

V.M.G.R.R SRI SARADA SAKTHI MAT. HR. SEC. SCHOOL

REVISION TEST-1 (UNIT-9&10)

BOOKBACK ONE WORD& 2MARK



STD:XII-B

COMMERCE

MARKS:50

I. CHOOSE THE CORRECT ANSWER

30X1=30

1. 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
2. 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
3. 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
4. Treasury Bills commands ____
(a) High Liquidity (b) Low Liquidity (c) Medium Liquidity (d) Limited Liquidity
5. A bull operator believes in
(a) Increase in Prices (b) Decrease in Prices (c) Stability in Prices (d) No change in Prices
6. ____ means the price at which securities are bought and sold are recorded and made public.
(a) Market Quotations (b) Trade Quotations (c) Business Quotations (d) Buyers Quotations
7. ____ was the first company to trade its shares in Demat form.
(a) Tata Industries (b) Reliance Industries (c) Infosys (d) Birla Industries
8. e-recruitment is possible only through ____ facility.
(a) Computer (b) Internet (c) Broadband (d) 4G
9. The purpose of an application blank is to gather information about the
(a) Company (b) Candidate (c) Questionnaire or Interview Schedule (d) Competitors
10. The process of placing the right man on the right job is called ____
(a) Training (b) Placement (c) Promotion (d) Transfer
11. 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
12. Which one is the example of Intangible product?
(a) Education (b) Mobiles (c) Garments (d) Vehicles
13. Green Shelter concept was introduced by group:
(a) ACME (b) Tata (c) Reliance (d) ICI
14. Any person who buys any goods or avails services for personal use, for a consideration is called as
(a) Customer (b) Consumer (c) Buyer (d) User
15. 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
16. The International Organisation of Consumers Unions (IOCU) was first established in
(a) 1960 (b) 1965 (c) 1967 (d) 1987
17. ____ environment includes weather and climatic conditions.
(a) Technological (b) Geo-physical environment (c) Socio-cultural (d) Global
18. ____ is a stipulation which is collateral to main purpose of contract:
(a) Warranty (b) Condition (c) Right (d) Agreement
19. Motive of a Pure Entrepreneur is
(a) Rendering service (b) Earning profit (c) Attaining status (d) Both b&c
20. Specify the document which comes under the Negotiable Instrument Act.
(a) Share Certificate (b) Share (c) Share Warrant (d) Stock

21. Co-ordination means
 - a)Organizing activities
 - b) Directing activities
 - c) Synchoronizing activities
 - d) All of these
22. Second step is process of management by objectives is to
 - a)Guided setting of objective
 - b) Ongoing performance discussion
 - c) Review job and agreement
 - d) Develop performance standards
23. Process of selling and buying of stocks and bonds is classified as
 - a)e-trade
 - b) stock trade
 - c) both a and b
 - d) None of these
24. Which of the following instruments are traded in capital market?
 - a)Government agency securities
 - b) Negotiable Bank CDs
 - c) Repurchase agreements
 - d) Commercial papers
25. Bills that are accompanied by documents of title to goods are called
 - a)Foreign bills
 - b) Indigenous bills
 - c) Documentary bills
 - d) Demand bills
26. Maximum maturity days of holding commercial paper are
 - a)170 days
 - b) 270 days
 - c) 120 days
 - d) 100 days
27. Amsterdam stock exchange was established in the year
 - a) 1602
 - b) 1604
 - c) 1666
 - d) 1680
28. The prices of different securities traded are shown on
 - a)State Boards
 - b) Central Boards
 - c) Electronic Boards
 - d) None of these
29. A stock market is also called
 - a)Free market
 - b) Open market
 - c) Equity market
 - d) Sports market
30. Human resource can work as a
 - a)Unity
 - b) Reliable
 - c) Team
 - d) None of these

II. ANSWER THE FOLLOWING QUESTIONS (ANY 10)**10X2=20**

31. What is Voting?
32. Who is called as Managing Director?
33. What is Debentures?
34. What is Bonus shares?
35. Give a note on "Digital India"
36. Who are an agricultural Entrepreneur
37. List out the Promotional functions of Entrepreneur
38. Mention any two Characteristics of Entrepreneur.
39. Give some Example of Pure Entrepreneur.
40. Name any two Governmental Entrepreneurial schemes.
41. What is Right shares?
42. Who can be Executive Director?
43. Who is a Secretary?

