

## BLUE STARS HIGHER SECONDARY SCHOOL

## PRE- BOARD EXAMINATION

## COMMERCE

Class : XII

REG NO : \_\_\_\_\_

Time Allowed : 3 Hours

Maximum Marks : 90

Instructions:

1. Check the question paper for fairness of printing. If there is any lack of fairness, inform the Hall Supervisor immediately
2. Use Black or Blue to write

**PART –I****Answers all the question:**

**Choose the most appropriate answers from the given four alternatives and write the option code and the corresponding answers.**

1. Dividing the work into small tasks is known as  
a) Discipline                      b) Unity                      c) Division of work                      d) Equity
2. 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
3. There are \_\_\_\_\_ stock exchange in the country.  
a) 21                      b) 24                      c) 20                      d) 25
4. Which one of the following is not the feature of human resource management?  
a) Goal oriented                      b) Incorporate change                      c) Systematic approach  
d) Intangible
5. Advertisement is a \_\_\_\_\_ source of recruitment  
a) Internal                      b) external                      c) agent                      d) outsourcing
6. \_\_\_\_\_ is useful to prevent skill obsolescence of employees  
a) Training                      b) Job analysis                      c) Selection                      d) Recruitment

7. "Market includes both place and region in which buyers and sellers are in free competition with one another." The definition of market is said by
- a) Clark and Clark    b) Jonathan Baker    c) Pyle    d) Kotler
8. 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
9. As the consumer is having the rights, they are also having \_\_\_\_\_.
- a) Measures    b) Promotion    c) Responsibilities    d) Duties
10. Who is the council minister for GST
- a) Smt. Nirmala Sitharaman    b) S. Jaishankar    c) Shivraj Singh Chouhan    d) Manohar Lal Khattar
11. New Economic Policy was introduced in the year \_\_\_\_\_.
- (a) 1980    (b) 1991    (c) 2013    (d) 2015
12. Sale of Goods Act was passed in the year
- a) 1940    b) 1997    c) 1930    d) 1960
13. Section 6 of Negotiable Instruments Act 1881 deals with
- a) Promissory Note    b) Bills of exchange    c) Cheque    d) None of the above
14. What are the characteristics of an entrepreneur?
- (a) Spirit of enterprise    (b) Flexibility    (c) Self Confidence    (d) All of the above
15. Which of the below is not a Characteristic of a Fabian Entrepreneur?
- a. Conservative    b. Risk averse    c. Sceptical    d. Adaptive
16. The \_\_\_\_\_ initiative was launched to modernize the Indian economy to make all governments services available electronically.
- a) Standup India    b) Startup India    c) Digital India    d) Make in India
17. How does a person who envisages the idea to form a company called?
- (a) Director    (b) Company Secretary    (c) Registrar    (d) Promoter

18. A person who is not the member of Board but has some power to run it can be appointed as the director but according to his/her wish is called as

a) Shadow director    b) Alternate Directors    c) Additional Directors    d) All of these

19. A Private Company shall have a minimum of \_\_\_\_\_.

(a) Seven directors                      (b) Five directors    (c) Three directors    (d) Two directors

20. Which of the following is the principal of Modern management

a) Planning                      b) organising                      c) order                      d) co-dominating

### PART-II

**Note: Answers any Seven Questions. Q.No.30 is Compulsory**

21. What do you mean by Span of management?

22. Write a note on OTCEI.

23. What are the types of Speculator?

24. What is meant by Poaching?

25. What is Ambush marketing?

26. What is Caveat Venditor?

27. What is Privatisation?

28. What is meant by goods?

29. What is Debentures?

30. How will conduct the Annual General Meeting. Explain Annual General Meeting.

### PART-III

**Note: Answers any Seven Questions. Q.No.40 is Compulsory**

31. Explain Bull and Bear.

32. What are the various kinds of Capital Market? Explain (any 3)

33. Define the term Human Resource Management.

34. What do you mean by achievement test?

35. What do you mean by marketing mix? Write any two elements.

36. What is meant by artificial scarcity?

37. What are the rights of consumer according to John F. Kennedy?

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38. What do you understand by “Right to redressal”.
39. Distinguish between Negotiability and Assignability. (any 3)
40. Is management is Art or Science – Explain?

**PART-IV**

**Answers the following.**

41. a) Explain the various functions of management. (any 5)  
(OR)  
b) How consumers are exploited? (any 5)
42. a) Discuss about the Evolution of marketing.(any 5)  
(OR)  
b) Distinguish between Conditions and Warranty.
43. a) What are the functions of SEBI? (any 5)  
(OR)  
b) Distinguish between New issue market and Secondary Market. (any 5)
44. a) Briefly explain the various types of tests.(any 5)  
(OR)  
b) Distinguish a cheque and a bill of exchange. (any 5)
45. a) Explain any five Government Entrepreneurial schemes.  
(OR)  
b) Explain the advantages and disadvantages of liberalisation. (any 5)
46. a) Explain the External sources of Recruitment (any 5).  
(OR)  
b) Explain the overall performance of National Commission.
47. a) Briefly state different types of company meetings.  
(OR)  
b) Discuss the challenges faced by Women Entrepreneurs. (any 5)