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# K V MATRIC HIGHER SECONDARY SCHOOL

## CREATIVITY \* PROSPERITY\* ACHIEVEMENT

546, SATHY MAIN ROAD, KURUMBAPALAYAM, COIMBATORE – 641 107.

### 12<sup>th</sup> STD - QR - CODE - ONE MARK QUESTIONS

#### UNIT - 1 - MANAGEMENT PROCESS

#### 1. PRINCIPLES OF MANAGEMENT

CHOOSE THE CORRECT ANSWERS:-

1. The founder of scientific management was \_\_\_\_\_  
a) Peter F.Drucker    b) Frederick Taylor    c) Henry Fayol    d) Elton
2. The first management principles were developed by \_\_\_\_\_  
a) Victor Meldrew    b) Charles    c) Henry Fayol    d) Taylor
3. Studying the future and arranging the means for dealing with it is part of the process of \_\_\_\_  
a) Organizing    b) Controlling    c) Coordinating    d) Planning
4. Principles of management are not \_\_\_\_\_  
a) Absolute    b) Flexible    c) Behavioural    d) Universal
5. The principles of management are significant because of \_\_\_\_\_  
a) Changing technology    b) Utilisation of resources    c) Increase in efficiency    d) initiative
6. Henry Fayol was a \_\_\_\_\_  
a) Social scientist    b) Accountant    c) Production Engineer    d) Mining Engineer
7. Which of the following is not a function of management? \_\_\_\_\_  
a) Staffing    b) Planning    c) Controlling    d) Cooperation
8. Find the odd one out. \_\_\_\_\_  
a) Board of Directors    b) Chief Executive    c) Foremen    d) Shareholders
9. Which of the following is not true? \_\_\_\_\_  
a) Management is universal    b) Management is an art  
c) Management is a social process    d) Management is always bureaucratic
10. Modern managers are: \_\_\_\_\_  
a) Able to build a sense of shared values    b) Action oriented  
c) Able to manage changes efficiently    d) All of the above.



- a) Goal oriented    b) work oriented    c) both    d) None of these
- 6) Second step is process of management by objectives is to \_\_\_\_\_  
 a) Guided setting of objective    b) Ongoing performance discussion  
 c) Review job and agreement    d) Develop performance standards
- 7) Management by objective (MBO) is also known as \_\_\_\_\_  
 a) Management by results    b) Management by goals  
 c) Management by planning    d) Management by evaluation
- 8) Management by objective is a \_\_\_\_\_  
 a) Set of rules    b) Series of procedure  
 b) c) Way of thinking about management    d) All of the above
- 9) Objectives are decided by \_\_\_\_\_  
 a) Superior    b) Subordinates    c) None of these  
 d) Mutual consultations of both superior and subordinates
- 10) The following is/are the disadvantages of Management by objective (MBO) None of these \_\_\_\_\_  
 a) Inflexibility    b) Lack of relevant skill  
 c) Lack of individual motivation    d) All of the above

## UNIT - 2 - FINANCIAL MARKETS - I

### 4. INTRODUCTION TO FINANCIAL MARKETS

- 1) Primary and Secondary markets \_\_\_\_\_  
 a) Compete with each other    b) Complement each other  
 c) Function independently    d) Control each other
- 2) 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
- 3) In primary markets, property of shares which made it easy to sell newly issued security is considered as \_\_\_\_\_  
 a) Increased liquidity    b) Decreased liquidity  
 c) Money flow    d) large funds
- 4) Money market where debit and stocks are traded and maturity period is more than a year is classified \_\_\_\_\_  
 a) Short term markets    b) Long term markets  
 c) Capital markets    d) none of these
- 5) Type of structured market through which funds flow with help of financial instruments such as bonds and stocks is classified as \_\_\_\_\_  
 a) Financial markets    b) Flow markets    c) Funds markets    d) Capital markets
- 6) The first issues are floated in \_\_\_\_\_  
 a) Primary market    b) Secondary market    c) Commodity market    d) Regulated market
- 7) Type of market in which securities with less than one year maturity are traded, is classified as \_\_\_\_\_  
 a) Money market    b) Capital market    c) Transaction market    d) Global market