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V.M.G.R.R SRI SARADA SAKTHI MAT. HR. SEC. SCHOOL
REVISION TEST-1 (UNIT-7&8)
BOOKBACK ONE WORD& 5 MARK

STD:XII-B**COMMERCE****MARKS:50****I. CHOOSE THE CORRECT ANSWER****30X1=30**

- 1) Human resource management determines the _____ relationship.
 a) internal, external b) employer, employee c) Owner, Servant d) Principal, Agent
- 2) Labour turnover is the rate at which employees _____ the organization
 a) enter b) leave c) Salary d) None of the above
- 3) Advertisement is a _____ source of recruitment
 a) internal b) external c) agent d) outsourcing
- 4) E-recruitment is possible only through _____ facility.
 a) Computer b) internet c) Broadband d) 4G
- 5) The transferee of a Negotiable Instrument is the one _____
 a. Who transfer the instrument b. On whose name it is transferred
 c. Who encashes it d. None of the above
- 6) Which of the below is not a good?
 a) Stocks b) Dividend due c) Crops d) Water
- 7) _____ is a stipulation which is collateral to main purpose of contract:
 a) Warranty b) Condition c) Right d) Agreement
- 8) Which of the following test is used to measure the various characteristics of the candidate?
 a) Physical Test b) Psychological Test c) Attitude Test d) Proficiency tests
- 9) Identify the test that acts as an instrument to discover the inherent ability of a candidate.
 a) Aptitude Test b) Attitude Test c) Proficiency Test d) Physical Test
- 10) Which of the below is not classified into managerial function?
 (a) Planning (b) Marketing (c) Organising (d) Controlling
- 11) _____ 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.
- 12) _____ has to include the mechanism for managing venture in the project report.
 a) Banker b) Government c) Lending Institutions d) Entrepreneur
- 13) Who can issue stock?
 (a) Public (b) Private (c) One Person (d) Small
- 14) How does a person who envisages the idea to form a company called?
 a) Director (b) Company Secretary (c) Registrar (d) Promoter
- 15) Which _____ Director is appointed by a Financial institution.
 (a) Nominee (b) Additional (c) Women (d) Shadow
- 16) A Public Company shall have a minimum of _____ Directors.
 (a) Twelve (b) Seven (c) Three (d) Two
- 17) Board Meetings to be conducted minimum _____ times in a year.
 a) 2 b) 3 c) 4 d) 5
- 18) Who is supreme in the Market?
 a) Customer b) Seller c) Wholesaler d) Retailer
- 19) One who promotes (or) Exchange of goods or services for money is called as.
 a) Seller b) Marketer c) Customer d) Manager
- 20) Selling goods/ services through internet is
 a. Green marketing b. E- business c. Social marketing d. Meta marketing.
- 21) Scientific management is developed by
 a) Fayol b) Taylor c) Mayo d) Jacob

- 22) Which is the primary function of management?
(a) Innovating (b) Controlling (c) Planning (d) Decision-making
- 23) 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
- 24) 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.
- 25) An optimistic speculator is
a) Bull b) Bear c) Stag d) Lame duck
- 26) The rules and regulations of Stock exchange is framed by _____ guide lines.
a) RBI b) Central Government c) SEBI d) BSE
- 27) Human resource is a _____ asset.
a) Tangible b) Intangible c) Fixed d) Current
- 28) Transfer is an _____ source of recruitment.
a) internal b) external c) outsourcing d) None of the above
- 29) The process of eliminating unsuitable candidate is called
a) Selection b) Recruitment c) Interview d) Induction
- 30) The initial stage of Marketing system is.....
a) Monopoly system b) Exchange to Money c) Barter system d) Self-producing

II. ANSWER THE FOLLOWING

10X2=20

- 31) What is a meant by Cheque?
- 32) What is a Contingent goods?
- 33) What is a Contract of sale of goods?
- 34) What is Privatisation?
- 35) Give any two advantages of Globalisation.
- 36) Give the meaning of Corporate governance.
- 37) Expand VUCA
- 38) State the branches of New Economic Policy.
- 39) List down the essential elements of a contract of sale.
- 40) List three characteristics of a Promissory Note.
- 41) What is GST?
- 42) Mention any two disadvantages of Globalisation.

