

**Class : 12**Register  
Number**COMMON QUARTERLY EXAMINATION 2024-25****COMMERCE**

Time Allowed : 3.00 Hours]

[Max. Marks : 90

**PART - I**

Note : i) Answer All the questions.

ii) Choose the most appropriate answer from the given four alternatives and write the option code and the corresponding answer. 20X1=20

1. Match the following and choose the correct option:-

**LIST - I**

1. Principles of Scientific Management
2. Principles of Modern Management
3. Three jobs of Management
4. Popularised MBO IN USA

**LIST - 2**

- (i) Peter F Drucker
- (ii) George Odiorne
- (iii) Henry Fayol
- (iv) F W Taylor

1 2 3 4

- |    |     |     |    |     |
|----|-----|-----|----|-----|
| a) | ii  | iv  | i  | iii |
| b) | iv  | iii | i  | ii  |
| c) | iii | iv  | i  | ii  |
| d) | i   | iii | iv | ii  |

2. Which of the following is verification function?

- |             |               |             |                |
|-------------|---------------|-------------|----------------|
| a) Planning | b) Organising | c) Staffing | d) Controlling |
|-------------|---------------|-------------|----------------|

3. 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 |

4. 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 |
|------------------|-------------|----------------|-------------------|

5. When the NSEI was established

- |         |         |         |         |
|---------|---------|---------|---------|
| a) 1990 | b) 1992 | c) 1998 | d) 1997 |
|---------|---------|---------|---------|

6. 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  |

7. 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.         |

8. Jobbers transact in a stock exchange

- |                      |                               |
|----------------------|-------------------------------|
| a) For their Clients | b) For their Own Transactions |
| c) For other Brokers | d) For other Members          |

9. Choose the correct statement from the following:

- a) Stag speculator is also called as Premium Hunter.
- b) A Bull speculator is also known as Mandiwala.
- c) A Bear speculator is also called as Tejiwala.
- d) A Bull speculator finding difficult to fulfil his commitment is said to be a Lame Duck.

10. Trading in dematerialized shares commenced on the NSE is

- |                 |              |                  |                  |
|-----------------|--------------|------------------|------------------|
| a) January 1996 | b) June 1998 | c) December 1996 | d) December 1998 |
|-----------------|--------------|------------------|------------------|

11. Human resource is a/an asset.

- |             |               |          |            |
|-------------|---------------|----------|------------|
| a) Tangible | b) Intangible | c) Fixed | d) Current |
|-------------|---------------|----------|------------|

12. Advertisement is a source of recruitment

- |             |             |          |                |
|-------------|-------------|----------|----------------|
| a) internal | b) external | c) agent | d) outsourcing |
|-------------|-------------|----------|----------------|

13. 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  |

14. is useful to prevent skill obsolescence of employees

- |             |                 |              |                |
|-------------|-----------------|--------------|----------------|
| a) Training | b) Job analysis | c) Selection | d) Recruitment |
|-------------|-----------------|--------------|----------------|

15. One who promotes (or) Exchange of goods or services for money is called as

- |           |             |             |            |
|-----------|-------------|-------------|------------|
| a) Seller | b) Marketer | c) Customer | d) Manager |
|-----------|-------------|-------------|------------|

16. The initial stage of Marketing system is

- |                    |                      |
|--------------------|----------------------|
| a) Monopoly system | b) Exchange to Money |
| c) Barter system   | d) Self producing    |

17. Which one is the example of Intangible product?

- |              |            |             |             |
|--------------|------------|-------------|-------------|
| a) Education | b) Mobiles | c) Garments | d) Vehicles |
|--------------|------------|-------------|-------------|

18. 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 |

19. Sale of Goods Act was passed in the year?  
 a) 1962                      b) 1972                      c) 1930                      d) 1985
20. 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

**PART - II**

7x2=14

II. Answer any Seven from the following questions.

(Question No : 30 is Compulsory)

21. What do you mean by Span of management?  
 22. What is known as KRA?  
 23. What are the components of organized sectors?  
 24. Write a note on OTCEI.  
 25. What is meant Stock Exchange?  
 26. Write any two objectives of SEBI.  
 27. State two features of HRM.  
 28. What do mean by Placement?  
 29. What is Caveat Emptor?  
 30. Mention the type of market suitable for the following Quotes:  
 (a) "Wear Helmet" ; "NO SMOKING"  
 (b) It aims at "being a big fish in a small pond instead of being a small fish in a pond"

**PART - III**

7x3=21

III. Answer any Seven from the following questions.

(Question No : 40 is Compulsory)

31. Differentiate management from Administration. (any 3)  
 32. How the employees are informed about important matters in a company?  
 33. Write a note on Secondary Market.  
 34. Explain about Factoring and Venture Capital Institutions.  
 35. Explain Bull and Bear  
 36. What is meant by unsolicited applicants?  
 37. What is Vestibule training?  
 38. Explain the concepts of marketing.  
 39. What do you understand by "Right to Redressal"?  
 40. In a Cinema house "HOUSE FULL" board is hanging, while cinema tickets are freely available at higher price in the black market.  
 (i) In the above situation , How consumers are exploited?              (ii) Explain in brief.

**PART - IV**

7x5=35

IV. Answer all the following questions.

41. (a) Explain the concepts of management. (any 5)  
 (OR)  
 (b) How consumers are exploited? (any 5)
42. (a) Explain the various functions of management. (any 5)  
 (OR)  
 (b) How the market can be classified on the basis of Economics?
43. (a) What are the advantages of MBE? (any 5)  
 (OR)  
 (b) Narrate the Elements of Marketing mix.
44. (a) What are the functions of SEBI? (any 5)  
 (OR)  
 (b) What are the differences between on-the job training and off-the job training? (any 5)
45. (a) Differentiate between the Money Market and Capital Market. (any 5)  
 (OR)  
 (b) Explain the Internal sources of Recruitment. (any 5)
46. (a) Explain the functions of Stock Exchange (any 5).  
 (OR)  
 (b) Differentiate Recruitment and Selection. (any 5)
47. (a) Explain the duties of consumers. (any 5)  
 (OR)  
 (b) Explain the characteristics of Human Resource. (any 5)

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