

**RAMSUN'S MATRICULATION HR. SEC. SCHOOL,  
NATHAM,  
A. PANDIKUMAR. MA., M.Phil., PGDCA  
11<sup>th</sup> Commerce Quarterly Examinations Special Materials 2023 - 2024**

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**Two mark questions**

1. What is Management?
2. List out the management tools.
3. What do you mean by Span of management?
4. Write a short note about Planning and motivation?
5. What is meant by Controlling and innovations?
6. Define – MBO and MBE.
7. What is known as KRA?
8. Who is a manager?
9. Write a note on financial market.
10. What is equity market?
11. How is price decided in a secondary market?
12. What is Capital Market?
13. Who are the participants in a Capital Market?
14. Define the term “Money Market”.
15. What is Government Securities Market?
16. What are the Instruments of Money Market?
17. Explain the two oldest money markets and Switching?
18. What is meant Stock Exchange?
19. Define Stock Exchange.
20. Write any 5 Stock Exchanges in India.
21. What is meant by Remisier?
22. Who is called a Broker?
23. What are the types of Speculator?
24. What is meant by Commodity Exchange?
25. What is Human Resource and Human Resource Management ?
26. What is Recruitment and promotion ?
27. What is selection and interview?
28. What is placement?
29. What is meant by training?
30. What is Role play and e-learning method?
31. What is Market and Define Marketer.
32. Define Marketing Mix.
33. What is E business?
34. What is green marketing and service marketing?
35. Define consumerism and who is consumer?

36. What is caveat emptor and consumer protection act 1986?  
 37. What are the rights of consumer according to John F. Kennedy?

### Three mark questions

1. Define the term management.
2. What determines the span of management?
3. List out the main functions of management?
4. State the importance of staffing and importance of Motivation.
5. Write the features of MBO.
6. What are the Process of MBE?
7. Give the meaning and definition of financial market.
8. Write a note on Secondary Market.
9. What are the various kinds of Capital Market? Explain.
10. Explain any two functions of Capital Market.
11. What are the features of Treasury Bills?
12. Explain the types of Treasury Bills?
13. What are the types of Commercial Bill?
14. What are the limitations of Stock exchange?
15. Explain Bull, Bear.
16. Define the term Human Resource Management.
17. What are the features of Human resources ?
18. What is the importance of Human resource?
19. State the functions of Human Resource Management.
20. What are the features of internal source of recruitment?
21. State the steps in Recruitment process.
22. Name the types of selection test?
23. List out the significance of placement.
24. Briefly explain the various types of tests.
25. Write short note on trainer and trainee.
26. Explain the types of market on the basis of time.
27. What are the objectives of marketing?
28. Discuss the objectives E-Marketing
29. Write the important of consumerism?
30. What are the important legislation related to consumerism in India?
31. Define “consumer rights”? rights to redressal” and “health and safety”.

### Five Mark questions

1. Describe the principles of scientific management.
2. Explain the principles of modern management.
3. Explain the various functions of management.
4. What are the major advantages of MBO?
5. What are the advantages of MBE ?
6. Distinguish between new issue market and secondary market.

7. Enumerate the different kinds of financial markets.
8. What are the functions of Financial Markets?
9. Discuss the various types of Financial markets.
10. Discuss the characters of a Capital Market.
11. Briefly explain the functions of capital market.
12. Define Money Market and Capital Market. Explain the difference between the Money Market and Capital Market.
13. Explain the characteristics of Money Market and Explain the Instruments of Money Market?
14. Explain the features and types of Commercial Bills and features of Government Securities?
15. Explain the functions of Stock Exchange. (Any 5)
16. Explain the features of Stock Exchange. (Any 5)
17. Explain the Benefits of Stock Exchange.
18. What are the functions of SEBI and powers of SEBI.?
19. Explain the unique features of Human Resource.
20. Describe the significance of Human Resource Management.
21. Differentiate Recruitment and Selection.
22. Discuss the importance of Recruitment.
23. Explain the important methods of interview.
24. Discuss various types of training.
25. What are the difference between on the job training and off the job training?
26. Explain the benefits of training.
27. How the market can be classified?
28. Narrate the Elements of Marketing mix.
29. How are consumer exploited? and need for consumer protection.
30. What are the objectives of consumer protection? and importance consumer legislation.
31. What are the rights, duties and responsibility?

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