

12th COMMERCE BOOK BACK ONE WARK

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Chapter 1 Principles Of Management

| I. | Choose The Correct Answers | | | |
|------------|---|--------------|----------------|---------------------|
| 1. | Management is what a | does | ? | |
| | a) Manager b) Subordinate | c) Super | visor | d) Superior |
| 2. | Management is an | • | | |
| | a) Art b) Science | c) Art an | d Science | d) Art or Science |
| 3. | Scientific management is dev | eloped by | ••••• | |
| | a) Fayol b) Taylor | c) Mayo | | d) Jacob |
| 4. | Dividing the work into small t | asks is kn | own as | ••••• |
| | a) Discipline b) Unity | c) Divisio | on of work | d) Equity |
| 5. | With a wider span, there will l | oe | hierarchi | cal levels. |
| | a) More b) Less | c) Multip | ole | d) Additional |
| | - | | s Of Managem | <u>lent</u> |
| | Which is the primary function | _ | | |
| | (a) Innovating (b) Contro | | | (d) Decision-making |
| | Which of the following is not a | | | |
| | (a) Decision-making (b) Planni | | | |
| | Distribution of work in group | | | |
| | (a) Co-ordinating (b) Contro | . , | | (d) Organising |
| | Which of the following is verif | | | |
| | (a) Planning (b) Organ | | | (d) Controlling |
| 5. | The goals are achieved with the | - | | (1) 0. 07 |
| _ | (a) Motivation (b) Contro | | _ | |
| 6. | is included in ever | | | |
| | (a) Co-ordinating (b) Contro | | | ` ' ' ' ' |
| | Chapter 3 Management By Ob | | | |
| 1. | System gives full | scope to t | ne individual | Strength and |
| | Responsibility. | (a) | MBM | (d) MDA |
| | (a) MBO (b) MBE | | | (d) MBA |
| 4. | Which is the First step in Pro | | | otivities |
| | (a) Fixing Key Result Area(c) Matching Resources with Ac | | | |
| 3 | keeps Manager | ` , | | • |
| J . | Identifying Critical Problems | | со Оррогсинге | ics and Thicats by |
| | (a) MBA (b) MBE | (c) MBM | (d) M | BO |
| 4. | Delegation of Authority is Ea | ` ' | ` ' | |
| •• | | (c) MBO | | |
| 5. | MBO is popularised in the US | ` ' | ` , | |
| ٠. | (a) Prof. Reddin (b) George | • | | avol (d) F W Taylor |
| | ` ' | | To Financial | . , |
| 1. | Financial market facilitates h | | | |
| | a) To Rise Funds | | To Recruit Wor | |
| | c) To Make More Sales | , | | and Requirement |
| 2. | Capital market is a market fo | • | | - |
| | a) Short Term Finance | | m Term Financ | ce |
| | c) Long Term Finance | d) Both S | Short Term and | Medium Term Finance |

| 3. | Primary market is also called as |
|----|--|
| | a) Secondary Market b) Money Market c) New Issue Market d) Indirect Market |
| 4. | Spot Market is a market where the delivery of the financial instrument and |
| | payment of cash occurs |
| | a) Immediately b) In the future c) Uncertain d) After one month |
| 5. | 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 |
| | Chapter 5 Capital Market |
| 1. | Capital market do not provide |
| | a) Short term Funds b) Debenture Funds c) Equity Funds d) Long term Funds |
| 2. | When the NSEI was established |
| | a) 1990 b) 1992 c) 1998 d) 1997 |
| 3. | Primary market is a Market where securities are traded in the |
| | a) First Time b) Second Time c) Three Time d) Several Times |
| 4. | Participants in the capital market includes |
| | a) Individuals b) Corporate c) Financial Institutions d) All of the above |
| 5. | The Was set up by a premier financial institution to allow the |
| | trading of securities across the electronic counters throughout the country. |
| | a) OTCEI b) Factoring c) Mutual Funds d) Venture Funds Institutions |
| _ | Chapter 6 Money Market |
| 1. | The money invested in the call money market provides high liquidity with |
| | a) Low Profitability b) High Profitability |
| _ | c) Limited Profitability d) Medium Profitability |
| 2. | 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 |
| 3. | Money Market provides |
| | a) Medium-term Funds b) Short-term Funds |
| _ | c) Long-term Funds d) Shares |
| 4. | Money Market Institutions are |
| | a) Investment Houses b) Mortgage Banks |
| _ | c) Reserve Bank of India d) Commercial Banks and Discount Houses |
| 5. | Risk in the Money Market is |
| _ | a) High b) Market Risk c) Low Credit and Market Risk d) Medium Risk |
| 6. | Debt Instruments are issued by Corporate Houses are raising short-term |
| | financial resources from the money market are called |
| | a) Treasury Bills b) Commercial Paper |
| _ | c) Certificate of Deposit d) Government Securities |
| 7. | The market for buying and selling of Commercial Bills of Exchange is known |
| | as a |
| | a) Commercial Paper Market b) Treasury Bill Market |
| _ | c) Commercial Bill Market d) Capital Market |
| 8. | 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 |

