

12 Commerce Public Exam Important Question 2024

2 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 notes 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. Write any two internal source of recruitment.
28. What is meant by Poaching ?
29. What is Selection ?
30. What is an interview ?
31. What is intelligence test ?
32. What is meant by training ?
33. State e learning method.
34. What is Market.
35. Define Marketer.
36. What is mean by Regulated Market ?
37. What is meant by Commodity Market ?
38. What is Marketing ?
39. Define E Marketing ?
40. What is Ambush Marketing ?
41. Who is a Consumer ?
42. Give two examples of adulteration.
43. What is Caveat Emptor ?
44. What is Caveat Venditor ?
45. What are the rights of consumer according to John.F.Kennedy ?
46. Which is the supreme objective of business ?
47. What do you mean by Redressal Mechanism ?
48. What is GST ?
49. Expand VUCA ?
50. What is Privatisation ?
51. Give any advantages of Globalisation.
52. What is a contract of sale of goods ?
53. What is meant by Goods ?
54. What is a Contingent Goods ?
55. Define Bill of Exchange ?
56. Define Cheque .
57. Give some examples of pure entrepreneurs.
58. Name any two Governmental Entrepreneurial schemes.



59. List down the two types of finance.
60. What is Bonus Shares ?
61. What is Right Shares ?
62. Give a Note on Digital India
63. What is Debentures
64. Who is whole time director
65. What is mean by Meeeting
66. Write a short note on Proxy?
67. What is vote

3 Marks questions

1. Define the term Management.
2. Differentiate Management from Administration.
3. What are the principles 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 ? Explain.
9. Who are the participants of Money Market ?
10. Explain the types of Treasury Bills ?
11. What are the 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 objectives of marketing ?
25. What are the advantages of E-Marketing ?
26. Discuss the objectives of E Marketing ?
27. Explain in detail about Niche Marketing ?
28. What is meant by artificial scarcity ?
29. Write a note on the Voluntary Consumer Organisation.
30. What do you mean by Liberalisation ?
31. State any three impacts on Globalisation.
32. Write a short note on New Economic Policy.
33. Discuss in detail about existing goods.
34. Draw two types of Crossing.
35. Distinguish between entrepreneur and Manager.
36. Explain the promotional functions of entrepreneur.
37. Write about Fabian entrepreneur.
38. Expand the following: 1.STEP 2. JAM 3. SEED
39. What do you understand by Issue of Securities at Premium ?
40. Explain different Kinds of Preference shares.
41. When are alternative directors appointed ?
42. Who is shadow director ?
43. What is Special Resolution ?
44. What do you mean by Statutory Meeting ?
45. Give any three cases in which an ordinary resolution need to bepassed

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kindly send me your key Answers to our email id - padasalai.net@gmail.com

5 Marks Questions:

01. Explain the concept of management.
02. Explain the principles of modern management.
03. Explain the various functions of management.
04. What are the major advantages of MBO ?
05. What are the advantages of MBE ?
06. Enumerate the different kinds of Financial Markets.
07. What are the functions of Financial Markets ?
08. Discuss the characters of a Capital Market.
09. Briefly explain the functions of capital market.
10. What are the characteristics of Government Securities ?
11. Explain the functions of Stock Exchange.
12. What are the functions of SEBI ?
13. Explain the powers of SEBI.
14. Explain the Characteristics of Human Resource
15. Describe the significance of Human Resource Management.
16. Explain the Internal Sources of Recruitment.
17. Explain the External Sources of Recruitment.
18. Briefly explain the various types of tests.
19. Explain the Important methods of Interviews
20. Explain the benefits of training.
21. How the market can be classified ? Explain
22. Discuss about the Evolution of marketing.
23. How Consumers are exploited ?
24. What are the objectives of Consumer Protection Act, 1986 ?
25. What are the rights of Consumers ?
26. Explain the duties of Consumers ?
27. Explain the micro environmental factors of business.
28. Explain the advantages and disadvantages of liberalization.
29. Explain the impact of LPG on Indian Economy
30. Explain in detail the elements of Contract of Sale.
31. Discuss in detail the features of a cheque.
32. What are the characteristics of an entrepreneur ?
33. Discuss the challenges faced by Women Entrepreneurs.
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 ?
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.

Difference Questions

1. Distinguish between New Issue Market and Secondary Market.
2. Differentiate between the Money Market and Capital Market.
3. Differentiate Recruitment and Selection.
4. What are the difference between on the job training and off the job training ?
5. Explain in detail how traditional marketing differ from E Marketing.
6. Distinguish between Conditions and Warranty
7. Distinguish a cheque and a bill of exchange.
8. Distinguish between an entrepreneur and an Intrapreneur.
9. Write the difference between Debentures and Shares ?

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