

Vellore District
SECOND REVISION TEST - 2025
XII - Standard
COMMERCE
Part - A

Time: 3.00 hrs

Marks:90

I. Choose the correct Answer:

20x1=20

1. Which one is the example of Intangible Product?
 a) Education b) Mobiles c) Garments d) Vehicles
2. Selection is usually considered as a _____ process.
 a) Positive b) Negative c) Natural d) None of these
3. The Chairman of the National Consumer Disputes Redressal Council is _____
 a) Serving (or) Retired Judge of the Supreme Court of India
 b) Prime Minister
 c) President of India
 d) None of the above
4. MBO is popularised in the USA by _____
 a) Prof. Reddin. b) George odione c) Henry Fayol d) F.W. Taylor
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. Which meeting will be held only once in the life time of the company?
 a) Statutory b) Annual General c) Extra-ordinary d) Class General
7. New Economic Policy was introduced in the year _____
 a)1980 b) 1991 c) 2013 d) 2015
8. _____ has to include the mechanism for managing venture in the project report.
 a) Banker b) Government c) Lending Institutions d) Entrepreneur
9. Which is the Primary function of Management?
 a) Innovating b) Controlling c) Planning d) Decision-making
10. The Headquarters of SEBI is _____
 a) Calcutta b) Bombay c) Chennai d) Delhi
11. Advertisement is a _____ source of recruitment.
 a) Internal b) external c) agent d) Out Sourcing
12. Selling goods / services through internet is
 a) Green marketing b) E-business c) Social marketing d) Meta marketing.
13. 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
14. The marketer initially wants to know the marketing is _____
 a) Qualification of the customer b) Quality of the product
 c) Background of the customer d) Needs of the customer
15. A marketable document of title to a time deposit for a specified period may be referred to is a _____
 a) Treasury Bill b) Certificate of Deposit
 c) Commercial Bill d) Government Securities
16. 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

- (2)
17. Improves Skill Levels of employees to ensure better job performance.
 a) Training
 b) Selection
 c) Recruitment
 d) Performance appraisal
18. How does a person who envisages the idea to form a company called?
 a) Director
 b) Company Secretary
 c) Registrar
 d) Promoter
19. Entrepreneur is not classified as
 a) Risk Bearer
 b) Innovator
 c) Employee.
 d) Organizer
20. 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

Part - B

II Answer any seven of the following. (Q.No. 30 is compulsory)

7x2=14

21. What is the other name of business entrepreneur?
 22. What are the rights of consumer according to John.F.Kennedy?
 23. Write any two objectives of SEBI.
 24. Mention any two disadvantages of Liberalisation.
 25. Mention any two advantages of MBO?
 26. What are the four stages of formation of a company?
 27. Mention two characteristics of Human Resources.
 28. Define Marketing Mix.
 29. What is Spot Market?
 30. List down the essential elements of a contract of sale.

Part - C

III Answer any seven of the following. (Q.No. 40 is compulsory)

7x3=21

31. What are the features of Treasury Bills? (Any 3)
 32. Draw the two different types of Crossing?
 33. What are the Principles of 'Taylor'?
 34. Write the importance of consumerism. (Any 3)
 35. Explain Stag and Lame Duck.
 36. List down the commercial functions of Entrepreneur and explain them shortly. (Any 3)
 37. What is Special resolution?
 38. Explain the types of market on the basis of time?
 39. What do you know about Technological environment?
 40. What is Stress Interview?

Part - D

IV Answer all the questions.

7x5=35

41. a) Discuss the challenges faced by Women Entrepreneurs. (any 5) (OR)
 b) Discuss about the Evolution of marketing. (any 5)
42. a) What are the difference between the Job training and off the Job training? (any 5) (OR)
 b) State the qualification of Director.
43. a) Explain the concept of Managements. (any 5) (OR)
 b) Explain the micro environmental factors of business. (any 5)
44. a) Discuss the role of Financial Market. (OR)
 b) Explain any five Government Entrepreneurial Schemes?
45. a) Explain in detail how traditional marketing differ from E-marketing. (OR)
 b) Explain the duties of Consumers. (any 5)
46. a) Distinguish a cheque and a bill of exchange. (any 5) (OR)
 b) What are the advantages of MBE? (any 5)
47. a) What are the functions of SEBI? (any 5) (OR)
 b) Explain the External Sources of Recruitment. (any 5)

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