



Padalsalai's Telegram Groups!

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XII-STD ONE MARK TEST NO : 1	2019 - 2020	Marks : 50	1.00 : Hr.
	COMMERCE		
	Unit : 1. Management Process & Unit : 2. Financial Markets - I		

50 x 1 = 50

I. Choose the correct answer :

- Dividing the work into small tasks is known as
(a) Discipline (b) Unity (c) Division of work (d) Equity
- The observation of people at work that would reveal the one best way to do a task is known as (a) Scientific management (b) Creative management (c) Human resource management (d) Classical management
- Management is what a does ?
(a) Manager (b) Subordinate (c) Supervisor (d) Superior
- Henri Fayol was a
(a) Social scientist (b) Accountant (c) Production engineer (d) Mining engineer
- Match the following and choose the correct answer by using codes given below.

List I		List II
(a) Rule of Thumb	(i)	Mutual trust
(b) Mental Revolution	(ii)	Extension of principle
(c) Group action	(iii)	Attitude of workers
(d) Cooperation	(iv)	Personal judgements

Codes :	(i)	(ii)	(iii)	(iv)	(i)	(ii)	(iii)	(iv)	
(a)	1	2	3	4	(b)	4	3	1	2
(c)	2	3	2	1	(d)	2	3	1	4

- is part and parcel of our day to day life.
(a) Management (b) Industry (c) Commerce (d) Economics
- Pick the odd one out :
(a) Separate Discipline (b) Management Tools (c) Body of knowledge (d) Mental Revolution
- Which one of the following is not correctly matched ?
(a) Management Tools - Statistics
(b) Separate Discipline - Seminars
(c) Body of knowledge - Management literature
(d) Specialisation - Social Institution
- have approach concentrates on the entire organisation.
(a) Systems (b) Contingency (c) Man Power (d) None of these
- Which is the primary function of management ?
(a) Innovating (b) Controlling (c) Planning (d) Decision - making
- Which of the following is verification function ?
(a) Planning (b) Organising (c) Staffing (d) Controlling

- Nothing can be performed without
(a) Organising (b) Staffing (c) Planning (d) Controlling
- Planning, Organizing, Directing and Controlling are the
(a) Functions of management (b) Goals of management (c) Results of management (d) All of the above
- Match the following and choose the correct answer by using codes given below.

List I		List II
(a) Controlling	(i)	Resourceful leader
(b) Co - ordination	(ii)	Pre - set goals
(c) Motivating	(iii)	Unification of integration
(d) Directing	(iv)	Predetermined Standards

Codes :	(i)	(ii)	(iii)	(iv)		(i)	(ii)	(iii)	(iv)
(a)	4	3	2	1	(b)	1	2	3	4
(c)	3	4	2	1	(d)	2	3	1	4

- Which one of the following is not correctly matched ?
(a) Planning - Look before you leap
(b) Organising - Creation of network
(c) Staffing - Placement of right persons
(d) Directing - Size of organisation
- Pick the odd one out :
(a) Planning (b) Organising (c) Authority (d) Staffing
- Functions of management can be classified into categories.
(a) Two (b) Three (c) Four (d) Five
- The goals are achieved with the help of
(a) Motivation (b) Innovation (c) Representation (d) Communication
- Delegation of Authority is Easily Done with the Help of
(a) MBM (b) MBE (c) MBO (d) MBA
- MBO is popularised in
(a) USA (b) Japan (c) India (d) UK
- Management by objective is a
(a) Set of rules (b) Series of procedure (c) Way of thinking about management (d) All of the above
- Match the following :

List I		List II
(a) Reappraisal of objectives	(i)	Technical personnel or scarce raw material
(b) Appraisal of activities	(ii)	Market standing, innovation
(c) Matching resources	(iii)	Discussion between superior and subordinates
(d) Key results area	(iv)	Short period

Codes :	(i)	(ii)	(iii)	(iv)	(i)	(ii)	(iii)	(iv)	
(a)	1	2	3	4	(b)	4	3	1	2
(c)	2	3	4	1	(d)	3	4	1	2

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23. Which one of the following is not correctly matched ?

- (a) MBO - Management By Objectives
(b) MBE - Management By Exception
(c) KRA - Key Results Area
(d) MBO - Management By Organisation

24. 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

25. Financial market facilitates business firms (a) To rise funds

- (b) To reseruit workers (c) To make more sales (d) To minimize fund requirment

26. In primary markets, first time issued shares to be publicly traded, in stock markets is considered as (a) traded offering

- (b) public markets (c) issuance offering (d) initial public offering

27. Process of selling and buying of stocks and bonds is classified as

- (a) e-trade (b) stock trade (c) both 'a' and 'b' (d) None of these

28. Match the following and choose the correct answer by using codes given below.

List I					List II			
(a) Money market	(i)				(i) Stock exchange			
(b) Capital market	(ii)				(ii) Sale of securities			
(c) Primary market	(iii)				(iii) Debentures			
(d) Secondary Market	(iv)				(iv) Treasury Bills			

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

(a) 1 2 3 4 (b) 2 3 1 4

(c) 3 4 1 2 (d) 4 3 2 1

29. for productive purposes is also made possible.