- 8) 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
- 9) \_\_\_\_\_ for productive purposes is also made possible.  
 a) Saving mobilization    b) Investment                      c) Flow of funds                      d) None of these
- 10) \_\_\_\_\_ is the market for securities that are already issued.  
 a) Primary market                      b) Secondary market                      c) Debt market                      d) Equity market

## UNIT - 2 - FINANCIAL MARKETS - I

### 5. CAPITAL MARKET

#### CHOOSE THE CORRECT ANSWERS: -

- 1) Right issue refers to the shares issued to \_\_\_\_\_  
 a) Employees                      b) public                      c) Existing directors                      d) Existing shareholders
- 2) Which market facilitates capital formations? \_\_\_\_\_  
 a) Primary market                      b) Secondary market                      c) Debt market                      d) Money market
- 3) The existence of a capital market enables companies to raise \_\_\_\_\_  
 a) Capital formation    b) Permanent capital                      c) Industrial growth                      d) All of these
- 4) Which markets make possible to generate foreign capital? \_\_\_\_\_  
 a) Primary market                      b) Secondary market                      c) Money market                      d) Capital market
- 5) NSEI was established in \_\_\_\_\_  
 a) 1990                      b) 1992                      c) 1996                      d) 1998
- 6) The NSDL was setup in the year \_\_\_\_\_  
 a) 1990                      b) 1992                      c) 1996                      d) 1998
- 7) Which of the following instruments are traded in capital market? \_\_\_\_\_  
 a) Government agency securities                      b) Negotiable Bank CDs  
 c) Repurchase agreements                      d) Commercial papers
- 8) Which of the following does financial services industry consist of?  
 I. Tele communication                      II. Insurance                      III. Funds Management                      IV. Trusts  
 a) I and II                      b) III and IV  
 c) I, II and III                      d) II, III and IV
- 9) Stock exchange \_\_\_\_\_ speculation in shares.  
 a) Does not allow                      b) Discourage                      c) encourage                      d) Prohibits
- 10) Primary market is concerned with \_\_\_\_\_  
 a) Increase in shares                      b) Decrease in shares  
 c) Issue of new shares                      d) None of these



**UNIT - 2 - FINANCIAL MARKETS - I****6.MONEY MARKET****CHOOSE THE CORRECT ANSWERS: -**

- 1) Treasury bills and Commercial bills are the example of\_\_\_\_\_
  - a) Money market    b) Capital market    c) Debt market    d) Debt market
- 2) Which market deals with shares and debentures? \_\_\_\_\_
  - a) Money market    b) Capital market    c) Debt market    d) Primary market
- 3) A market for the purchase and sale of Treasury bills are known as\_\_\_\_\_
  - a) Treasury bills market    b) Call loan market    c) Bill market    d) None of these
- 4) Certificate of Deposits are issued in the form of usance \_\_\_\_\_
  - a) Bills of exchange    b) Promissory notes    c) Commercial bills    d) None of these
- 5) The Issuers of certificate of Deposits are\_\_\_\_\_
  - a) Drawer    b) Treasure bills    c) Commercial banks    d) Corporations
- 6) Bills that are accompanied by documents of title to goods are called \_\_\_\_\_
  - a) Foreign bills    b) Indigenous bills    c) Documentary bills    d) Demand bills
- 7) Certificate of deposits which are usually negotiable are issued by\_\_\_\_\_
  - a) Banks    b) stock exchange    c) business corporation    d) financial markets
- 8) Negotiable deposit certificate is traded in \_\_\_\_\_
  - a) Primary market    b) Direct market    c) Indirect market    d) secondary market
- 9) Maximum maturity days of holding commercial paper are\_\_\_\_\_
  - a) 170 days    b) 270 days    c) 120 days    d) 100 days
- 10) Certificate of deposits which are usually negotiable are issued by \_\_\_\_\_
  - a) Banks    b) Financial market
  - c) Stock exchange    d) Business corporations.

