



12th Commerce Important Three and Five Marks questions

Important Three 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. Write the features of MBO
6. What are the main duties of a manager?
7. What are the process involved in MBO?
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. Who are the participants of Money Market?
13. What are the functions of Certificate Deposit?
14. What are the Limitations of Stock Exchange.
15. Explain Bull and Bear
16. Explain National Stock Exchange (NSE)
17. What is meant by Dematerialization?
18. What are the documents required for a Demat account?
19. What are the features of Human resources?
20. Give two points of differences between HR and HRM.
21. What is the importance of Human Resources?
22. State the functions of Human Resource Management.
23. Define the term Recruitment?



- 24.State the steps in Recruitment Process.
- 25.Discuss the importance of Recruitment.
- 26.Write short note on Trainer and Trainee.
- 27.Mention any three role of Marketer.
- 28.List down the functions of Marketer.
- 29.Explain the types of market on the basis of time.
- 30.What are the objectives of marketing? What is marketing.
- 31.What are the factors affecting price of product.
- 32.What do you mean by marketing mix? Describe any two elements.
- 33.Write a note on Niche marketing.
- 34.What are the important legislations related to consumerism in India?
- 35.What are the needs of consumer protection.
- 36.What is meant by artificial scarcity
- 37.Write importance of consumerism
- 38.Define Consumer Rights?
- 39.Who are the members of the National Commission?
- 40.What are the function of GST council?
- 41.What do you meant by liberalization?
- 42.Write a Short note on New Economic Policy.
- 43.Explain the meaning of Agreement to Sell.
- 44.Distinguish between Conditions and Warranty.
- 45.Explain the nature of a Negotiable Instrument.
- 46.What are the Characteristics of a bill of exchange?
- 47.Define Entrepreneur.
- 48.Distinguish between Entrepreneur and Manager
- 49.List Down few examples of pure entrepreneurship?.
- 50.What is start of India?
- 51.Expand the Following STEP,JAM,TREAD,IN-SIPS,SEED and New Gen IEDC.
- 52.Distinguish between Shares and Stocks?
- 53.What is the of shares at discount ? what Conditions should be fulfilled?
- 54.What are the Various Kinds of Debentures.
- 55.When are alternative directors appointed?



56. What is casual vacancy
57. Differentiate Executive and Non-Executive Director.
58. What is Special Resolution?
59. What do you mean by Statutory meeting .
60. What do you understand by 'poll'

Important Five Marks Questions:

1. Write about the Contribution of Drucker to Management.
2. Describe the Principles of Scientific Management.
3. Explain the Principles of Modern Management.
4. Explain the Various functions of Management.
5. What are the Major advantages of MBO?
6. What are the advantages of MBE?
7. Distinguish between new issue Market and Secondary Market.
8. Enumerate the different Kinds of Financial Markets.
9. Discuss the Characters of a Capital Market.
10. Briefly explain the Functions of Capital Market.
11. Define Money Market and Capital Market, Explain the difference between the Money Market and Capital Market.
12. Explain the Characteristics of Money Market.
13. Explain the features and types of Commercial Bills.
14. What are Features of Government Securities.
15. Explain the Functions of Stock Exchange. (Any 5)
16. Distinguish between Stock Exchange and Commodity Exchange.
17. What are the Functions of SEBI?
18. Explain the Powers of SEBI?
19. What the benefits of Dematerialization?
20. Discuss the operating Functions HRM?
21. Elaborate on the Managerial Functions of Human Resource Management.
22. Explain the different Methods of requirement.
23. Differentiate Recruitment and Selection.



24. Elaborate on the Factors affecting requirement?
25. Briefly explain the Various types of Tests?
26. Explain the importance Methods of Interview.
27. Define Training ,Discuss Various types of Training.
28. What are the difference between on the Job training and off the Job Training.
29. How the Market Can be Classified?
30. Discuss about the Evolution of Marketing.
31. State to advantage of warehousing?
32. Narrate the Elements of Marketing Mix.
33. Compare the Concept of Social Marketing with Service Marketing.
34. What are the Objectives of Consumer Protection Act 1986?
35. Write about five important Consumer Legislations.
36. What are the Salient Features of the Consumer Protection Act, 1986?
37. What are the Rights of Consumers?
38. What are the duties of Consumers?
39. What are functions of the National Commission.
40. Explain the term District Forum and explain the functions of District Forum.
41. Explain the impact of the LPG on Indian Economy?
42. Distinguish between Sale and Agreement to Sell.
43. Distinguish between Conditions and Warranty.
44. Distinguish a Cheque and a bill of exchange.
45. Explain the different kinds of endorsements?
46. What are the Characteristics of an entrepreneur?
47. Distinguish between an Entrepreneur and Intrapreneur?
48. Discuss the Problems Faced by Women Entrepreneur.
49. Explain the Various Functions of an Entrepreneur.
50. Distinguish between the rural and urban Entrepreneur.
51. Explain any five Government Entrepreneur Schemes.
52. Write the differences between Debentures and Shares.
53. Brief different Stages in Formation of a Company.
54. Write the differences between Share Certificate and Share Warrant.



55. Who are KMP?
56. Brief different types of Directors?
57. What are the duties of Directors?
58. State the Powers of the Directors?
59. State the qualification of Directors.
60. Elaborate the functions of the Company Secretary?

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