| 9. | Treasury Bills commands | •• | | | | | |
|------------|--|------------------------------------|--|--|--|--|--|
| | a) High Liquidity b) Low Liquidity c) Media | | | | | | |
| 10. | O. Government Securities are issued by agen | | | | | | |
| | - | ate Governments | | | | | |
| | c) Semi-government Authorities d) All of the above | | | | | | |
| | Chapter 7 Stock Exchange | | | | | | |
| 1. | | | | | | | |
| | a) London Stock Exchange b) Bo | mbay Stock Exchange | | | | | |
| | c) National Stock Exchange d) An | ž – | | | | | |
| 2. | There arestock exchange in th | | | | | | |
| | a) 21 b) 24 c) 20 | d) 25 | | | | | |
| 3. | Stock exchanges deal in | | | | | | |
| | _ | arities d) Country's Currency | | | | | |
| 4. | Stock exchange allow trading in | | | | | | |
| | a) All types of Shares of any Company | b) Bonds issued by the Govt | | | | | |
| | c) Listed Securities | d) Unlisted Securities | | | | | |
| 5. | Jobbers transact in a stock exchange | ••••• | | | | | |
| | a) For their Clients | b) For their Own Transactions | | | | | |
| | c) For other Brokers | d) For other Members | | | | | |
| 6. | A pessimistic speculator is | | | | | | |
| | a) Stag b) Bear c) Bull | d) Lame Duck | | | | | |
| 7 . | An optimistic speculator is | | | | | | |
| | a) Bull b) Bear c) Stag | d) Lame duck | | | | | |
| 8. | A bull operator believes in | | | | | | |
| | a) Increase in Prices b) De | crease in Prices | | | | | |
| | c) Stability in Prices d) No | change in Prices | | | | | |
| 9. | means the price at which | ch securities are bought and sold | | | | | |
| | are recorded and made public. | | | | | | |
| | a) Market Quotations b) Trade Qu | otations | | | | | |
| | c) Business Quotations d) Buyers Q | Quotations | | | | | |
| 10. |). The rules and regulations of Stock exchan | ge is framed byguide lines. | | | | | |
| | a) RBI b) Central Government | c) SEBI d) BSE | | | | | |
| | Chapter 8 Securities Exchange | | | | | | |
| 1. | Securities Exchange Board of India was fir | | | | | | |
| | a) 1988 b) 1992 c) 1995 | d) 1998 | | | | | |
| 2. | The headquarters of SEBI is | | | | | | |
| | a) Calcutta b) Bombay c) Chennai | • | | | | | |
| 3. | In which year SEBI was constituted as the | regulator of capital markets in | | | | | |
| | India? | | | | | | |
| _ | a) 1988 b) 1992 c) 2014 | • | | | | | |
| 4. | Registering and controlling the functioning | g of collective investment schemes | | | | | |
| | as | | | | | | |
| _ | a) Mutual Funds b) Listing c) Remat | · | | | | | |
| 5. | SEBI is empowered by the Finance ministr | | | | | | |
| | on the Governing body of every stock excl | nange. | | | | | |
| | a) 5 b) 3 c) 6 d) 7 | | | | | | |

| 6. | The process of converting physical shares into electronic form is called |
|-----------|---|
| | a) Dematerialisation c) Delisting c) Materialisation d) Debarring |
| 7. | Trading is dematerialized shares commenced on the NSE is |
| | a) January 1996 b) June 1998 c) December 1996 d) December 1998 |
| 8. | was the first company to trade its shares in Demat form. |
| | a) Tata Industries b) Reliance Industries |
| | c) Infosys d) Birla Industries |
| 9. | enables small investors to participate in the investment on |
| | share capital of large companies. |
| | a) Mutual Funds b) Shares |
| | c) Debentures d) Fixed deposits |
| 10. | PAN stands for |
| | a) Permanent Amount Number b) Primary Account Number |
| | c) Permanent Account Number d) Permanent Account Nominee |
| | Chapter 9 Fundamentals Of Human Resource Management |
| 1. | Human resource is aasset. |
| | a) Tangible b) Intangible c) Fixed d) Current |
| 2. | Human Resource management is bothandand |
| | a) Science and art b) Theory and practice |
| | c) History and Geography d) None of the above |
| 3. | Planning is afunction. |
| | a) Selective b) Pervasive c) Both a and b d) None of the above |
| 4. | Human resource management determines therelationship. |
| | a) Internal, External b) Employer, Employee |
| | c) Owner, Servant d) Principle, Agent |
| 5. | Labour turnover is the rate at which employeesthe organisation. |
| | a) Enter b) Leave c) Salary d) None of the above |
| | Chapter 10 Recruitment Methods |
| 1. | Recruitment is the process of identifying |
| | a) Right Man for Right Job b) Good Performer |
| | c) Right job d) All of the above |
| 2. | Recruitment bridges gap betweenandand |
| | a) Job seeker and job provider b) Job seeker and agent |
| | c) Job provider and owner d) Owner and servant |
| 3. | Advertisement is asource of recruitment. |
| | a) Internal b) External c) Agent d) Outsourcing |
| 4. | Transfer is ansource of recruitment. |
| | a) Internal b) External c) Outsourcing d) None of the above |
| 5. | E- Recruitment is possible only throughfacility. |
| | a) Computer b) Internet c) Broadband d) 4G |
| | Chapter 11 Employee Selection Process |
| 1. | The recruitment and Selection Process aimed at right kind of people. |
| | a) At right people b) At right time c) To do right things d) All of the above |
| 2. | The poor quality of selection will mean extra cost onand supervision. |
| | a) Training b) Recruitment c) work quality d) None of these |