- (a) Saving mobilization (b) Investment (c) Flow of funds (d) None of these

30. System gives full Scope to the Individual Strength and Responsibility.

- (a) MBO (b) MBE (c) MBM (d) MBA

31. When the NSEI was established

- (a) 1990 (b) 1992 (c) 1998 (d) 1997

32. 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

33. Which market facilitates capital formations ?

- (a) Primary market (b) Secondary market (c) Debt market (d) Money market

34. The NSDL was set up in the year

- (a) 1990 (b) 1992 (c) 1996 (d) 1998

35. Which of the following does financial services industry consist of ?

- (i) Tele communication (ii) Insurance (iii) Fund Management (iv) Trusts

- (a) I and II (b) III and IV (c) I, II and III (d) II, III and IV

36. Capital market is divided into categories.

- (a) Two (b) Three (c) Four (d) Five

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37. Stock exchange speculation in shares.

- (a) does not allow (b) discourage (c) encourage (d) prohibits

38. Pick the odd one out :

- (a) Primary market (b) Securities market (c) Price (d) Location

39. Which one of the following is not correctly matched ?

- (a) Venture Fund Institutions - SIDBI
(b) Mutual Funds - LIC
(c) Factoring Institutions - Canara Bank
(d) NSEI - 2000

40. The money invested in the call money market provides high liquidity with

- (a) Low Profitability (b) High Profitability
(c) Limited Profitability (d) Medium Profitability

41. Risk in the Money Market is

- (a) High (b) Market Risk (c) Low Credit and Market Risk (d) Medium Risk

42. The market for buying and selling of Commercial Bills of Exchange is known as a

- (a) Commercial Paper Market (b) Treasury Bill Market
(c) Commercial Bill Market (d) Capital Market

43. Treasury Bills commands

- (a) High Liquidity (b) Low Liquidity (c) Medium Liquidity (d) Limited Liquidity

44. Match the following and choose the correct answer by using codes given below.

List I					List II			
(a) Issue Mechanism	(i)				(i) Second well developed			
(b) London money market	(ii)				(ii) Bearer bond			
(c) New York money market	(iii)				(iii) Oldest market in the world			
(d) Forums	(iv)				(iv) Public Debt office			

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

(a) 1 2 3 4 (b) 2 3 1 4

(c) 3 4 2 1 (d) 4 3 1 2

45. Commercial paper issued with low interest rate thus commercial paper are categorized as

- (a) payable rating (b) commerical rating
(c) poor credit rating (d) Better credit ratings

46. Maximum maturity days of holding commerical paper are

- (a) 170 days (b) 270 days (c) 120 days (d) 100 days

47. Which market deals with shares and debentures ?

- (a) Money market (b) Capital market (c) Debt market (d) Primary market

48. days Treasury Bills do not carry any fixed rate.

- (a) 91 days (b) 182 days (c) 200 days (d) 364 days

49. Pick the odd one out :

- (a) Drawer (b) Payee (c) Acceptor (d) Capital market

50. are drawn without accompanying

- (a) Demand bills (b) Clean bills (c) Documentary bills (d) Indigenous bills

XII - Std - Com - O.M.T.

XII-STD	2019 - 2020	Marks : 50	1.00 : Hr.
ONE MARK	COMMERCE		
TEST NO : 2	Unit : 3. Financial Markets - II Unit : 4. Human Resource Management		

I. Choose the correct answer :

50 x 1 = 50

- There are stock exchange in the country.
(a) 21 (b) 24 (c) 20 (d) 25
- A pessimistic speculator is (a) Stag (b) Bear (c) Bull (d) Lame Duck
- means the price at which securities are bought and sold are recorded and made public.
(a) Market Quotations
(b) Trade Quotations (c) Business Quotations (d) Buyers Quotations
- People like to invest in the shares of such companies which yield
(a) goodwill (b) good profits (c) financial position is high (d) Services
- The normal trading time for equity market is between
(a) 8.30 a.m. to 7.30 p.m (b) 9.15 a.m. to 3.30 p.m
(c) 6.00 a.m. to 6.00 p.m (d) 7.30 a.m. to 7.00 p.m
- Match List I with List II and select the correct answer using codes given below.