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V.M.G.R.R SRI SARADA SAKTHI MAT. HR. SEC. SCHOOL
REVISION TEST-1 (UNIT-9&10)
BOOKBACK ONE WORD& 2MARK

STD:XII-B**COMMERCE****MARKS:50****I. CHOOSE THE CORRECT ANSWER****30X1=30**

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a) Organizing activities b) Directing activities c) Synchronizing activities d) All of these
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II. ANSWER THE FOLLOWING QUESTIONS (ANY 10)

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REVISION TEST-4(UNIT-4)

BOOKBACK ONE WORD& 2 MARK

STD:XII-B

COMMERCE

MARKS:50

I. CHOOSE THE CORRECT ANSWER

30X1=30

- Distribution of work in groupwise or section-wise is called as
(a) Co-ordinating (b) Controlling (c) Staffing (d) Organising
- Financial market facilitates business firms
a) To rise funds b) To recruit workers c) To make more sales
d) To minimize fund requirement
- The money invested in the call money market provides high liquidity with _____.
a) Low Profitability b) High Profitability c) Limited Profitability d) Medium Profitability
- Capital market do not provide
a) Short term Funds b) Debenture Funds c) Equity Funds d) Long term Funds
- Risk in the Money Market is _____.
a) High b) Market Risk c) Low Credit and Market Risk d) Medium Risk
- 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
- Stock exchanges deal in
a) Goods b) Services c) Financial Securities d) Country's Currency
- An optimistic speculator is
a) Bull b) Bear c) Stag d) Lame duck
- The headquarters of SEBI is _____.
a) Calcutta b) Bombay c) Chennai d) Delhi
- Registering and controlling the functioning of collective investment schemes as _____.
a) Mutual Funds b) Listing c) Rematerialisation d) Dematerialization
- _____ enables small investors to participate in the investment on share capital of large companies.
a) Mutual Funds b) Shares c) Debentures d) Fixed deposits
- Planning is a _____ function.
a) selective b) pervasive c) both a and b d) none 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
- The poor quality of selection will mean extra cost on _____ and supervision
a) Training b) Recruitment c) work quality d) None of these
- Which of the following test is used to measure the various characteristics of the candidate?
a) physical Test b) Psychological Test c) attitude Test d) Proficiency tests
- Selection process helps in
a) Locating candidates b) Determining the suitability of the candidates.
c) preparing employees for training d) None of these
- When trainees are trained by supervisor or by superior at the job is called
a) Vestibule training b) Refresher training c) Role play d) Apprenticeship training
- Training methods can be classified into training _____ training
a) Job rotation and Job enrichment b) On the Job and Off the Job
c) Job analysis and Job design d) Physical and mental
- The Spot market is classified on the basis of _____.
a) Commodity b) Transaction c) Regulation d) Time

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20. 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
21. Effective use of Social media marketing increase conversion rates of -
a. Customer to buyers b. Retailer to customers
c. One buyer to another buyer's d. Direct contact of marketer
22. 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
23. 115. 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
24. 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
25. 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
26. cannot be a bearer instrument.
a. Cheque b. Promissory Note c. Bills of exchange d. None of the above
27. What are the characteristics of an entrepreneur?
(a) Spirit of enterprise (b) Flexibility (c) Self Confidence (d) All of the above
28. Motive of a Pure Entrepreneur is
a. Rendering service b. Earning profit c. Attaining status d. Both b & c
29. For which type of capital a company pays the prescribed fees at the time of registration?
(a) Subscribed Capital (b) Authorised Capital (c) Paid-up Capital
(d) Issued Capital
30. Which Director is appointed by a Financial institution.
(a) Nominee (b) Additional (c) Women (d) Shadow

II. ANSWER ANY QUESTIONS (10 QUESTIONS)

10X2=20

31. Give the meaning of Recruitment.
32. What is promotion ?
33. What is Human Resource Management ?
34. Mention two characteristics of Human Resource.
35. What are the managerial functions of HRM.
36. What is intelligence test?
37. What do you mean by placement?
38. What is Mentoring training method?
39. What is Role play?
40. State e-learning method?
41. What is meant by Poaching?
42. What is an interview?
43. What is meant by training?