| 3. | refers t | o the process o | f identifying and a | ttracting job seekers so |
|------------|---|-------------------|-----------------------|-----------------------------|
| | as to build a pool o | f qualified job a | ipplicants. | |
| | a) Selection | b) Training | c) Recruitment | d) Induction |
| 4. | Selection is usually | considered as | apr | ocess. |
| | a) Positive | b) Negative | c) Natural | d) None of these |
| 5. | Which of the follow | ing test is used | l to measure the va | arious characteristics of |
| | the candidate? | | | |
| | a) Physical Test | b) Psychologica | al Test c) Attitude | e Test d) Proficiency tests |
| 6. | Which of the follow | ing orders is fo | llowed in a typical | selection process. |
| | a) application form t | est and or interv | riew, reference checl | k and physical examination |
| | , | | | k and physical examinatior |
| | , | | | and physical examination |
| | | | = = | n term and reference check |
| 7 . | | application blan | | rmation about the |
| | a) Company | | b) Candida | |
| | c) Questionnaire or l | | , · · · · | |
| 8. | | at acts as an in | strument to disco | ver the inherent ability of |
| | a candidate. | 1) 4 1 75 | | 1) 51 1 1 5 |
| _ | a) Aptitude Test | • | | , · |
| 9. | The process of elim | • | | |
| | a) Selection | , | | d) Induction |
| 10. | Scrutiny of applica | - | | |
| | a) Last step in Select | - | <u>-</u> | - |
| | c) Third step in Selec | | | oove |
| 11. | Selection process h | | | (4-1-11) |
| | , | | | tability of the candidates |
| 10 | c) Preparing employe | | | |
| 14. | The process of place | | | d) Transfer |
| 12 | a) TrainingProbation/Trial per | | c) Promotion | uj Transiei |
| 13. | a) One year to two ye | | b) One year to the | aree veers |
| | c) Two years to four | | d) None of the al | · |
| 14 | Job first man next | | • | |
| 17. | | terview | c) Training | |
| | , | | oloyee Training Me | , 1 |
| 1 | Off the Job training | | | <u></u> |
| -• | a) In the class room | 5 13 814011 | b) On off days | |
| | c) Outside the factor | 3 7 | d) In the playgro | uind |
| 2. | Vestibule training i | | , | Alla |
| | a) On the job | province | | b) In the class room |
| | , | ilar to actual wo | rking environment | d) By the committee |
| 3. | • | | • | job performance |
| | = | | c) Recruitment | = |
| 4. | , , | | • | or at the job is called |
| - • | | | | d) Apprenticeship training |
| 5. | is | • | | , |
| | | • | | |

| | a) Training | b) Job analysis | c) Selection | d) Recruitment |
|------------|--------------------|-----------------------|--------------------------|--------------------|
| 6. | Training method | s can be classified i | nto training | training. |
| | a) Job rotation an | d Job enrichment | b) On the Job an | d Off the Job |
| | c) Job analysis ar | ıd Job design | d) Physical and r | nental |
| 7 . | Case study meth | od is | type of trainee. | |
| | a) Only theoretica | l training | b) Both theory and pra | ctical training |
| | c) Hands on train | ing | d) Abservation Training | g |
| 8. | | | ic comes under | |
| | a) Under study | b) Coaching | c) Conferences d) Co | ounselling |
| | <u>C</u> | hapter 13 Concept | Of Market And Markete | <u>er</u> |
| 1. | One who promot | | goods or services for m | |
| | a) Seller | b) Marketer | c) Customer | d) Manager |
| 2. | | - | w in the marketing is | |
| | • | | b) Quality of the | _ |
| | . – | | d) Needs of the c | ustomers |
| 3. | | | basis of | |
| | , | • | c) Regulation | , |
| 4. | | e market deals in the | e purchase and sale of | shares and |
| | debentures? | | | |
| | a) Stock Exchange | e Market | b) Manufactured | |
| | c) Local Market | | d) Family Market | - |
| 5. | | Market is also called | | |
| | a) Spot Market | • | c) Security Market | • |
| | | | ting And Marketing Mi | X |
| 1. | - | of Marketing system | | |
| _ | , | , | oney c) Barter system | d) Self producing |
| | Who is supreme | | | 4) = 4 |
| | | | c) Wholesaler | |
| 3. | _ | | is not the variable of r | _ |
| _ | , | | c) Program Variable | • |
| 4. | | | program that is offer | |
| | - | _ | s through satisfaction | |
| _ | a) Wholesaler | | c) Consumer | d) Seller |
| 5. | | e example of Intangi | = | 1) 77-1-1-1 |
| | a) Education | b) Mobiles | • | d) Vehicles |
| 1 | | / - | Trends In Marketing | |
| 1. | | _ | rnet is | d Mata mandantina |
| ^ | | • | c. Social marketing | d. Meta marketing |
| 4. | Which is gateway | | o Modom | d Wahnaina |
| 2 | a. Portal | b. CPU | c. Modem | |
| J . | - | | f manufacturers, con | tent providers and |
| | | organised around an | • | d Dontol |
| 1 | a. Virtual mall | | c. Metomediary | d. Portal |
| →. | _ | deals with: | | d Cocial ard |
| F | a. Society | | c. Social change | |
| J . | Firective use of | oociai media markei | ting increase conversion | n faces of |

