



Padalsalai's Telegram Groups!

(தலைப்பிற்கு கீழே உள்ள லிங்கை கிளிக் செய்து குழுவில் இணையவும்!)

- **Padalsalai's NEWS - Group**
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- **Padalsalai's Channel - Group**
<https://t.me/padasalaichannel>
- **Lesson Plan - Group**
<https://t.me/joinchat/NIfCqVWwo5iL-21gpzrXLw>
- **12th Standard - Group**
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- **11th Standard - Group**
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- **10th Standard - Group**
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- **9th Standard - Group**
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- **6th to 8th Standard - Group**
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- **1st to 5th Standard - Group**
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- **TET - Group**
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- **PGTRB - Group**
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- **TNPSC - Group**
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12th COMMERCE SLOW LEARNERS IMPORTANT QUESTIONS**2019 - 20**

UNIT – I		
2 MARK	3 MARK	5 MARK
1. What is management? 2. Who is manager? 3. Write a short note about planning? 4. What is meant by Motivation? 5. Define MBO? 6. What is known as KRA?	1. Differentiate management and Administration? 2. State the importance of staffing? 3. Write the features of MBO?	1. Explain the principles of Modern Management? 2. Explain the various functions of management?
UNIT -2		
7. What are the components of organized sectors? 8. What is capital market? 9. Write a note on OTCEI? 10. Define the term "Money Market"? 11. What are the Instruments of Money Market?	4. Give the meaning and definition of financial market? 5. Write a note on Secondary market? 6. What are the various kinds of Capital Market? Explain? 7. Write a note on NCDS? 8. Explain the types of Treasury Bills? 9. What are the types of Commercial Bill?	3. Discuss the role of financial market? 4. Discuss the characters of a capital Market? 5. Briefly explain the functions of capital market? 6. Define Money Market and capital Market. Explain the difference between the Money Market and Capital Market? 7. What are the features of Government Securities?
UNIT – 3		
12. Define Stock Exchange? 13. Write any Five Stock Exchange in India? 14. What is meant by Remisier? 15. Who is called a Broker? 16. What are the types of Speculator?	10. Explain Bull and Bear? 11. Explain Stag and Lame Duck? 12. Write is the power of SEBI under Securities Contract Act? 13. What is meant by Insiders Trading?	8. Explain the functions of Stock Exchange (Any five) 9. Explain Lombard Street and Wall Street? 10. What are the functions of SEBI?

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17. Explain Dalal Street? 18. Write short notes on SEBI? 19. What is Demat Account?		
UNIT – 4		
20. What is HRM? 21. State two features of HRM? 22. What is promotion? 23. What is intelligence test? 24. What is meant by training? 25. State e-learning method?	14. Give the points of difference between HR and HRM? 15. Define the term Recruitment? 16. What is Stress Interview? 17. What is aptitude test? 18. What do you mean by on the job training?	11. Elaborate on the Managerial functions of Human Resource Management? 12. Explain the different methods of recruitment? 13. Explain the important methods of interview? 14. What are the differences between on the Job training and off the Job training?
UNIT – 5		
26. What is Market? 27. Define Marketer? 28. What is mean by Regulated Market? 29. Define Product? 30. What is Green Marketing? 31. Define E-Marketing?	19. What can be marketed in the market? 20. Explain the types of market on the basis of time? 21. List down the functions of Marketer? 22. What are the objectives of Marketing? 23. Discuss the objectives E-Marketing?	15. How the market can be classified? 16. Explain in detail how traditional marketing differ from E-Marketing?
UNIT – 6		
32. Who is Consumer? 33. Define Consumerism? 34. What is Caveat Emptor? 35. What do you understand about Right to	24. What are the three constituent elements of business? 25. What are the important legislations related to consumerism in India?	17. How consumers are exploited? 18. What are the salient features of the Consumer Protection Act, 1986? 19. What are the rights of Consumers?

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Safety? 36. What are the rights of Consumer according to John F. Kennedy? 37. What do you mean by Redressal Mechanism? 38. State the meaning of the term State Commission? 39. What is an term District Forum?	26. Define "Consumers Rights" 27. Is Consumer Protection Necessary? 28. Who are the members of the National Commission?	
UNIT – 7		
40. Define Business Environment? 41. What is GST? 42. Expand VUCA? 43. What is Mixed Economy? 44. State the branches of New Economic Policy? 45. What is Privatisation? 46. Give any three advantages of Globalisation?	29. What are the functions of the GST Council? 30. Write a note on future environment of business? 31. What do you know about Technological environment? 32. What do you mean by Liberalisation? 33. Explain the Concept of Privatisation? 34. State any three impacts on Globalisation?	20. Discuss the role of macro environment of business? 21. Explain the impact of LPG on Indian Economy?
UNIT – 8		
47. What is a Contract of Sale of Goods? 48. List down the essential elements of a contract of sale 49. What is meant by goods? 50. What do you understand by Warranty? 51. What is meant by Negotiable Instrument?	35. Explain the meaning of Agreement to sell? 36. Discuss in detail about existing goods? 37. Distinguish between Bill of Exchange & Promissory Note? 38. Discuss the two different types of Crossing?	22. Explain in detail the elements of contract of sale? 23. Distinguish between sale and agreement to sell? 24. Mentions the presumptions of Negotiable Instruments?

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52. Define bill of exchange? 53. What is meant by Cheque? 54. Define Endorsement?		
UNIT – 9		
55. List down the managerial functions of entrepreneurs? 56. Define Entrepreneur? 57. Mention the other name of business entrepreneur? 58. Who are agricultural entrepreneur? 59. Give a note on Digital India? 60. State any three entrepreneurial development schemes of Government of Tamil Nadu?	39. Distinguish between entrepreneur and Manager? 40. List down the commercial functions of Entrepreneur and explain them shortly? 41. What is political environment? 42. Explain about the agricultural entrepreneur? 43. What is Start-up India?	25. Distinguish between the rural and urban entrepreneur? 26. Explain any five Government Entrepreneurial Schemes?
UNIT – 10		
61. Who is called as Promoters? 62. What is Share? 63. What is Sweat Equity Shares? 64. What are debentures? 65. Define Director? 66. Name the companies required to appoint KMP? 67. Who is Whole time director? 68. Who is called as Managing Director? 69. Who can be Executive Director? 70. Who is Secretary? 71. Write Short note on Proxy?	44. What is issue of shares at discount? What conditions should be fulfilled? 45. When are alternative directors appointed? 46. What is Special Resolution? 47. What do you mean by Statutory Meeting?	27. Write the difference between debentures and Shares? 28. State the qualification of Directors? 29. What are the duties of directors? 30. Elaborate the functions of the company Secretary?