

❖ 12 STD -COMMERCE

EXPECTED QUESTIONS/PUBLIC EXAMINATION EXPECTED /MARCH-2024

- PREPARED FOR QUESTIONS SAMPLE PAPER FOR 4 YEARS EXPECTED FOR PUBLIC EXAMINATION .
- SLOW LEARNING STUDENTS COMPULSORY LEARN THIS QUESTIONS.
- MINIMUM MARKS 70-80 EXPECTATION.

TWO MARKS

1. What is management ?
2. List out the management tools ?
3. State the meaning of Authority ?
4. What do you mean by span of management ?
5. Write a short note about planning /
6. List the subsidiary functions of management ?
7. What is the traditional proverb used in planning ?
8. What are the objectives of MBO ?
9. Mention any two advantages of MBO ?
10. What is known as KRA ?
11. What is spot market ?
12. What is debt market ?
13. How is price decided in a secondary market ?
14. What is capital market ?
15. Write a note on OTCEI ?
16. What is government securities market ?
17. What is meant stock exchange ?
18. Write any 5 stock exchanges in india
19. What is meant by Remisier?
20. Who is called a broker ?
21. What are the types of speculator ?
22. Write a short note on SEBI ?
23. Write any two objectives of SEBI ?
24. What is human resource management ?
25. Give the meaning of Recruitment ?
26. What is promotion ?
27. What is promotion ?
28. Write any two internal source of recruitment ?

- 29.What is meant by poaching ?
- 30.What is selection ?
- 31.What is an interview ?
- 32.What is intelligence tests ?
- 33.What is meant by training ?
- 34.State E – LAEARNING method ?
- 35.What is market ?
- 36.Define marketer ?
- 37.What is meant by regulated market ?
- 38.What is meant by commodity market ?
- 39.What is marketing ?
- 40.Define E- Marketing ?
- 41.What is Ambush marketing ?
42. Who is a consumer ?
- 43.Give two examples of adulteration ?
- 44.What is Caveat Emptor ?
- 45.What is Caveat Venditor ?
- 46.What are the right of consumer according to JOHN. F . KENNEDY?
- 47.Which is the supreme objective of business ?
- 48.What do you by Redressal Mechanism ?
- 49.What is GST ?
- 50.Expand VUCA ?
- 51.What is privatization ?
- 52.Give any advantages of globalization ?
- 53.What is a contract of sale of goods ?
- 54.What is meant by Goods ?
- 55.What is a contingent Goods ?
- 56.Define Bill of exchange ?
- 57.Define cheque ?
- 58.Give some example of pure entrepreneurs ?
- 59.Name any two Governmental Entrepreneurial Schemes ?
- 60.Give a note on Digital India ?
- 61.List down the two types of finance ?
- 62.Mention the time period of provision registration Certificate ?
- 63.What is bonus shares ?
- 64.What is right shares ?
- 65.What is Debentures ?

66. Who is whole time Director ?
67. Write short note on Proxy ?
68. What is voting ?
69. Define meeting ?
70. Who is a secretary ?
71. State two features of HRM ?
72. Define marketing mix ?
73. State the meaning of the term state commission ?
74. Give the meaning of corporate Governance ?
75. Who are agriculture Entrepreneur ?
76. Who do you mean Auctioning ?
77. What do you mean by placement ?
78. List down the essential elements of a contract of sale ?
79. Who can be Executive Director ?
80. What is meant by Gambling ?

THREE MARKS

1. Define the term management ?
2. Differentiate management from Administration ?
3. What are principle of Taylor ?
4. List out the main functions of management ?
5. State the importance of staffing ?
6. Write the features of MBO ?
7. Write a note on secondary market ?
8. What are the various kinds of capital market ?
9. Who are the participants of money market ?
10. Explain the types of Treasury bills ?
11. What are them types of commercial bill ?
12. What are the limitations of stock exchange ?
13. Explain Bull and Bear ?
14. Explain Stag and Lame Duck ?
15. What is meant by Dematerialization ?
16. Define the term Human Resource Management ?
17. What is meant by Unsolicited applicants ?
18. What is stress interview ?
19. Name the types of selection test ?
20. What do you mean by Achievement test ?
21. What is vestibule training ?