| | a. Customer to buyers | b. Retailer to customers | | |
|----------------------|--|--|--|--|
| | c. One buyer to another buyer's | d. Direct contact of marketer | | |
| 6. | A company's products and pri | | l by | |
| | a. Shopping cart b. Web por | | | |
| 7 . | Green Shelter concept was int | troduced by group: | ••••• | |
| | a. ACME b. Tata | c. Reliance | d. ICI | |
| 8. | Pure play retailers are called | ••••• | | |
| | a. Market creators b. Transa | action brokers c. Merc | hants d. Agents | |
| | <u>Cha</u> | apter 16 Consumerism | | |
| 1. | The term 'consumerism' came | e into existence in the yea | r | |
| | a) 1960 b) 1957 | c) 1954 d) 1958 | | |
| 2. | Who is the father of Consumer | r Movement? | | |
| | a) Mahatma Gandhi | b) Mr. Jhon F. Kenn | nedy | |
| | c) Ralph Nader | d) Jawaharlal Nehru | 1 | |
| 3. | Sale of Goods Act was passed | in the year? | | |
| | a) 1962 b) 1972 | c) 1930 d) 1985 | | |
| 4. | The main objective of all busin | ness enterprises is | ••••• | |
| | a) Providing service | b) Providing better s | standard of life | |
| | c) Providing necessities to the so | ociety d) Earn profit | | |
| 5. | The Consumer Protection Act | came into force with effect | et from | |
| | a) 1.1.1986 b) 1.4.1986 | c) 15.4.1987 d) 15.4. | 1990 | |
| 6. | of every year | is declared as a Consum | ner Protection Day to | |
| | illining cross your | | • | |
| | educate the public about their | | _ | |
| | - | r rights and responsibilitie | s. | |
| | educate the public about their a) August 15 b) April 15 Any person who buys any go | r rights and responsibilitie c) March 15 d oods or avails services fo | s.) September 15 | |
| | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as | r rights and responsibilitie c) March 15 d oods or avails services fo | September 15 or personal use, for a | |
| 7. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum | r rights and responsibilitie c) March 15 d oods or avails services form ner c) Buyer d | September 15 or personal use, for a User | |
| 7. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U | r rights and responsibilitie c) March 15 d oods or avails services form ner c) Buyer d fuited Nations passed re | September 15 or personal use, for a User | |
| 7. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on | r rights and responsibilities c) March 15 d oods or avails services for her c) Buyer d inited Nations passed re | September 15 or personal use, for a User solution of consumer | |
| 7. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 | r rights and responsibilitie c) March 15 d oods or avails services form her c) Buyer d inited Nations passed re c)1986 | September 15 or personal use, for a User solution of consumer d)1988 | |
| 7. 8. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du | c) March 15 d cods or avails services for ner c) Buyer d inited Nations passed re c) 1986 uties & Responsibilities Of | September 15 or personal use, for a User solution of consumer d)1988 | |
| 7. 8. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark | c) Buyer d inited Nations passed receives & Responsibilities Of eting is. | September 15 or personal use, for a User solution of consumer d)1988 Consumers | |
| 7. 8. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit | r rights and responsibilities c) March 15 d oods or avails services for the control of the contr | September 15 or personal use, for a User solution of consumer d)1988 Consumers | |
| 7. 8. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit c. Consumer satisfaction | c) March 15 d cods or avails services for her c) Buyer d inited Nations passed re c) 1986 aties & Responsibilities Of teting is | September 15 or personal use, for a User solution of consumer d)1988 Consumers | |
| 7. 8. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit c. Consumer satisfaction | c) March 15 d cods or avails services for mer c) Buyer d inited Nations passed re c) 1986 aties & Responsibilities Of teting is | September 15 or personal use, for a User solution of consumer d)1988 Consumers orofit he society | |
| 7. 8. 1. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit c. Consumer satisfaction | c) March 15 d cods or avails services for mer c) Buyer d finited Nations passed re c) 1986 aties & Responsibilities Of teting is b. Minimum p d. Service to to of modern marketing. aler c. Producer | September 15 or personal use, for a User solution of consumer d)1988 Consumers orofit he society d. Retailer | |
| 7. 8. 1. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit c. Consumer satisfaction | c) March 15 d cods or avails services for mer c) Buyer d inited Nations passed re c) 1986 aties & Responsibilities Of eting is b. Minimum p d. Service to t of modern marketing. aler c. Producer e rights, they are also havi | September 15 or personal use, for a User solution of consumer d)1988 Consumers orofit he society d. Retailer ng | |
| 7. 8. 1. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit c. Consumer satisfaction | c) March 15 d cods or avails services for the code of avails service of the code of modern marketing. aler c. Producer crights, they are also having the code of available of c. Responsibilities of c. | September 15 or personal use, for a User solution of consumer d)1988 Consumers orofit he society d. Retailer ng | |
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| 7. 8. 1. 2. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit c. Consumer satisfaction | c) March 15 d cods or avails services for the code of avails service of the code of modern marketing. aler c. Producer code of a consumer right sure. | September 15 or personal use, for a User solution of consumer d)1988 Consumers orofit he society d. Retailer ng | |
| 7. 8. 1. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit c. Consumer satisfaction | c) March 15 d c) March 15 d cods or avails services for the code of avails service for the code of modern marketing. aler c. Producer code of a consumer right sure of the code of a consumer right sure code of the code of a consumer right sure code of the | September 15 or personal use, for a User solution of consumer d)1988 Consumers orofit he society d. Retailer ng lities d. Duties nmed up by John F. | |
| 7. 8. 1. 3. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit c. Consumer satisfaction | c) March 15 d c) March 15 d cods or avails services for mer c) Buyer d inited Nations passed re c) 1986 aties & Responsibilities Of eting is | September 15 or personal use, for a User solution of consumer d)1988 Consumers orofit he society d. Retailer ng | |
| 7. 8. 1. 3. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit c. Consumer satisfaction | c) March 15 d c) March 15 d cods or avails services for mer c) Buyer d inited Nations passed re c) 1986 aties & Responsibilities Of eting is | September 15 or personal use, for a User solution of consumer d)1988 Consumers orofit he society d. Retailer ng | |
| 7. 8. 1. 3. | educate the public about their a) August 15 b) April 15 Any person who buys any go consideration is called as a) Customer b) Consum The General Assembly of U protection guidelines on a) 1985 b) 1958 Chapter 17 Rights, Du The final aim of modern mark a. Maximum profit c. Consumer satisfaction | c) March 15 d cods or avails services for the consumer that he must obte c | September 15 or personal use, for a User solution of consumer d)1988 Consumers orofit the society d. Retailer ng lities d. Duties nmed up by John F. oose informed tainas a proof | |

