

Class:XII

MODEL EXAM

Sub:Commerce

Marks:

Date:

I.Choose the correct answers

20x1=20

1. _____ Principlerequires a complete change in the outlook of both management and Workers
 - a.Science , Not rule of thumb
 - b.Co operation ,Not individualism
 - c.Mental Revolution
 - d.Harmony , Not discord
- 2.Select wrong pair
 - a.Discipline - Smooth functioning
 - b.Unity of direction - one group
 - c.Order - Safety & sufficiency
 - d.Team spirit - Top to bottom
- 3.In _____ top management concentrates on strategic decisions and operational decisions are left to the lower levels
 - a. MBO
 - b. MBE
 - c.MBA
 - d. MBM
4. _____ assets are useful for consumption only , not for further production
 - a. Physical assets
 - b. Financial assets
 - c.Marketable assets
 - d.Non Marketable assets
5. _____ market facilitates the trading in financial instruments such as future contracts and options
 - a.Hard Commodity
 - b. Soft Commodity
 - c. Derivative market
 - d.Security market
- 6.Each certificate of deposit or commercial paper is for minimum of _____ lakhs
 - a. 10
 - b. 5
 - c. 2
 - d. 1
- 7.Select odd one act :
 - a.Seasoning of securities
 - b.Aid to Capital formation
 - c.Protection to investors
 - d. Association of persons
8. _____ means the buying and selling of securities by directors , promoters etc,
 - a.Brokerage Trading
 - b. Security Trading
 - c. Insider Trading
 - d. Registering and controlling
9. _____ Test is one of the psychometric test conducted in the selection process to measure the problem solving ability
 - a.Verbal Reasoning
 - b.Mental Arithmetic
 - c. Spatial Reasoning
 - d. Inductive Reasoning
- 10."My employees are my most important assets when they go home in the evening networth drops to zero" ----- by
 - a.Mahadma Gandhi
 - b.F W Taylor
 - c.HenryFayold
 - d. Billionaire in Siliconvally
- 11.There is a daily Flower market in _____ in Tamil Nadu
 - a.Aathurb
 - b. Hosurc
 - c.Madurai
 - d. Karaikudi
- 12.Performance ,people , programme , _____ are modern marketing mix
 - a.Promotion
 - b.Productc
 - c.Process
 - d. Place
- 13.Tupperware and Amway are the examples of _____ marketing
 - a.Service
 - b. Viral
 - c. Referral
 - d.Multilevel
- 14.The Agricultural products grading and marketing Act, _____
 - a. 1936
 - b. 1935
 - c. 1937
 - d. 1938
- 15.Two Indian companies _____ and _____ have been named as the world's most ethical companies by American Think Tank ethisphere institute
 - a. Infosis& Amazon
 - b. TATA Steel and WIPRO
 - c. WIPRO &Infosis
 - d. TATA Steel and Amazon
16. _____ is considered as the architect of Indian economic reforms
 - a. Chandra Sekar Singh
 - b.PVNarasimha Rao
 - c.Manmohan Singh
 - d. Adam Smith

17. "A watch that will not keep time" is the condition of _____
a. Wholesomeness b. Merchantability c. Quality or Fitness d. Sale by sample
18. The right of the endorsee to receive the amount is made dependent upon the happening of an event, which may or may not happen
a. Qualified b. Special endorsement c. Blank endorsement d. Restrictive endorsement
19. According to _____ entrepreneur is one who brings together various factors of production and creates an entity
a. Joseph A. Schumpeter b. Ricard Cantillon c. Jean Baptize d. Venkatesh Iyer
20. _____ is the kingpin of the whole corporate machinery
a. Owner b. Share holder c. Secretary d. Stakeholders

II. ANSWER THE FOLLOWING (any 7) 30 is compulsory

21. State any four situations in which the secretary may be terminated
22. What is meant by physical Asset!?
23. Who are called Angel investors?
24. How to get statutory license for the factory?
25. Who can make complaint?
26. Give note on commodity exchange
27. Define stock exchange
28. How the informations can be marketed?
29. "Job first, man Next" - Why?
30. Find out the type of instrument -

"Bill drawn in London on a merchant in Agra and endorsed in Delhi"

III. ANSWER THE FOLLOWING (any 7) 40 is compulsory

31. How to propose the name for a company?
32. State any five Maharatnas companies
33. How the consumers are exploited by misleading schemes?
34. Differentiate E - Commerce Vs E - Business
35. List the functions of marketer
36. State the need for market
37. State five most common interview questions
38. Give note on speculation
39. Who are called generation z workers?
40. 'X' agreed to exchange with Y 100 kg of rice valued at ₹ 20 per kg for 200 kg of wheat valued at ₹ 12 per kg and pay the difference in cash -- state it's included in under contract of sale. Why?

III. ANSWER THE FOLLOWING (any 7)

41. Presumption to Negotiable instrument - Explain
42. Explain the factors affecting macro environment
43. Narrate the objectives of UN guidelines for consumer protection
44. State the importance of Marketing
45. Give note on
a. Field trip method
b. Conference method
c. Lecture method
46. Discuss the Need for training
47. Explain the factors influencing selection process
48. State any five indirect sources of Recruitment. Explain
49. Explain the features of HRM
50. Narrate the benefits of dematerialization

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