List I	List II
(a) Economic development	(i) Reputation
(b) Scarce resources	(ii) Merge of amalgamation
(c) Goodwill	(iii) Better utilization
(d) Bargaining strength	(iv) Productive purposes

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

(a) 1 2 3 4 (b) 2 3 4 1

(c) 4 3 1 2 (d) 3 4 2 1

- The ISE has been promoted by regional stock exchanges in the country and is based at Mumbai. (a) 12 (b) 13 (c) 15 (d) 21
- Pick the odd one out : (a) London Stock Exchange
(b) Tokyo Stock Exchange (c) Remisers (d) Hong Kong Stock Exchange
- In which year SEBI was constituted as the regulator of capital markets in India? (a) 1988 (b) 1922 (c) 2014 (d) 2013
- SEBI is empowered by the Finance ministry to nominate members on the Governing body of every stock exchange.
(a) 5 (b) 3 (c) 6 (d) 7
- PAN stands for
(a) Permanent Amount Number (b) Primary Account Number
(c) Permanent Account Number (d) Permanent Account Nominee
- The capital market is meaningless in the absence of the
(a) Brokers (b) Investors (c) Owners (d) Employees

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- SEBI is formed as per
(a) Securities contract (Regulation) Act (b) Companies Act
(c) Securities and Exchange Board of India Act (d) Indian Constitution
- What is the meaning of 'financing' in the financial market?
(a) Advising an organization to raise charity funds
(b) Investing in the securities market (c) Sourcing funds
(d) Converting the assets into cash
- Match List I with List II and select the correct answer using codes given below.

List I	List II
(a) Brokers	(i) 1988
(b) SEBI	(ii) Physical share certificates
(c) Stock exchange	(iii) Share market
(d) Dematerialisation	(iv) Capital market

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

(a) 4 1 3 2 (b) 1 2 3 4

(c) 2 3 4 1 (d) 3 4 2 1

- Regulating and controlling the business on markets.
(a) Stock (b) Exchange (c) Capital (d) None of these
- Pick the odd one out :
(a) PAN Card (b) ID Card (c) Voter Id (d) Social Order
- Planning is a function
(a) Selective (b) Pervasive (c) Both a and b (d) None of the above
- Labour turnover is the rate at which employees the organisation.
(a) Enter (b) Leave (c) Salary (d) None of the above
- Human resources can work as a
(a) Unity (b) Reliable (c) Team (d) None of the these
- In modern scenario a companies long term advantages lies in
(a) Technology (b) Business location (c) New market (d) Human resource
- Scope of the HRM includes
(a) Retirement and separation of employees (b) HR training and development
(c) Industrial relations (d) All of the above
- Match List I with List II and select the correct answer using codes given below.

List I	List II
(a) Human resource	(i) Planning
(b) Human resource management	(ii) Procurement
(c) Managerial function	(iii) Goal oriented
(d) Operative function	(iv) Movable

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

(a) 4 3 1 2 (b) 1 2 3 4

(c) 3 1 2 4 (d) 2 1 4 3

[PTO]

24.is deciding in advance what to do, how to do and who is to do it.

- (a) Planning (b) Organising (c) Directing (d) Controlling

25. Pick the odd one out : Features of Human resource management.

- (a) Universally relevant (b) Goal oriented
(c) Minimum shares (d) Dynamic activity

26. Which one of the following is not correctly matched ?

- (a) Maintenance - Job satisfaction
(b) Retention - Health and safety
(c) Compensation - Bonus
(d) Development - Placement and promotion

27. Advertisement is a source of recruitment.

- (a) Internal (b) External (c) Agent (d) outsourcing

28. e-recruitment is possible only through facility.

- (a) Computer (b) Internet (c) Broadband (d) 4G

29. Poaching is also called

- (a) Raiding (b) Unsolicited application (c) Profession (d) Tutor

30. Comparison between numbers of applications at each preceding stage of recruitment process is classified as

- (a) Initialisation ratio (b) resultant ratio (c) yield ratio (d) application ratio

31. Rearrange the following steps of recruitment.

- I. Searching II. Evaluation and Control
III. Planning IV. Screening V. Strategy development

- (a) III, II, I, V, IV (b) III, V, I, IV, II (c) IV, V, III, I, II (d) II, I, IV, V, III

32. Match List I with List II and select the correct answer using codes given below.

List I		List II
(a) Advertisement	(i)	Coaching
(b) Walkins	(ii)	Online method
(c) Rival firms	(iii)	Source of requirements
(d) e-recruitment	(iv)	Nature of work

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

- (a) 3 4 2 1 (b) 1 2 3 4

- (c) 4 3 1 2 (d) 2 1 4 3

33. Promotion is a source recruitment.

- (a) Suitable (b) Higher (c) Internal (d) External

34. refers to the process of identifying and attracting job seekers so as to build a pool of qualified job applicants.

- (a) Selection (b) Training (c) Recruitment (d) Induction

35. Job first man next is one of the principles of

- (a) Test (b) Interview (c) Training (d) Placement

36. The first modern intelligence test was developed in

- (a) 1961 (b) 1911 (c) 1904 (d) 1857

37. Proper selection of candidates reduces

- (a) good talent (b) labour turnover (c) Absenteeism (d) None of these

38. Match List I with List II and select the correct answer using codes given below.

List I		List II
(a) Contract of employment	(i)	HR director
(b) Final selection	(ii)	Truth worthiness
(c) Higher authority	(iii)	Dress code
(d) Reference check	(iv)	Duties and responsibilities

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

- (a) 1 2 3 4 (b) 4 3 1 2

- (c) 2 3 1 4 (d) 3 4 2 1

39. is quite contrary to structured interview.

