

2RM

12 - Std

## SECOND REVISION TEST - 2023

## COMMERCE

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Time : 3.00 Hrs

Marks : 90

**Note: Answer all the questions.**

20 X 1 = 20

## SECTION - I

- Scientific management is developed by  
a) Fayol b) Taylor c) Mayo d) Jacob
- Which is the primary function of management?  
(a) Innovating (b) Controlling (c) Planning (d) Decision-making
- 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
- When the NSEI was established  
a) 1990 b) 1992 c) 1998 d) 1997
- Money Market provides \_\_\_\_\_  
a) Medium-term Funds b) Short-term Funds  
c) Long-term Funds d) Shares
- Stock exchange allow trading in  
a) All types of Shares of any Company b) Bonds issued by the Govt  
c) Listed Securities d) Unlisted Securities
- Human resource is a \_\_\_\_\_ asset.  
a) Tangible b) Intangible c) Fixed d) Current
- 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
- Selection is usually considered as a \_\_\_\_\_ process  
a) Positive b) Negative c) Natural d) None of these
- The Spot market is classified on the basis of .  
a) Commodity b) Transaction c) Regulation d) Time
- The initial stage of Marketing system is.....  
a) Monopoly system b) Exchange to Money  
c) Barter system d) Self producing
- Who is the father of Consumer Movement?  
a) Mahatma Gandhi b) Mr. Jhon F. Kennedy  
c) Ralph Nader d) Jawaharlal Nehru
- 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
- \_\_\_\_\_ is the result of New Industrial Policy which abolished the 'License System'.  
(a) Globalisation (b) Privatisation  
(c) Liberalisation (d) None of these
- Match the following:**  
Industrial Entrepreneur - (i) JRD Tata  
Pure Entrepreneur - (ii) N. R. Naryayana Murthy  
Spontaneous Entrepreneur - (iii) Shiv Nadar.  
Classical Entrepreneur - (iv) Reliance  
a) i, ii, iii, iv b) iv, iii, ii, i c) iii, ii, i, iv d) iv, ii, iii, i
- \_\_\_\_\_ is a stipulation which is collateral to main purpose of contract:  
(a) Warranty (b) Condition (c) Right (d) Agreement
- Assertion (A):** Consumers are generally exploited without knowing about their rights and privileges.  
**Reason (R):** Because of lack of awareness about products and services.  
(a) Both are correct. (R) is correct explanation of (A)  
(b) Both are correct. (R) is not correct explanation of (A)  
(c) (A) correct, (R) wrong (d) (A) wrong (R) correct.

18. \_\_\_\_\_ should cover aspects like sources of finance, technical know-how, source of labour and raw material, market potential and profitability.  
(a) Technical Report (b) Finance Report  
(c) Project Report (d) Progress Report
19. Which of the below is a factor of production?  
(a) Land (b) Labour (c) Entrepreneurship (d) All of the above
20. Find the odd one out: (at the time of voting)  
(a) By Ballot (b) Postal Ballot (c) By Machine (d) By Voice

#### SECTION - II

**Note: Answer any 7 questions in which Question No.30 is compulsory.**

21. What is meant by Negotiable Instrument? 7 X 2 = 14
22. What is a Contingent Goods?
23. What is mean by Regulated Market?
24. What is Proxy?
25. What is Privatization?
26. Give two examples of adulteration.
27. Give the meaning of Recruitment.
28. What is Human Resource Management?
29. List out the management tools.
30. "A customer is the most important visitor in our premises". He is not dependent on us. Who said we are dependent on him?

#### SECTION - III

**Note: Answer any 7 questions in which Question No.40 is compulsory.**

31. What is Niche Marketing? 7 X 3 = 21
32. What is Start up India?
33. What is Special Resolution?
34. What is Liberalization?
35. What do you understand about "Right to protection of health and safety"?
36. What is meant by artificial scarcity?
37. What is stress interview?
38. Explain the commercial functions of entrepreneur.
39. What are the important aspects to be kept in mind by consumer while purchasing goods related to the quality of goods?
40. "Entrepreneur as an innovator" - who is coined this word? Why?

#### SECTION - IV

**Note: Answer all the questions.**

**7 X 5 = 35**

41. Distinguish between Conditions and Warranty. (OR)  
Explain any five Government Entrepreneurial schemes. (Any five)
42. Discuss the problems faced by Women Entrepreneurs. (Any five) (OR)  
How the market can be classified on the basis of Area? (Any five)
43. How consumers are exploited? (OR)  
Describe the Meeting of Shareholders
44. Describe the significance of External source of recruitment. (OR)  
Elaborate on the Managerial functions of Human Resource Management.
45. Discuss about the Evolution of marketing. (OR)  
Explain the duties of consumers.
46. Explain the main functions of management. (OR)  
Explain the advantages of liberalization.
47. Describe the principles of scientific management. (OR)  
Discuss the various types of financial markets.