



Padalsalai's Telegram Groups!

(தலைப்பிற்கு கீழே உள்ள லிங்கை கிளிக் செய்து குழுவில் இணையவும்!)

- **Padalsalai's NEWS - Group**
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- **Padalsalai's Channel - Group**
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- **Lesson Plan - Group**
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- **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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Marks: 45

Duration: 1.30 Hrs.

10*1=10

I. Choose the Correct answers:

1. With a wider span, there will be _____ hierarchical levels.
a) More b) Less c) Multiple d) Additional
2. Distribution of work in group wise or section wise is called as _____.
(a) Co-coordinating (b) Controlling (c) Staffing (d) Organizing
3. _____ keeps Management Alert to Opportunities and Threats by Identifying Critical Problems. (a) MBA (b) MBE (c) MBM (d) MBO
4. Financial market facilitates business firms
a) To rise funds b) To recruit workers
c) To make more sales d) To minimize fund requirement
5. When the NSEI was established
a) 1990 b) 1992 c) 1998 d) 1997
6. Participants in the capital market includes
a) Individuals b) Corporate c) Financial Institutions d) All of the above
7. 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
8. Risk in the Money Market is _____.
a) High b) Market Risk c) Low Credit and Market Risk d) Medium Risk
9. 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
10. A bull operator believes in
a) Increase in Prices b) Decrease in Prices c) Stability in Prices d) No change in Prices

II. Very short answer Questions-Ans any 4 (Q.No 13 Compulsory)

4*2=8

11. What do you mean by Span of management?
12. What is meant by Motivation?
13. What is known as KRA?
14. Write a note on financial market
15. What do you meant by Switching?
16. Define Stock Exchange.

III. Short answer Questions - Ans any 4 (Q.No 22 Compulsory)

4*3=12

17. What are the principles of Taylor?
18. State the importance of staffing
19. What are the Process of MBE?
20. Differentiate spot market from future market.
21. Write a note on National Clearance and Depository System (NCDS).
22. Explain Bull and Bear

IV. Long answer Questions

3*5=15

23. Explain the principles of modern management.

OR

What are the major advantages of MBO?

24. Enumerate the different kinds of financial markets

OR

Briefly explain the functions of capital market.

25. Define Money Market and Capital Market. Explain the difference between the Money Market and Capital Market.

OR

Explain the Benefits of Stock Exchange.

Prepared by
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PGT Commerce

Marks: 45

Duration: 1.30 Hrs.

I. Choose the Correct answers:**10*1=10**

1. Registering and controlling the functioning of collective investment schemes as _____
a) Mutual Funds b) Listing c) Rematerialisation d) Dematerialization
2. Planning is a ----- function.
a) selective b) pervasive c) both a and b d) none of the above
3. Advertisement is a ----- source of recruitment
a) internal b) external c) agent d) outsourcing
4. Selection is usually considered as a----- process
a) Positive b) Negative c) Natural d) None of these
5. Identify the test that acts as an instrument to discover the inherent ability of a candidate.
a) Aptitude Test b) Attitude Test c) Proficiency Test d) Physical Test
6. When trainees are trained by supervisor or by superior at the job is called
a) Vestibule training b) Refresher training c) Role play d) Apprenticeship training
7. The Spot market is classified on the basis of .
a) Commodity b) Transaction c) Regulation d) Time
8. Stock Exchange Market is also called
a) Spot Market b) Local Market c) Security Market d) National Market
9. 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
10. Who is supreme in the Market?
a) Customer b) Seller c) Wholesaler d) Retailer

II. Very short answer Questions-Ans any 4 (Q.No 14 Compulsory)**4*2=8**

11. What is Demat account?
12. What is Human Resource Management?
13. Give the meaning of Recruitment
14. What do you mean by placement?
15. What is Role play?
16. What is mean by Regulated Market?

III. Short answer Questions - Ans any 4 (Q.No 17 Compulsory)**4*3=12**

17. Draw the organization structure of SEBI.
18. What are the features of Human resources?
19. State the steps in Recruitment process.
20. What is structured interview?
21. What is vestibule training?
22. What are the objectives of marketing?

IV. Long answer Questions**3*5=15**

23. Explain the powers of SEBI.

OR

Describe the significance of Human Resource Management.

24. Differentiate Recruitment and Selection

OR

What is the difference between on the job training and off the job training?

25. How the market can be classified?

OR

Narrate the Elements of Marketing mix.

Marks: 45

Duration: 1.30 Hrs.