- (a) Panel interview (b) Unstructured interview
(c) Stress Interview (d) Guided interview

40. Pick the odd one out : (a) Panel interview (b) Human resource management

- (c) In depth interview (d) Stress interview

41. Which of the following test is used to measure the various characteristics of the candidate ?

- (a) Physical Test (b) Psychological Test

- (c) Attitude Test (d) Proficiency tests

42. Which one of the following is not correctly matched ?

- (a) Telephone interview - Last technique
(b) Online interview - Google duo
(c) Group interview - Screening process
(d) Video conferencing interview - Face to face interview

43. Off the Job training is given

- (a) In the class room
(b) On off days (c) Outside the factory (d) In the playground

44. 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

45. Case study method is type of trainee. (a) Only theoretical training

- (b) Both theory and practical training
(c) Hands on training (d) Observation Training

46. Doctors conference and salesman conference are the examples of

- (a) Role play method (b) Coaching method
(c) Apprentice training method (d) Seminar / conference method

47. E-learning is all about

- (a) Computers and computing
(b) Electronics (c) Experience (d) Being - technology - driven

48. is the process of sharing knowledge and experience of an employee.

- (a) Coaching method (b) Mentoring method
(c) Apprenticeship method (d) Job rotation method

49. training which is carried out away from the normal place of work.

- (a) On the job (b) Off the job (c) Both 'a' and 'b' (d) None of these

50. Pick the odd one out :

- (a) Job rotation method
(b) Committee assignment method (c) E - learning method (d) Coaching method

XII-STD	2019 - 2020	Marks : 50	1.00 : Hr.
ONE MARK	COMMERCE		
TEST NO : 3	Unit : 5. Elements of Marketing Unit : 6. Consumer Protection		

I. Choose the correct answer :

50 x 1 = 50

- The Spot market is classified on the basis of
(a) Commodity (b) Transaction (c) Regulation (d) Time
- Which one of the market deals in the purchase and sale of shares and debentures ?
(a) Stock Exchange Market
(b) Manufactured Goods Market (c) Local Market (d) Family Market
- Which market is regulated and controlled by certain rules ?
(a) Commodity market (b) Produce exchange market
(c) National market (d) World Market
- Sub-division of marketing is called as (a) Market segmentation
(b) Decision of market (c) Allowcation of market (d) None of these
- Match List I with List II and select the correct answer using codes given below.

List I		List II	
(a) Family market	(i)	Demand throughout the country	
(b) Local market	(ii)	Boundaries of a nation	
(c) National market	(iii)	Close members	
(d) International market	(iv)	Town or village	

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

(a) 1 2 3 4 (b) 4 3 1 2
(c) 2 3 1 4 (d) 3 4 1 2

- is the most valuable product that can be marketed today.
(a) Persons (b) Places (c) Information (d) Ideas
- Pick the odd one out : (a) Money market (b) Stock market
(c) Instigator (d) Foreign exchange market
- Which one of the following is not correctly matched ?
(a) Whole sale market - Small quantities
(b) Retail market - Bulk quantities
(c) Primary market - Metropolitan area
(d) Secondary market - Semi finished goods
- Who is supreme in the Market ?
(a) Customer (b) Seller (c) Wholesaler (d) Retailer
- 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

- Anything that can be offered to a market for attention, acquisition, use or consumption that might satisfy a want or need is called
(a) Demand (b) Price (c) Product (d) Service
- Warehousing removes the hindrances of
(a) Time (b) Place (c) Finance (d) Form
- Functions of marketing are classified into types.
(a) Two (b) Three (c) Four (d) Five
- Pick the odd one out :
(a) Product (b) Packing (c) Price (d) Promotion
- is the main element of marketing.
(a) Price (b) Product (c) Place (d) Promo ion
- Selling goods/ services through internet is (a) Green marketing
(b) E - business (c) Social marketing (d) Meta marketing
- A company's products and prices is visually represented by
(a) Shopping cart (b) Web portal (c) Electronic catalogue (d) Revenue model
- E-tailing is also called (a) Online business
(b) Online trading (c) Green marketing (d) None of these
- Green marketing is a part of (a) Social marketing
(b) Service marketing (c) Relationship marketing (d) Rural marketing
- Match List I with List II and select the correct answer using codes given below.