| Chapter | <u> 18</u> | Grievance | Redressa | <u> Mechanism</u> |
|---------|------------|-----------|----------|-------------------|
| | | | | |

| 1. | The | Chairman | of | the | National | Consumer | Disputes | Redressal | Council |
|----|--|---------------|-------|--------|--------------|--------------------|---------------|----------------|-----------|
| | is | ••••• | | | | | | | |
| | a) Se | rving or Reti | red J | Judge | of the Sup | reme Court o | of India | | |
| | b) Prime Minister c) President of India d) None of the above | | | | | | | | |
| 2. | The (| Chairman of | f the | State | e Consum | er Protection | n Council i | s | ••••• |
| | a) Ju | dge of a High | ı Coı | art | | b) Chief Mi | nister | | |
| | c) Fir | ance Ministe | er | | | d) None of | the above | | |
| 3. | The (| Chairman of | f the | Dist | rict Forum | is | •••• | | |
| | a) Dis | strict Judge | | | | b) High Co | urt Judge | | |
| | c) Su | preme Court | Jud | lge | | d) None of | the above | | |
| 4. | The | State Comm | issi | on ca | n entertai | n complaint | s where th | e value of t | he goods |
| | or se | rvices and t | he c | ompe | ensation, i | f any claime | ed exceed | ••••• | |
| | a) Rs | . 2 lakhs but | doe | s not | exceed Rs. | 5 lakhs | | | |
| | b) Rs | . 20 lakhs bu | at do | es no | t exceed R | s. 1 crore | | | |
| | c) Rs. | . 3 lakhs but | doe | s not | exceed Rs. | 5 lakhs | | | |
| | d) Rs | . 4 lakhs but | t doe | s not | exceed Rs. | 20 lakhs | | | |
| 5. | The | National Co | nsu | mer i | Disputes I | Redressal C | ommission | has jurisd | iction to |
| | ente | rtain compl | aint | s whe | ere the va | lue of good | s/services | complained | 1 against |
| | and t | he compens | satio | n, if | any, claim | ed is | | | |
| | a) Ex | ceeding Rs. | 1 cro | re | | b) Exceeding | ng Rs. 10 la | khs | |
| | c) Ex | ceeding Rs. 5 | 5 lak | hs | | d) Exceedir | ng Rs. 12 la | khs | |
| 6. | | | | | | complaints | | | goods or |
| | servi | ces and the | con | ipens | ation if an | y claimed is | s less than. | ••••• | |
| | a) Be | low Rs. 10,0 | 0,00 | 0 | | b) Be | elow Rs. 20, | 00,000 | |
| | , | low Rs. 40,00 | • | | | , | elow Rs. 50, | • | |
| 7. | The | Internation | ıal | Orga | nisation (| of Consume | ers Unions | s (IOCU) v | vas first |
| | | olished in | | | | | | | |
| | a) 19 | | | b)196 | | c)196 | 67 | d)1987 | |
| 8. | | umer aware | | | | _ | | | |
| | • | | | | | um Retail Pri | ice (MRP) | | |
| | • | nsumer awa | | | | - | | | |
| | • | | | ss abo | out price, q | uality, and e | xpiry date c | of the produc | et |
| _ | , | of the above | | | | | | | |
| 9. | _ | | | | led by the. | 1) 0 | | | |
| | • | ntral Govern | | | | , | ate Governr | | |
| | , - | group of cons | | | | , | l of the abov | <i>r</i> e | |
| 10 | | | | be pr | rotected ag | gainst | | | |
| | • | fects of prod | | | | | eficiencies o | | |
| | c) Un | tair and rest | | | - | s d) Al | | <i>r</i> e | |
| _ | | | | | | <u>rironmental</u> | | | |
| 1. | | | | | | 1 4 1 ' | | ••••• | •• |
| | ` ' | | | - | | y and Ambigu | uity | | |
| | ` ' | /alue, Unavo | | | | • | | (d) A11 C:: | 1 1 |
| _ | ` ' | • | | | - | ny and Auctio | | (d) All of the | ne above |
| 2. | GST | stands for | ••••• | ••••• | •••• | ••••• | ••••• | | |