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REVISION TEST-5(UNIT-3,5)

BOOKBACK ONE WORD& 2 MARK

STD:XII-B

COMMERCE

MARKS:50

I. CHOOSE THE CORRECT ANSWER

30X1=30

- Which is the First step in Process of MBO?
 - Fixing Key Result Area
 - Appraisal of Activities
 - Matching Resources with Activities
 - Defining Organisational Objectives
- Spot Market is a market where the delivery of the financial instrument and payment of cash occurs
 - Immediately
 - In the future
 - Uncertain
 - After one month
- Money Market provides .
 - Medium-term Funds
 - Short-term Funds
 - Long-term Funds
 - Shares
- Treasury Bills commands .
 - High Liquidity
 - Low Liquidity
 - Medium Liquidity
 - Limited Liquidity
- The rules and regulations of Stock exchange is framed by guide lines.
 - RBI
 - Central Government
 - SEBI
 - BSE
- PAN stands for
 - Permanent Amount Number
 - Primary Account Number
 - Permanent Account Number
 - Permanent Account Nominee
- Labour turnover is the rate at which employees ----- the organisation
 - enter
 - leave
 - Salary
 - None of the above
- Recruitment bridges gap between ----- and -----
 - job seeker and job provider
 - job seeker and agent
 - job provider and owner
 - owner and servant
- Which of the following orders is followed in a typical selection process.
 - application form test and or interview, reference check and physical examination
 - Application form test and or interview, reference check, and physical examination
 - Reference check, application form, test and interview and physical examination
 - physical examination test and on interview application term and reference check.
- Selection process helps in
 - Locating candidates
 - Determining the suitability of the candidates.
 - preparing employees for training
 - None of these
- Improves Skill Levels of employees to ensure better job performance
 - Training
 - Selection
 - Recruitment
 - Performance appraisal
- Case study method is -----type of trainee.
 - Only theoretical training
 - Both theory and practical training
 - Hands on training
 - Abserveation Training
- Who is supreme in the Market?
 - Customer
 - Seller
 - Wholesaler
 - Retailer
- Section 6 of Negotiable Instruments Act 1881 deals with
 - Promissory Note
 - Bills of exchange
 - Cheque
 - None of the above
- Section 6 of Negotiable Instruments Act 1881 deals with
 - Promissory Note
 - Bills of exchange
 - Cheque
 - None of the above
- What are the characteristics of an entrepreneur?
 - Spirit of enterprise
 - Flexibility
 - Self Confidence
 - All of the above
- Choose the type of entrepreneur that isn't based on function:
 - Innovative
 - Classical
 - Fabian
 - Drone
- A cheque will become stale after months of its date:
 - 3
 - 4
 - 5
 - 1
- Specify the document which comes under the Negotiable Instrument Act.
 - Share Certificate
 - Share
 - Share Warrant
 - Stock
- The Companies Act 2013 Prohibits the issue of shares at to the public.
 - Premium
 - Par
 - Discount
 - Both at par and Premium
- Mention the company which need not convene the Statutory Meeting.
 - Widely held public
 - Private Limited
 - Public Limited
 - Guarantee having a share capital

22. What percentage of shareholders is needed to pass special resolution?
a) It must be unanimous b) Not less than 90%. c) Not less than 75% d) More than 50%.
23. Which director need not hold qualifying shares.
(a) Directors appointed to Central Government (b) Directors appointed to Shareholders.
(c) Directors appointed to Managing Director (d) Directors appointed to Board of Directors
24. 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
25. Who can become a secretary for a company?
a) Individual person b) Partnership firm c) Co-operative societies d) Trade unions
26. A Private Company shall have a minimum of .
(a) Seven directors (b) Five directors (c) Three directors (d) Two directors
27. 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
28. Entrepreneur Supply Services Unlike.
a. Hoteliers b. Banking c. Airlines d. Livestock
29. He unpaid seller can exercise his right of stoppage of goods in transit where the buyer
a)Becomes insolvent b)Refuses to pay price c)Payment of price d)Both (b) and (c)
30. 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

II. ANSWER ANY QUESTIONS

10X2=20

31. Mention the headquarters Of SEBI
32. What is meant by Commodity Market?
33. What is meant by Remiser?
34. What is service marketing?
35. Write a short notes on SEBI.
36. What is Market?
37. Who is called a Broker?
38. Write any 5 Stock Exchange in India.
39. What is meant by Regulated Market?
40. What is Ambush Marketing?
41. Define Marketer.
42. What is meant by Spot Market.
43. What are the various ID proofs?