List I		List II	
(a) Service marketing	(i)	STAR Sports	
(b) Commodity Exchange	(ii)	Facebook, Twitter	
(c) Niche marketing	(iii)	Copper and gold	
(d) Viral marketing	(iv)	Banking and healthcare	

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

(a) 1 2 3 4 (b) 4 3 1 2
(c) 2 3 4 1 (d) 3 1 2 4

- The type of website the engages consumers in interractions that will move them closer to a direct purchase is known as a website.
(a) Customer service (b) Interactive (c) Corporate (d) Marketing
- Which one of the following is not correctly matched ?
(a) Guerrilla marketing - Advertisement strategy
(b) Ambush marketing - New technique
(c) Viral marketing - Sustainable marketing
(d) Online retailing - E-tailing
- The term 'consumerism' came into existence in the year
(a) 1960 (b) 1957 (c) 1954 (d) 1958
- 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

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25. Any person who buys any goods or avails services for personal use, for a consideration is called as
 (a) Customer (b) Consumer (c) Buyer (d) User
26. Which causes heavy loss to the consumers ?
 (a) Spurious goods (b) Warranty (c) False advertisement (d) Adulteration
27. Caveat emptor means
 (a) Let the buyer beware (b) Let the seller beware (c) Both (d) None of these
28. The minimum age limit for being a member of district forum as per consumer protection act is
 (a) 65 (b) 35 (c) 40 (d) 30
29. In the beginning of century industrial and economy reached a boom state.
 (a) 17th (b) 18th (c) 19th (d) 20th
30. An consumer is the need of every hour.
 (a) sleep (b) working (c) alert (d) none of these
31. is the most exploited constituent in the business world.
 (a) Owners (b) Marketers (c) Managers (d) Consumer
32. As the consumer is having the rights, they are also having
 (a) Measures (b) Promotion (c) Responsibilities (d) Duties
33. 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
34. The total number of rights given to consumers as per consumer protection Act is
 (a) 5 (b) 4 (c) 6 (d) 8
35. Penalty for the violation of the orders of the forum commission is
 (a) A fine or imprisonment or both (b) Imprisonment upto 2 year (c) Fine upto ₹ 50,000 (d) Fine upto ₹ 15,000
36. Match List I with List II and select the correct answer using codes given below.
- | List I | | List II | |
|---------------------------|-------|----------------------------|--|
| (a) Right of safety | (i) | Advertising, labelling | |
| (b) Rights to be informed | (ii) | Quality, design | |
| (c) Right to choose | (iii) | Grievances of consumers | |
| (d) Right to be Heard | (iv) | Emulsifiers, preservatives | |
- Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)
- (a) 1 2 3 4 (b) 2 3 4 1
- (c) 4 1 2 3 (d) 3 2 4 1
37. provides a fair settlement of genuine grievances relating to the performance, grade, quality etc of goods and services. (a) Right to safety (b) Right to consumer education (c) Right consumer protection Act (d) Right to choose
38. Pick the odd one out : Duties of consumers are
 (a) Right to safety (b) Reading the label carefully (c) Misleading schemes (d) Buying from reputed shops

39. The Chairman of the District forum is
 (a) District Judge (b) High Court Judge (c) Supreme Court Judge (d) None of the above
40. The District Forum can entertain complaints where the value of goods or services and the compensation if any claimed is less than
 (a) Below ₹ 10,00,000 (b) Below ₹ 20,00,000 (c) Below ₹ 40,00,000 (d) Below ₹ 50,00,000
41. Complaints can also be filed by the
 (a) Central Government (b) State Government (c) A group of consumers (d) All of the above
42. In a country like India there is shortage of many
 (a) Workers (b) Products (c) Skills (d) None of these
43. In Organizations, employee dissatisfaction is indicated by
 (a) Complaint (b) Employee ownership (c) Grievance arbitration (d) Grievance strike
44. 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
45. Match List I with List II and select the correct answer using codes given below.
- | List I | | List II | |
|---|-------|--------------------|--|
| (a) Mahatma Gandhi | (i) | Section 9 | |
| (b) Consumer councils | (ii) | New Delhi | |
| (c) District forum | (iii) | Consumer awareness | |
| (d) National Consumer Disputes Redressal Commission | (iv) | Customer | |
- Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)
- (a) 1 2 3 4 (b) 4 2 3 1
- (c) 4 3 1 2 (d) 3 4 2 1
46. A few firms enjoy power in the market place.
 (a) Monopoly (b) Oligopoly (c) Monopsony (d) None of these
47. Which one of the following is not correctly matched ?
 (a) DCA - Department of Consumers Affairs (b) CWF - Consumer Welfare Fund (c) VCO - Voluntary Consumer Organisation (d) IOCU - International Organisation of Consumers Unity
48. In this modern world are the vital part of the business.
 (a) Consumers (b) Suppliers (c) Producers (d) Competitors
49. Any person aggrieved by an order made by the District forum may prefer an appeal such order to the state commission within.....
 (a) 60 days (b) 90 days (c) 5 Month (d) 30 days
50. The Chairman of the State Consumer Protection Council is
 (a) Judge of a High Court (b) Chief Minister (c) Finance Minister (d) None of the above

XII-STD	2019 - 2020	Marks : 50	1.00 : Hr.
ONE MARK	COMMERCE		
TEST NO : 4	Unit : 7. Business Environment Unit : 8. The Sale of Goods Act, 1930 And The Negotiable Instruments Act, 1881		

I. Choose the correct answer : 50 x 1 = 50

- Marco Environment of business is an factor.
(a) Non-economic (b) Economic (c) Controllable (d) Uncontrollable
- GST stands for
(a) Goods and Supply Tax
(b) Government Sales Tax (c) Goods and Services Tax (d) General Sales Tax
- The size and composition of the population is part of environment.
(a) Global (b) Technological (c) Socio-Cultural (d) Geo-physical
- Organisation have realised the importance of nurturing and maintaining good relationship with the
(a) Competitors (b) Financier (c) Customers (d) Suppliers
- Every business has to take
(a) Strategic decisions (b) Dynamic decisions (c) Both (d) None of these
- Match List I with List II and select the correct answer using codes given below.