| | (a) Goods and Social Tax (b) Goods and Service Tax |
|----|--|
| | (c) Goods and Sales Tax (d) Goods and Salary Tax |
| 3. | Factors within an organisation constitutesenvironment. |
| | (a) Internal Thinker (b) External Thinker (c) Fellow human beings (d) All of the above |
| | (c) Fellow human beings (d) All of the above |
| 4. | Macro Environment of business is anfactor. |
| | (a) Uncontrollable (b) Controllable |
| _ | (c) Manageable (d) Immanageable |
| 5. | The two major types of business environment are |
| | (a) Positive and Negative (b) Internal and External (c) Good and Bad (d) Allowable and Unallowable |
| 6 | Environment includes weather and climatic conditions. |
| Ο. | (a) Micro (b) Macro (c) Minimum (d) Maximum |
| | Chapter 20 Liberalization, Privatization and Globalization |
| 1. | is the result of New Industrial Policy which abolished the |
| | 'License System'. |
| | (a) Globalisation (b) Privatisation (c) Liberalisation (d) None of these |
| 2. | means permitting the private sector to setup industries which |
| | were previously reserved for public sector. |
| | (a) Liberalisation (b) Privatisation (c) Globalisation (d) Public Enterprise |
| 3. | Ownership makes bold management decisions due to |
| | their strong foundation in the international level. |
| _ | (a) Private (b) Public (c) Corporate (d) MNC's |
| 4. | |
| | economies to encourage the flow of goods, services, capital and labour. |
| 5 | (a) Privatisation (b) Liberalisation (c) Globalisation (d) Foreign Trade New Economic Policy was introduced in the year |
| | (a) 1980 (b) 1991 (c) 2013 (d) 2015 |
| | Chapter 21 The Sale Of Goods Act 1930 |
| 1. | Sale of Goods Act was passed in the year |
| | a)1940 b)1997 c)1930 d)1960 |
| 2. | Which of the below constitutes the essential element of contract of sale? |
| | a) Two parties b) Transfer of property c) Price d) All of the above |
| 3. | Which of the below is not a good? |
| | a) Stocks b) Dividend due c) Crops d) Water |
| 4. | In case of the sale, thehas the right to sell. |
| | a) Buyer b) Seller c) Hirer d) Consignee |
| 5. | The property in the goods means the |
| | a) Possession of goods b) Custody of goods |
| _ | c) Ownership of goods d) Both (a) and (b) |
| о. | Specific goods denote goods identified upon the time of |
| 7 | a) Agreement b) Contract c) Order d) Obligation In which of the following types the ownership is immediately transferred to |
| | In which of the following types, the ownership is immediately transferred to buyer? |
| | a) When goods are ascertained b) When goods are appropriate |
| | c) Delivery to the carrier d) Sale or return basis |
| | a, 222 01 200 01 200 01 000 00 00 00 00 00 00 00 00 00 00 |

| 8. | is a stipulation | n which | is collateral to | main p | urpose of c | ontract |
|-----|--------------------------------|------------|-------------------|---------------------------|-------------------|----------|
| | a) Warranty b) Condition | ion | c) Right | | d) Agreeme | nt |
| 9. | . Unpaid seller can exercise l | nis right | of lien over | the good | ls, where h | ie is in |
| | possession of the goods as | ••••• | | | | |
| | a) Owner of goods | | b) Agent o | of buyer | | |
| | c) Bailee for buyer | | d) All of the | hese | | |
| 10. | . The unpaid seller can exerci | se his rig | tht of stoppage | e of good | ls in transi | t where |
| | the buyer | | | | | |
| | a) Becomes insolvent | | b) Refuse | s to pay p | orice | |
| | c) Payment of price | | d) Both (b | o) and (c) | | |
| | Chapter 22 Th | | | | | |
| 1. | Negotiable Instrument Act w | as passed | i in the year | • • • • • • • • • • • • • | | • |
| | a. 1981 b. 1881 | c. 1994 | 1 d. 1 | 1818 | | |
| 2. | Negotiable Instrument is | freely | transferable | by de | elivery if | it is |
| | ainstrument. | | | | | |
| | a. Order b. Bearer | c. Both | na&b d.I | None of th | ne above | |
| 3. | The transferee of a Negotiable | e Instrun | nent is the one | e | ••••• | |
| | a. Who transfer the instrument | : 1 | o. On whose na | me it is t | ransferred | |
| | c. Who enchases it | C | d. None of the a | lbove | | |
| 4. | Number of parties in a bill of | exchange | e are | •••• | | |
| | a. 2 b. 6 | c. 3 | d. 4 | | | |
| 5. | Section 6 of Negotiable Instru | uments A | ct 1881 deals | with | • • • • • • • • • | |
| | a. Promissory Note b. Bills of | | | | | ove |
| 6. | cannot be | | _ | | | |
| | a. Cheque | | b. Promis | sorv Note | <u>.</u> | |
| | c. Bills of exchange | | d. None o | 5 | | |
| 7. | When crossing restrict furthe | r negotia | | | | |
| | a. Not negotiable crossing | | | | ıg | |
| | c. A/c payee crossing | | d. Specia | | _ | |
| 8. | Which endorsement relieves | the endo | - | _ | | e event |
| | of dishonour | | | J | • | |
| | a. Restrictive b. Facula | tive c | c. Sans recours | e | d. Condition | nal |
| 9. | . A cheque will become stale a | | | | | |
| | | , | | | | |
| 10. | . Document of title to the goo | ds exclud | le | • | | |
| | a. Lorry receipt b. Railway | | | | d. Invoice | |
| | | | Of Entrepren | | | |
| 1. | Which of the below is a factor | | | | | |
| | (a) Land (b) Labour | _ | | (d) All | of the above | e |
| 2. | Entrepreneur is not classified | ` ' | | () | | |
| | (a) Risk Bearer (b) Innova | | | (d) Ora | ganizer | |
| 3. | What are the characteristics | • | , 1 | (3) | 5 | |
| ٠. | (a) Spirit of enterprise | | b) Flexibility | | | |
| | (c) Self Confidence | • | d) All of the abo | ove | | |
| 4. | Which of the below is not cla | • | , | | ns? | |
| •• | (a) Planning (b) Marke | | _ | | (d) Controlli | ing |
| | (a) I milling | (| o, organizing | | (a) Controll | ·b |

