      c) 1930                      d) 1960
16. Section 6 of Negotiable Instruments Act 1881 deals with \_\_\_\_\_.  
a) Promissory Note                      b) Bills of Exchange  
c) Cheque                      d) None of the above
17. Which of the below is a factor of Production  
a) Land                      b) Labour                      c) Entrepreneurship                      d) All of the above
18. \_\_\_\_\_ has to include the mechanism for managing Venture in the Project Report.  
a) Banker                      b) Governmnet                      c) Lending Institutions                      d) Entrepreneur

19. 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.
20. From the date of its Incorporation the First Annual General Meeting is to be Conducted with in \_\_\_\_ months.  
 a) Twelve  
 b) Fifteen  
 c) Eighteen  
 d) Twenty one

**PART - II**

**II. Answer any Seven Questions in which question No.30 is compulsory.**

**7×2=14**

21. List out the Management Tools.
22. What is Known as KRA?
23. What is Spot Market?
24. What do you meant by Switching?
25. Write any 5 stock Exchange in India?
26. Give the meaning of Recruitment?
27. What is meant by Grading?
28. What is meant by Cheque?
29. What is Bonus shares?
30. Which Companys are selling "Clean diesel" "Earth Friendly Vehicles" in marketing?

**PART -III**

**III. Answer any Seven Questions in which question No.40 is compulsory:**

**7×3=21**

31. State the Importance of staffing.
32. Write a note on Secondary market
33. What are the limitations of stock Exchange.
34. What are the Characteristics of Human Resources ? (any 3)
35. What do you mean by Achievement Test?
36. Explain in detail about Niche Marketing.
37. What is meant by Artificial Scarcity?
38. Write a short note on New Economic Policy?.
39. What is Special Resolution?
40. Explain - IFSC - Code.

**PART - IV**

**IV. Answer the following questions.**

**7×5=35**

41. a) Explain the Concept of Management. (any 5)  
 b) What are the functions of SEBI (any 5)  
**(OR)**
42. a) Differentiate between the Money Market and Capital market (any 5)  
 b) What are the Responsibilities of Consumers (any 5)  
**(OR)**
43. a) What are the highlights of the LPG Policy? (any 5)  
 b) Explain in detail how Traditional Marketing differ from E - marketing.  
**(OR)**
44. a) Distinguish between Conditions and Warranty  
 b) State the Qulification of Directors  
**(OR)**
45. a) Explain the External source of Recruitment (any 5)  
 b) Discuss the role of Macro Environment of business (any 5)  
**(OR)**
46. a) Discuss in detail the features of a cheque. (any 5)  
 b) Briefly state different types of Company Meeting  
**(OR)**
47. a) Explain any five Government Entrepreneural Schemes.  
 b) Distingush between New Issue Market and Secondary Market. (any 5)  
**(OR)**

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