List I		List II
(a) Suppliers	(i)	King
(b) Customers	(ii)	National and global
(c) Competitors	(iii)	Wholesalers and retailers
(d) Channel members	(iv)	Stock / inventory

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)
 (a) 1 2 3 4 (b) 4 1 2 3
 (c) 2 3 4 1 (d) 3 4 1 2

- External environment of business is
(a) Physical (b) Demographical (c) Economic (d) All of these
- helps the firms to identify threats which may affect the business.
(a) Public image (b) Environment scanning (c) Business aids (d) All of these
- Pick the odd one out :
(a) CGST (b) SGST (c) IGST (d) Technology
- Which one of the following is not correctly matched ?
 (a) GST - Goods and Services Tax
 (b) CGST - Corporate Goods and Services Tax
 (c) SGST - Service Goods Standard Tax
 (d) IGST - International Goods and Services Tax

- is the general or overall environment in which the business operates.
(a) Macro environment (b) Micro environment
(c) Economic environment (d) None of these
- The success of an organisation depends upon the sharing of by all members.
(a) Vision and objectives (b) Internal power relations
(c) Company image (d) Values system
- economy is a combination of both state owned and private sector ownership.
(a) Socialistic (b) Capitalistic (c) Mixed (d) None of these
- VUCA stands for
(a) Volatility, Uncertainty, Complexity and Ambiguity
(b) Value system, Uncertainty, Company and Ambition
(c) Vision, Uncertainty, Corporate Governance and Ambiguity
(d) Volatility, Uncertainty, Consumer and Ambiguity
- Business is a part of the
(a) Society (b) Economic Activity (c) Both 'a' and 'b' (d) None of these
- is the result of New Industrial Policy which abolished the 'License System'.
(a) Globalisation (b) Privatisation (c) Liberalisation (d) None of these
- ownership makes bold management decisions due to their strong foundation in the international level.
(a) Private (b) Public (c) Corporate (d) MNC's
- New Economic Policy was introduced in the year
(a) 1980 (b) 1991 (c) 2013 (d) 2015
- By the act government checks restrictive trade ?
(a) Industrial Policy Act 1991 (b) MRTP Act (c) FEMA Act (d) None of these
- India is one among such nations to commit itself to the New Economic Policy in
(a) 1991 (b) 1995 (c) 1990 (d) 1986
- Which one of the following is not correctly matched ?
 (a) Lack of welfare - Free medical treatment
 (b) Foreign Trade Policy - GATS
 (c) Repatriate - One's own country
 (d) Brain drain - Advantages of privatisation
- Which of the following reduces the dependence on external commercial borrowings by attracting more foreign investments
(a) Privatization (b) Liberalization (c) Globalization (d) None of the above
- means, to send or bring money back to one's own country.
(a) Trade policy (b) Promotion (c) Tariffs (d) Repatriate

25. Pick the odd one out :

- (a) Liberalization (b) Privatization (c) Goods (d) Globalization

26. Which of the below is not a good ?

- (a) Stocks (b) Dividend due (c) Crops (d) Water

27. Unpaid seller can exercise his right of lien over the goods, where he is in possession of the goods as

- (a) Owner of goods (b) Agent of buyer (c) Bailee for buyer (d) All of these

28. Specific goods denote goods identified upon the time of of sale.

- (a) Agreement (b) Contract (c) Order (d) Obligation

29. Sale of Goods Act was passed in the year

- (a) 1940 (b) 1997 (c) 1930 (d) 1960

30. The monetary consideration for the goods sold is called

- (a) Price (b) Goods (c) Both 'a' and 'b' (d) None of these

31. Which of the following does not fall in the category of "goods" ?

- (a) Stock and shares (b) Money and actionable claims
(c) Growing crops and grass (d) None of these

32. Match List I with List II and select the correct answer using codes given below.

List I		List II
(a) Two parties	(i)	Movable property
(b) Transfer of property	(ii)	Monetary consideration
(c) Goods	(iii)	Does not amount to sale
(d) Price	(iv)	Seller and buyer

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

(a) 3 4 2 1 (b) 2 3 4 1

(c) 1 2 3 4 (d) 4 3 1 2

33. excludes money, actionable claims and immovable property.