22. Explain the types of market on the basis of time ?
23. What are the objectives of marketing ?
24. What are the advantages of E- marketing ?
25. Discuss the objectives of E- marketing ?
26. Explain in detail about Niche marketing ?
27. What is meant by artificial scarcity ?
28. What do you understand by Right to redressal ?
29. What do you understand about Right to protection of health and safety ?
30. Write a note on the Voluntary Consumer Organization ?
31. What do you mean by Liberalization ?
32. State any three impacts on Globalization ?
33. Write a short note on New Economic Policy ?
34. Discuss in detail about existing goods ?
35. Draw the two different types of crossing ?
36. Distinguish between entrepreneur and Manager ?
37. Explain the promotional functions of entrepreneur ?
38. Write about Fabian entrepreneur ?
39. Write is Startup India ?
40. Expand the followings 1. STEP 2, JAM 3. SEED ?
41. What do you understand by Issue of securities at premium ?
42. Explain difference kinds of preference shares ?
43. When are alternative directors appointed ?
44. Who is Shadow director ?
45. What is special Resolution ?
46. What do you by Statutory Meeting ?
47. Give any three cases in which an ordinary resolution need to be passed ?
48. Explain about factoring and venture capital institution ?
49. Mention any three role of marketer?
50. What are the limitations of stock exchange ?
51. Who are the members of the national commission ?
52. Write about any three internal environment factors of business ?

FIVE MARKS

1. Explain the concept of management ?
2. Explain the principles of modern management ? (S21/M22)
3. Explain the various functions of management ?(S20-21/M22)
4. What are the major advantages of MBO >
5. What are the advantages of MBE ?

6. Enumerate the different kinds or types of financial markets ?
7. What are the functions of financial markets ?
8. Discuss the characters of a capital market ?
9. Briefly explain the function of capital market ?
10. What are the characteristics of Government securities ?
11. Explain the function of stock Exchange ? (S-21/MARCH-22)
12. What are the functions of SEBI?
13. Explain the powers of SEBI ?
14. Explain the characteristics of Human Resources
15. Describe the significance of Human Resource Management ?(S-20)
16. Explain the Internal sources of recruitment ?
17. Explain the External source of recruitment ? (MAY-22)
18. Briefly explain the various types of tests ?
19. Explain the important method of Interview ?
20. Explain the benefit of training ? (MARCH -20)
21. How the market can be classified ? Explain ?
22. Discuss about the Evolution of marketing ? (S-21)
23. How consumers are exploited ?
24. What are the objectives of consumer protection Act 1986 ?)S-21)
25. What are the rights of consumers ?
26. Explain the duties of consumers ? (S-21/MAY-22)
27. Explain the micro environmental factors of business ? (S-20)
28. Explain the advantages and disadvantages of liberalization ?(S-20/21)
29. Explain the impact of LPG of Indian Economy ? (M-22)
30. Explain in detail the elements of Contract of sale ? (S-21)
31. Discuss in detail the features of a cheque ?
32. What are the characteristics of an entrepreneur ? (M-22)
33. Discuss the challenges faced by WOMEN ENTREPRENEURS ? (MAR-20/MAY-22)
34. Explain in detail on classification according to the type of business
35. Explain any five Government Entrepreneurial schemes ?
36. What are the various kinds of Debentures ? (S-20/MAR-22)
37. Brief different types of directors
38. Briefly state different types of company meetings
39. Explain different types of open and secret types of voting ?
40. What are the highlights of the LPG policy ?
41. Explain the role of business in consumer protection ?

42. What are the responsibilities of consumers ?
43. Explain the characteristics of money market ?
44. Discuss the nature of functional Entrepreneurs ?
45. What is the recent trends in Recruitment ?
46. Discuss various types of training ?
47. What are the requisities for a valid endorsement ?
48. Describe the steps promoting Entrepreneurial venture ?

DINNERENCE BETWEEN /DISTINGUISH QUESTION ?

1. Distinguish between New issue and Secondary Market ? (S-20)
2. Difference between the Money market and capital Market ? (S-21/MAR-22)
3. Difference Recruitment and selection ? PG-87
4. What are the difference between on the Job training and off the job training ? PG-97
5. Explain in detail how traditional marketing differ from E- Marketing ? PG-119/ (MAY-22)
6. Distinguish between Conditions and Warranty ? (MAY-22)
7. Distinguish a cheque and a bill of exchange
8. Distinguish between an entrepreneur and an Intrapreneur (MAR-20)
9. Write the difference between DEBENTURES AND SHARES ? PG-241/(S-21)
10. Distinguish between Stock Exchange and Commodity Exchange ? PG-58
11. Distinguish between Entrepreneur and Manager ?

*****ALL THE BEST *****

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