I. Choose the Correct answers:

10*1=10

1. Social marketing deals with
 - a. Society
 - b. Social Class
 - c. Social change
 - d. Social evil
2. 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
3. The General Assembly of United Nations passed resolution of consumer protection guidelines on
 - a) 1985
 - b) 1958
 - c) 1986
 - d) 1988.
4. It is the responsibility of a consumer that he must obtain----- as a proof for the purchase of goods.
 - a. Cash receipt
 - b. Warranty card
 - c. Invoice
 - d. All of these
5. The Chairman of the District Forum is _____
 - a) District Judge
 - b) High Court Judge
 - c) Supreme Court Judge
 - d) None of the above
6. A consumer has to be protected against
 - a) Defects of product
 - b) Deficiencies of product
 - c) Unfair and restrictive trade practices
 - d) All of the above
7. VUCA stands for ____, ____, ____, ____.
8. Sale of Goods Act was passed in the year
 - a) 1940
 - b) 1997
 - c) 1930
 - d) 1960
9. _____ is a stipulation which is collateral to main purpose of contract:
 - a) Warranty
 - b) Condition
 - c) Right
 - d) Agreement
10. ----- results from the removal of barriers between national economies to encourage the flow of goods, services, capital and labour.
 - (a) Privatisation
 - (b) Liberalisation
 - (c) Globalisation
 - (d) Foreign Trade

II. Very short answer Questions - Ans any 4 (Q.No 13 Compulsory)

4*2=8

11. What is green marketing?
12. What is Caveat Venditor?
13. What are the rights of consumer according to John F. Kennedy?
14. Define Business environment
15. Give any three advantages of Globalisation
16. What do you understand by warranty?

III. Short answer Questions - Ans any 4 (Q.No 22 Compulsory)

4*3=12

17. Explain in detail about Niche marketing.
18. What is meant by artificial scarcity?
19. Write a note on the Voluntary Consumer Organisation.
20. Write a note on future environment of business
21. Write a short note on New Economic Policy
22. Discuss in detail about existing goods

IV. Long answer Questions

3*5=15

23. Explain advantages and disadvantages of E-tailing

OR

How consumers are exploited?

24. What are the rights of consumers?

OR

Discuss the significance of understanding business environment and the internal factors affecting business.

25. Explain the impact of LPG on Indian Economy.

OR

Distinguish between sale and agreement to sell

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PGT Commerce

Marks: 45

Duration: 1.30 Hrs.

I. Choose the Correct answers:**10*1=10**

1. Section 6 of Negotiable Instruments Act 1881 deals with
 - a. Promissory Note
 - b. Bills of exchange
 - c. Cheque
 - d. None of the above
2. Which endorsement relieves the endorser from incurring liability in the event of dishonour
 - a. Restrictive
 - b. Faculative
 - c. Sans recourse
 - d. Conditional
3. Entrepreneur is not classified as
 - (a) Risk Bearer
 - (b) Innovator
 - (c) Employee
 - (d) Organizer
4. Choose the type of Entrepreneur that is not based on Motivation:
 - a. Pure
 - b. Corporate
 - c. Spontaneous
 - d. Induced
5. _____ is the Government of India's endeavour to promote culture of innovation and entrepreneurship.
 - a) AIM
 - b) STEP
 - c) SEED
 - d) AIC
6. How does a person who envisages the idea to form a company called?
 - (a) Director
 - (b) Company Secretary
 - (c) Registrar
 - (d) Promoter
7. The Companies Act 2013 Prohibits the issue of shares at _____ to the public.
 - (a) Premium
 - (b) Par
 - (c) Discount
 - (d) Both at par and Premium
8. A Private Company shall have a minimum of _____.
 - (a) Seven directors
 - (b) Five directors
 - (c) Three directors
 - (d) Two directors
9. A special resolution must be filed with the Registrar within
 - a) 7 days
 - b) 14 days
 - c) 30 days
 - d) 60 days
10. 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

II. Very short answer Questions-Ans any 4 (Q.No 14 Compulsory)**4*2=8**

11. Define Endorsement
12. Define Intrapreneur
13. Who are agricultural entrepreneur?
14. Give a note on 'Digital India'
15. What is Sweat Equity Shares?
16. What is Resolution?

III. Short answer Questions - Ans any 4 (Q.No 19 Compulsory)**4*3=12**

17. Discuss the two different types of crossing
18. Distinguish between entrepreneur and Manager.
19. Explain different Kinds of Preference shares
20. Differentiate Executive and Non-Executive Directors.
21. What do you mean by Statutory Meeting?
22. Write any 3 functions of the Company Secretary

IV. Long answer Questions**3*5=15**

23. Explain the different kinds of endorsements

OR

Discuss the problems faced by Women Entrepreneurs.

24. Discuss the nature of functional entrepreneurs

OR

Explain any five Government Entrepreneurial schemes

25. Write the difference between Debentures and Shares

OR

State the powers of the directors