- (a) Assets (b) Liabilities (c) Funds (d) Goods

34. Sale under sale of goods Act is / an contract.

- (a) Executory (b) Executable (c) Executed (d) None of these

35. Ascertained goods is otherwise called as goods.

- (a) Specific (b) Generic (c) Futuare (d) None of the above

36. Existing goods can be classified as

- (a) Ascertained (b) Generic (c) Both a and b (d) Nor a neither b

37. Number of parties in a bill of exchange are

- (a) 2 (b) 6 (c) 3 (d) 4

38. Document of title to the goods exclude

- (a) Lorry receipt (b) Railway receipt (c) Airway bill (d) Invoice

39. A cheque will become stale after months of its date.

- (a) 3 (b) 4 (c) 5 (d) 1

40. Negotiable Instrument is freely transferable by delivery if it is a instrument.

- (a) Order (b) Bearer (c) Both a & b (d) None of the above

41. When crossing restrict further negotiation

- (a) Not negotiable crossing (b) General Crossing
(c) A/c payee crossing (d) Special crossing

42. Promissory Note, Bill of Exchange or cheque is payable to order is called

- (a) Bearer Instrument (b) Order Instrument
(c) Inland Instrument (d) Foreign Instrument

43. When an instrument has been lost it is presumed that it was

- (a) Expired (b) Duly stamped (c) Stolen (d) Misplaced

44. Match List I with List II and select the correct answer using codes given below.

List I		List II
(a) Bill of Exchange	(i)	Section 123
(b) Cheque	(ii)	Section 124
(c) General Crossing	(iii)	Section 6
(d) Special Crossing	(iv)	Section 5

Codes : (i) (ii) (iii) (iv) (i) (ii) (iii) (iv)

(a) 3 4 1 2 (b) 1 2 3 4

(c) 4 3 1 2 (d) 2 3 4 1

45. endorsement does not operate as a negotiation of the instrument.

- (a) Restrictive (b) Sans recourse (c) Facultative (d) Partial

46. IFSC is a character code.

- (a) 10 (b) 11 (c) 12 (d) 13

47. Pick the odd one out : (a) Ambiguous instrument

- (b) Time instrument (c) Inchoate instrument (d) Entrepreneur

48. Which one of the following is not correctly matched ?

- (a) Reserve Bank of India Act - 1934
(b) MICR - Magnetic Ink Character Recognition
(c) IFSC - Indian Financial System Code
(d) Negotiable Instrument Act - 1930

49. If the instrument is not 'on demand' days of grace is granted.

- (a) 7 (b) 5 (c) 3 (d) 4

50. An instrument means an instrument which can be construed either as a promissory note or a bill of exchange.

- (a) Inchoate (b) Ambiguous (c) Time (d) Clean bill

XII - STD	2019 - 2020	Marks : 50	1.00 : Hr.
ONE MARK	COMMERCE		
TEST NO : 5	Unit : 9. Entrepreneurship Development Unit : 10. Company Law and Secretarial Practice		

I. Choose the correct answer :

50 x 1 = 50

- Which of the below is a commercial function ?
(a) Accounting (b) Coordination (c) Discovery of idea (d) Planning
- Which of the below is a factor of production ?
(a) Land (b) Labour (c) Entrepreneurship (d) All of the above
- "Entrepreneurship is essentially a creative activity" - who said these words ?...
(a) Schumpeter (b) Richard (c) Knight (d) Jean Baptize
- CWEI was registered as a civil society in the year
(a) 1990 (b) 1992 (c) 1996 (d) 1998
- "Women who innovate, imitate or adopt a business activity are known as women entrepreneurs"
(a) Jean Baptize (b) Knight (c) Richard (d) Schumpeter
- Name the institution which is setup as an apex bank to provide direct or indirect financial assistance under difference scheme
(a) SIDBI (b) NSIC (c) NABARD (d) CWEI
- Match List I with List II and select the correct answer using codes given below.

List I		List II
(a) Entrepreneur	(i)	Military expeditions
(b) Musical institution	(ii)	Realm of economics
(c) Sixteenth century	(iii)	Oxford Dictionary
(d) Eighteenth century	(iv)	French language

Codes : (i) (ii) (iii) (iv)

(a) 1 2 3 4 (b) 2 3 4 1

(c) 4 3 1 2 (d) 3 1 2 4

- does not share in profits of venture.
(a) Entrepreneur (b) Intrapreneur (c) Promoter (d) Manager
- Find the odd one out in context of Trading Entrepreneur
(a) Selling (b) Commission (c) Buying (d) Manufacturing
- Poultry, Flowers, Fruits etc are called allied Products of entrepreneur.
(a) Corporate (b) Retail (c) Trading (d) Agricultural
- Motive of a Pure Entrepreneur is (a) Rendering service
(b) Earning profit (c) Attaining status (d) Both b & c

