

SUB : COMMERCE

STD : XII

PART - I

MARKS : 90

TIME : 3 Hrs

20 x 1 = 20

I .Choose the correct answer:

1. Scientific management is developed by _____
a) Fayol b) Taylor c) Mayo d) Jacob
2. Which is the first step in process of MBO?
a) Fixing Key Result Area c) Matching Resources with Activities
b) Appraisal of Activities d) Defining organisational objectives
3. Primary market is a Market where securities are traded in the _____
a) First Time b) Second Time c) Three Time d) Several Time
4. The market for buying and selling commercial Bills of exchange is known as a _____
a) Commercial paper Market c) Commercial Bill Market
b) Treasury Bill Market d) Capital Market
5. _____ is the oldest stock exchange in the world.
a) London Stock Exchange c) National Stock Exchange
b) Bombay Stock Exchange d) Amsterdam Stock Exchange
6. The headquarters of SEBI is _____
a) Calcutta b) Bombay c) Chennai d) Delhi
7. Transfer is an _____ source of recruitment
a) Internal b) External c) Outsourcing d) None of the above
8. Selection is usually considered as a _____ process.
a) Positive b) Negative c) Natural d) None of these
9. Improves skill levels of employees to ensure better job performance _____
a) Training b) Selection c) Recruitment d) Performance appraisal
10. One who promotes (or) Exchange of goods or services for money is called as _____
a) Seller b) Marketer c) Customer d) Manager
11. In the following variables which one is not the variable of marketing mix?
a) Place Variable b) Product Variable c) Program Variable d) Price Variable
12. Which is gateway to internet?
a) Portal b) CPU c) Modem d) Webnaire
13. The consumer protection Act came into force with effect from _____
a) 1-1-1986 b) 1-4-1986 c) 15-4-1987 d) 15-4-1990
14. As the consumer is having the rights, they are also having _____
a) Measures b) Promotion c) Responsibilities d) Duties
15. The state commission can entertain complaints where the value of the goods or services and the compensation, if any claim exceed.
a) ` 2 lakhs but does not exceed ` 5 lakhs c) ` 3 lakhs but does not exceed ` 5 lakhs
b) ` 20 lakhs but does not exceed ` 1 crore d) ` 4 lakhs but does not exceed ` 20 lakhs
16. New Economic policy was introduced in the year _____
a) 1980 b) 1991 c) 2013 d) 2015
17. Number of parties in a bill of exchange are
a) 2 b) 6 c) 3 d) 4
18. Which of the below is a factor of production?
a) Land b) Labour c) Entrepreneurship d) All of the above

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19. _____ is the Government of India's endeavour to promote culture of innovation and entrepreneurship.
- a) AIM b) STEP c) SEED d) AIC
20. What is the statue of Directors who regulate money of the company.
- a) Banker b) Holder c) Agent d) Trustees

PART - IIII. Answer any 7 questions (Q.No.30 Compulsory)

7 x 2 = 14

21. State the meaning of Authority?
22. What is meant by Regulated market?
23. What are the managerial functions of HRM?
24. What is an interview?
25. Give two examples of adulteration.
26. What is a contingent goods?
27. Define cheque.
28. Who is a agricultural entrepreneur?
29. Name any two Governmental Entrepreneurial Schemes.
30. Write a short note on Quorum.

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III. Answer any 7 questions. (Q.No.40 Compulsory)

7 x 3 = 21

31. What are the management principles of Taylor?
32. State the importance of staffing.
33. Who are the participants of Money market?
34. What are the characteristics of Human resources? (Any - 3)
35. What is vestibule training?
36. Who are the members of the National Commission?
37. State any three impacts of Globalisation.
38. Distinguish between entrepreneur and Manager.
39. What do you understand by Issue of securities at premium?
40. Explain Niche marketing.

PART - IVIV. Answer all the questions:

7 x 5 = 35

41. a) Explain the principles of modern management. (or)
- b) Write any 5 differences between New Issue Market and Secondary Market.
42. a) What are the disadvantages of MBE? (Any - 5) (or)
- b) What are the characteristics of Government Securities? (or)
43. a) How the market can be classified? (or)
- b) What are the objectives of consumer Protection Act 1986? (Any - 5) (or)
44. a) Distinguish between condition and warranty. (or)
- b) What are the various kinds of Debentures? (Any - 5) (or)
45. a) Discuss the characters of a capital market. (or)
- b) What are the functions of SEBI? (Any - 5) (or)
46. a) Explain the characteristics of Human Resource. (Any - 5) (or)
- b) Briefly state different types of company meeting. (or)
47. a) What are the features of stock Exchange. (Any - 5) (or)
- b) Discuss in detail the features of a cheque.