*****Best wishes*****



V.M.G.R.R SRI SARADA SAKTHI MAT. HR. SEC. SCHOOL

REVISION TEST-6(UNIT-1,2)

BOOKBACK ONE WORD& 2 MARK

STD:XII-B

COMMERCE

MARKS:50

I. CHOOSE THE CORRECT ANSWER

30X1=30

1. Which of the following is not a main function?
 (a) Decision-making (b) Planning (c) Organising (d) Staffing
2. A 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
3. Primary market is a Market where securities are traded in the
 a) First Time b) Second Time c) Three Time d) Several Times
4. The money invested in the call money market provides high liquidity with .
 a) Low Profitability b) High Profitability c) Limited Profitability d) Medium Profitability
5. 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
6. Treasury Bills commands .
 a) High Liquidity b) Low Liquidity c) Medium Liquidity d) Limited Liquidity
7. _____ is the oldest stock exchange in the world.
 a) London Stock Exchange b) Bombay Stock Exchange c) National Stock Exchange d) Amsterdam Stock Exchange
8. Stock exchanges deal in
 a) Goods b) Services c) Financial Securities d) Country's Currency
9. A pessimistic speculator is _____ a) Stag b) Bear c) Bull d) Lame Duck
10. SEBI is empowered by the Finance ministry to nominate members on the Governing body of every stock exchange. a) 5 b) 3 c) 6 d) 7
11. The headquarters of SEBI is a) Calcutta b) Bombay c) Chennai d) Delhi
12. Planning is a ----- function.
 a) selective b) pervasive c) both a and b d) none of the above
13. _____ was the first company to trade its shares in Demat form.
 a) Tata Industries b) Reliance Industries c) Infosys d) Birla Industries
14. 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
15. E-recruitment is possible only through ----- facility.
 a) Computer b) internet c) Broadband d) 4G
16. Selection is usually considered as a ----- process
 a) Positive b) Negative c) Natural d) None of these
17. The purpose of an application blank is to gather information about the
 a) Company b) Candidate c) Questionnaire or Interview Schedule d) Competitors
18. Off the Job training is given
 a) In the class room b) On off days c) Outside the factory d) In the playground
19. ----- is useful to prevent skill obsolescence of employees
 a) Training b) Job analysis c) Selection d) Recruitment
20. Elaborate discussion on specific topic comes under ----- method of training.

- a) Under study b) Coaching c) Conferences d) Counseling
21. The initial stage of Marketing system is.....
- a) Monopoly system b) Exchange to Money c) Barter system d) Self-producing
22. Which one is the example of Intangible product?
- a) Education b) Mobiles c) Garments d) Vehicles
23. Effective use of Social media marketing increase conversion rates of -
- a. Customer to buyers b. Retailer to customers c. One buyer to another buyer's
d. Direct contact of marketer
24. --- 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
25. 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
26. VUCA stands for , _____, _____ , _____
27. New Economic Policy was introduced in the year . (a) 1980 (b) 1991 (c) 2013 (d) 2015
28. Specific goods denote goods identified upon the time of sale:
- a) Agreement b) Contract c) Order d) Obligation
29. The unpaid seller can exercise his right of stoppage of goods in transit where the buyer
- a) Becomes insolvent b) Refuses to pay price c) Payment of price d) Both (b) and (c)
30. For which type of capital a company pays the prescribed fees at the time of registration?
- (a) Subscribed Capital (b) Authorised Capital (c) Paid-up Capital (d) Issued Capital

II. ANSWER ANY 10 QUESTIONS

10X2=20

31. What is known as KRA?
32. Write a short note about Planning.
33. What do you mean by Span of Management.
34. Write a short note about Planning.
35. What do you mean by Switching?
36. How is price determined in a Capital Market?
37. What are the components of Organized sector.
38. Write a note on OTCEI.
39. What is Spot Market?
40. What is Capital Market?
41. What are the objectives of MBO?
42. List out the Management tools.
43. What is meant by Motivation?

“Learn from yesterday. Live for today. Hope for tomorrow.”