| 5. | Which of the belo | w is a commercial | function? | | |
|-----|--------------------|----------------------|--------------------|---------------------|--------------------|
| | (a) Accounting | (b) Coordination | (c) Discovery of | idea (d | l) Planning |
| | | Chapter 24 Typ | es of Entrepren | eurs | |
| 1. | Choose the type | of entrepreneur tha | at isn't based on | function: | ••••• |
| | a. Innovative | b. Classical | c. Fabian | d. Dron | e |
| 2. | Choose the type | of Entrepreneur th | at is not based o | n Motivat | ion: |
| | a. Pure | b. Corporate | c. Spontaneous | d. Indud | ced |
| 3. | Which of the follo | owing is the Activit | ty of a Business | Entrepren | eur? |
| | a. Production | b. Marketing | c. Operation | d. All of | the above |
| 4. | Find the odd one | out in context of | rading Entrepre | eneur | •••• |
| | a. Selling | b. Commission | c. Buying | d. Manı | ufacturing |
| 5. | Corporate Entrep | reneur is also calle | ed as | | |
| | a. Intrapreneur | b. Promoter | c. Manager | d. Share | eholder |
| 6. | | Fruits etc are calle | | | |
| | a. Corporate | b. Retail | c. Trading | d. Agric | ultural |
| 7. | | Entrepreneur Su | | | |
| | | b. Banking | | | tock |
| 8. | Motive of a Pure | Entrepreneur is | | | |
| | | ce b. Earning profit | | | . Both b & c |
| 9. | | based on Technolo | | | |
| | a. Modern | b. Professi | onal c. Corpor | ate | d. Industrial |
| 10. | Which of the belo | w is not a Charact | eristic of a Fabia | an Entrepr | eneur? |
| | | b. Risk ave | | - | |
| | Chapter 25 G | overnment Schem | es For Entreprer | <u> 1eurial Dev</u> | zelopment |
| 1. | The | initiative wa | s launched to | modern | ize the Indian |
| | economy to make | e all governments s | services available | e electroni | ically. |
| | a) Standup India | b) Startup India | c) Digital Ind | lia d) | Make in India |
| 2. | is designed | to transform India | to a global desig | gn and mar | nufacturing hub. |
| | a) Digital India | b) Make in India | c) Startuj | p India d) | Design India |
| 3. | i | s the Government | of India's endea | vour to pr | omote culture of |
| | innovation and e | ntrepreneurship. | | | |
| | a) AIM b) S | STEP c) SI | EED d) A | AIC | |
| 4. | s | should cover aspec | ts like sources o | of finance, | technical know- |
| | how, source of la | bour and raw mate | rial, market pote | ential and | profitability. |
| | a) Technical Repor | t b) Finance Repor | rt c) Project Re | eport d) | Progress Report |
| 5. | ha | s to include the | mechanism for | managing | venture in the |
| | project report. | | | | |
| | a) Banker b) (| Government c) I | ending Institutio | ns d) | Entrepreneur |
| | | Chapter 26 Co | mpanies Act 20 | <u>13</u> | |
| 1. | The Company wil | ll have to issue the | notice of situat | ion of Reg | gistered Office to |
| | the Registrar | of Companies w | ithind | lays from | ı the date of |
| | incorporation. | | | | |
| | (a) 14 days (b) | 21 days (c) 30 l | Days (d) 60 |) Days | |
| 2. | | n who envisages th | | | called? |
| | | Company Secretary | | | |
| | | - | · · · - | | |