- Gopal Tooth powder is an example of
(a) Fabian entrepreneur (b) Drone entrepreneur
(c) Corporate entrepreneur (d) Retail entrepreneur
- Corporate entrepreneur is called
(a) Promoter (b) Buyer (c) Founder (d) None of these
- entrepreneurs are said to be conservatives and sceptical about plasticising any change in their organisation.
(a) Drone (b) Fabian (c) Imitative (d) Innovative
- takes initiative necessary to start an entity under corporate format.
(a) Retail entrepreneur (b) Agricultural entrepreneur
(c) Corporate entrepreneur (d) All of these
- entrepreneurs enter into the venture of supplying service products to end consumers.
(a) Rural (b) Urban (c) Agricultural (d) Service
- Pick the odd one out :
(a) Business entrepreneur (b) Trading entrepreneur
(c) Industrial entrepreneur (d) Interview
- Which one of the following is not correctly matched ?
(a) Urban entrepreneur - Corporate entrepreneur
(b) Rural entrepreneur - Promoter
(c) Private entrepreneur - To earn profit
(d) State entrepreneur - Company
- is the Government of India's endeavour to promote culture of innovation and entrepreneurship.
(a) AIM (b) STEP (c) SEED (d) AIC
- is designed to transform India to a global design and manufacturing hub. (a) Digital India (b) Make in India (c) Startup India (d) Design India
- Stand-up India was launched in
(a) 2015 (b) 2016 (c) 2017 (d) 2018
- Entrepreneur has to apply for
(a) Statutory License (b) Project report (c) Provisional Registration certificate
(d) Permanent Registration certificate
- Pick the odd one out :
(a) Startup India (b) Make in India (c) Atal Innovation (d) Management
- Which one of the following is not correctly matched ?
(a) TREAD - Non - governmental organizations
(b) PMKVY - Skill certification
(c) National Skill Development Mission - Oct 2015
(d) Selection of size - Infrastructure facilities

25. How does a person who envisages the idea to form a company called ?
 (a) Director (b) Company Secretary (c) Registra (d) Promoter
26. Specify the type of resolution to be passed to choose the location of Registered Office of the company within the town or village or city
 (a) Ordinary (b) Special (c) Either Ordinary or Special (d) Board
27. The shares which are offered to the existing shareholder at free of cost is known as
 (a) Bonus Share (b) Equity Share (c) Right Share (d) Preference Share
28. Who can issue stock ?
 (a) Public (b) Private (c) One Person (d) Small
29. Minimum number of members required to apply for incorporation certificate in a Public Ltd company is
 (a) 3 (b) 2 (c) 7 (d) 50
30. The person who envisages the idea is called a
 (a) Promoter (b) Manager (c) Director (d) Member
31. The address of the registered office of the company must be notified to the registrar within days of registration, if it is not done at the time of incorporation.
 (a) 15 (b) 30 (c) 60 (d) 45
32. Minimum subscription should be received within days.
 (a) 130 (b) 125 (c) 120 (d) 150
33. instruments are secured by a charge on the fixed assets of the issuer company.
 (a) Secured debentures (b) Unsecured debentures
 (c) Redeemable debentures (d) Perpetual debentures
34. For example par value is ₹ 10 and it is issued at ₹ 15 then ₹ 5 is the amount.
 (a) Profit (b) Dividend (c) Market value (d) Premium
35. Which one of the following is not correctly matched ?
 (a) Body corporate - Legal existence
 (b) Promoter - Section 2(69)
 (c) Incorporation - Second stage
 (d) Capital subscription - First stage
36. A Private Company shall have a minimum of
 (a) Seven directors (b) Five directors (c) Three directors (d) Two directors

37. A Public Company having a paid up Share Capital of Rs. or more may have a Director, elected by such small shareholders.
 (a) One (b) Three (c) Five (d) Seven
38. What is the statue of Directors will regulate money of the company
 (a) Banker (b) Holder (c) Agent (d) Trustees
39. The Governing body of a company incorporated under companies Act called
 (a) Board (b) Policy (c) MOA (d) AOA
40. Public companies which have Turnover
 (a) ₹ 25 Crores (b) ₹ 50 Crores (c) ₹ 75 Crores (d) ₹ 100 Crores or more
41. Disqualifications of a director are mentioned in section
 (a) 164 (b) 161 (c) 168 (d) 177
42. Which one of the following is not correctly matched ?
 (a) Women director - Every listed company
 (b) Additional director - Paid up share capital
 (c) Alternate director - Who is not the member
 (d) Shadow director - Less than three months
43. Board Meetings to be conducted minimum times in a year.
 (a) 2 (b) 3 (c) 4 (d) 5
44. Mention the status of a Company Secretary in a company
 (a) A member (b) A director (c) An independent (d) An employee contractor
45. A special resolution is required to
 (a) Redeem the debentures
 (b) Declare dividend (c) Appoint directors (d) Appoint auditor
46. Meetings of directors are called
 (a) Special meetings
 (b) Board meetings (c) Committee meetings (d) None of the above
47. The word secretary has originated in
 (a) French (b) Latin (c) Tamil (d) None of these
48. The is the kingpin of the whole corporate machinery.
 (a) Secretary (b) Directors (c) Members (d) Chairperson
49. The total managerial remuneration payable by a public limited company to its director or manager should not exceed of the net profits of that financial year.
 (a) 3% (b) 5% (c) 9% (d) 11%
50. An abstract of receipts and payments upto a date within days of the report.
 (a) 3 (b) 4 (c) 5 (d) 7