| 3. | | capital a compan | y pays the prescribed | fees at the time of | | | | | |
|-----|--|--------------------|--------------------------|-----------------------|--|--|--|--|--|
| | registration? | o1 | (b) Authorized C | onital | | | | | |
| | (a) Subscribed Capit | aı | (b) Authorised C | - | | | | | |
| 1 | (c) Paid-up Capital | ing truncs of al | (d) Issued Capita | | | | | | |
| 4. | 4. Which of the following types of shares are issued by a company to r capital from the existing shareholders? | | | | | | | | |
| | - | isting snarenoide | | _ | | | | | |
| | (a) Equity Shares | | (b) Rights Share | | | | | | |
| _ | (c) Preference Shares | | (d) Bonus Share | | | | | | |
| 5. | | | be passed to choo | | | | | | |
| | _ | | ithin the town or villa | - | | | | | |
| 6 | ` ' | ` ' - ` ` ' | Either Ordinary or Speci | ial (d) Board | | | | | |
| о. | Who can issue stock? | | | | | | | | |
| 7 | (a) Public (b) Private (c) One Person (d) Small | | | | | | | | |
| 7. | (a) Share Certificate (b) Share (c) Share Warrant (d) Stock | | | | | | | | |
| 0 | ` ' | ` ' | ` ' | | | | | | |
| 0. | _ | | e existing shareholde | er at free of cost is | | | | | |
| | known as | | (a) Dight Chara (d) 1 | Proforman Chara | | | | | |
| 0 | | · = - | (c) Right Share (d) I | | | | | | |
| 9. | | | the existing sharehol | der at reduced price | | | | | |
| | is known as | | (a) Digitat Chang (d) D | hactonom on Chama | | | | | |
| 10 | | | (c) Right Share (d) P | | | | | | |
| 10. | - | t 2013 Pronibits | the issue of shares a | itto the | | | | | |
| | public. | (b) Don (a) Di | incount (d) Poth or | t nor and Dramium | | | | | |
| | (a) Premium | | scount (d) Both a | i par and Premium | | | | | |
| 1 | A norson Chall hal | | mpany Management | | | | | | |
| 1. | the Companies Act | | ector in | companies as per | | | | | |
| | - | | (c) 20 companies | (d) 15 companies | | | | | |
| 2 | | | ointed by a financial in | | | | | | |
| 4. | (a) Nominee | (b) Additional | • | (d) Shadow | | | | | |
| 3 | \ / | • • | imum of | ` ' | | | | | |
| ٥. | - · | | (c) Three directors | | | | | | |
| 4 | ` ' | | mum of | ` ' | | | | | |
| т. | (a) Twelve | (b) Seven | (c) Three | | | | | | |
| 5 | · / | | Share Capital of Rs | · / | | | | | |
| 0. | | | n small shareholders. | 01 111010 | | | | | |
| | (a) One | (b) Three | (c) Five | (d) Seven | | | | | |
| 6 | ` ' | ` ' | e of the following pow | ` ' | | | | | |
| 0. | by the Board of Dire | | c of the following pow | cis can be excitised | | | | | |
| | (a) Power to sell the | | alzings | | | | | | |
| | (b) Power to make ca | | akiiigs | | | | | | |
| | ` ' | | | | | | | | |
| | (c) Power to borrow money in excess of the paid up capital(d) Power to reappoint an auditor | | | | | | | | |
| 7 | ` ' | | ring about | 3 | | | | | |
| 1. | | <u> </u> | ring shares | ٠٠٠٠٠ ٦ | | | | | |
| | (a) Directors appoint | | | | | | | | |
| | (b) Directors appoint | ed to Shareholders | 8 | | | | | | |

| | ` ' | | ointed to Mana ointed to Board | | | | | | | | |
|-----|--|-------------|-------------------------------------|-----------------------------------|---------------------|--|---|------------------|-----|--|--|
| 8. | ` ' | | cue of Directo | | | | of the c | ompany? | | | |
| | (a) Banker (b) Holder | | _ | - | | = * | | | | | |
| 9. | ` ' | | ` ' | | ` ' | • | ` , | be appointed | by | | |
| | the | • • • • • • | •• | | | | | | | | |
| | (a) Central Government(c) Company in General Meeting | | | (b) Company Law Tribunal | | | | | | | |
| | | | | (d) Board of Directors | | | | | | | |
| 10. | The Board | of Di | rectors can e | xercise | e the 1 | the power to appoint directors in the case | | | | | |
| | of | f | | | | | | | | | |
| | (a) Additional Directors | | | (b) Filling up the Casual vacancy | | | | | | | |
| | (c) Alternate Directors | | | (d) All the above | | | | | | | |
| | Chapter 28 Company Secretary | | | | | | | | | | |
| 1. | | | tus of a Com | | | • | | | | | |
| | • | | • | - | | = | d) An em | ployee contracto | or | | |
| 2. | | | e a secretary | | _ | - | 4. | | | | |
| | a) Individual person | | , | | | | | | | | |
| _ | , - | | | | d) Trade unions | | | | | | |
| 3. | Which meeting will be held only on | | | | | c) Extra – ordinary d) Class General | | | | | |
| | | | | | | | | | | | |
| 4. | | | | | | m | • | times in a year | • | | |
| _ | a) 2 b) 3 | | c) 4 | , | | | | of the same an | | | |
| 5. | | | - | | | | _ | of the company | y P | | |
| 6 | a) Auditor | | • | | | | | d) Directors | | | |
| 0. | Mention the company which need not convene the Statutory Meeting. a) Widely held public b) Private Limited | | | | | | | | | | |
| | a) Widely held publicc) Public Limited | | d) Guarantee having a share capital | | | | | | | | |
| 7. | 7. From the date of its incorporation the First Annual General Meeting | | | | | | | | | | |
| | conducted withinmonths. | | | | | | | | | | |
| | (a) Twelve | | (b) Fifteer | | | Eighteen | (d) T | wenty one | | | |
| 8. | () | ntag | ` ' . | | ` ' | O | ` , | J | | | |
| | What percentage of shareholders is needed to pass special resolution? a) It must be unanimous b) Not less than 90% | | | | | | | | | | |
| | c) Not less than 75% | | | d) More than 50% | | | | | | | |
| 9. | | | | | vith tl | ith the Registrar within | | | | | |
| | a) 7 days | | b) 14 day | | | 0 days | d) 60 | | | | |
| 10. | A special re | solu | tion is requir | ed to | ••••• | ••••• | • | | | | |
| | a) Redeem the debentures | | | | b) Declare dividend | | | | | | |
| | c) Appoint directors | | | | d) Appoint auditor | | | | | | |
| | | | | | | | | | | | |