**UNIT - 3 - FINANCIAL MARKETS - II****7.STOCK EXCHANGE****CHOOSE THE CORRECT ANSWERS: -**

- 1) Amsterdam stock exchange was established in the year\_\_\_\_\_
  - a) 1602    b) 1604    c) 1666    d) 1680
- 2) Which of the following securities are bought and sold are recorded and made public? \_\_\_\_\_
  - a) Protection to investors    b) Capital formation
  - c) Market quotations    d) none of these
- 3) People like to invest in the shares of such companies which yield\_\_\_\_\_
  - a) Goodwill    b) Good profits    c) Financial position is high    d) Services
- 4) Stock exchange requires recognition from the\_\_\_\_\_
  - a) State government    b) Central government
  - c) Commercial bank    d) financial institutions

- 5) Stock exchange encourages \_\_\_\_  
a) Raising fund    b) Capital formation    c) Divert resources    d) Bargaining strength
- 6) Jobbers are also called as \_\_\_\_  
a) Taravaniwalas    b) Gambling    c) Speculation    d) Bear
- 7) The prices of different securities traded are shown on \_\_\_\_  
a) State Boards    b) Central Boards    c) Electronic Boards    d) None of these
- 8) Who act as intermediaries between buyers and sellers of securities? \_\_\_\_  
a) Authorised clerks    b) Brokers    c) Jobbers    d) Speculation
- 9) Tejiwala is an \_\_\_\_  
a) Pessimistic speculator    b) Optimistic speculator    c) Premium hunter    d) Taravaniwalas
- 10) A bear is a \_\_\_\_  
a) Premium hunter    b) Optimistic speculator    c) Pessimistic speculator    d) Tejiwala.

### UNIT - 3 - FINANCIAL MARKETS - II

#### 8.SECURITIES EXCHANGE BOARD OF INDIA (SEBI)

Choose the correct answers:-

- 1) Securities and Exchange Board of India was first established in the year \_\_\_\_  
a) 1980    b) 1986    c) 1988    d) 1990
- 2) SEBI is an apex body that maintains and regulate our \_\_\_\_  
a) Capital market    b) Mutual funds    c) Share capital    d) None of these
- 3) The capital market is meaningless in the absence of the \_\_\_\_  
a) Brokers    b) Investors    c) Owners    d) Employees
- 4) SEBI issues Guidelines and Instructions to business concerning \_\_\_\_  
a) Credit issues    b) Capital issues    c) Capital market    d) Share capital
- 5) Registering and controlling the functioning of collective investment schemes such as \_\_\_\_  
a) Mutual funds    b) Securities    c) Bonds    d) Debentures
- 6) Stock exchange deals in \_\_\_\_  
a) Goods    b) Services    c) Financial securities    d) Country's currency
- 7) Number of recognised stock exchange in India \_\_\_\_  
a) 2    b) 21    c) 22    d) 24
- 8) SEBI has the following number of members including chairman. \_\_\_\_  
a) 5    b) 6    c) 7    d) 8
- 9) Where is the headquarters of the SEBI? \_\_\_\_  
a) Delhi    b) Bengalure    c) Chennai    d) Mumbai
- 10) A stock market is also called \_\_\_\_  
a) Free market    b) Open market    c) Equity market    d) Sports market.

**UNIT - 4 - HUMAN RESOURCE MANAGEMENT****9.HUMAN RESOURCE MANAGEMENT****CHOOSE THE CORRECT ANSWERS:-**

- 1) The Human resource is the most important element in any \_\_\_\_  
a) Organisation      b) Industry      c) Commerce      d) Business
- 2) Human resource can work as a \_\_\_\_  
a) Unity      b) Reliable      c) Team      d) None of these
- 3) Human resource management has \_\_\_\_  
a) Irrelevant      b) universal relevance      c) temporarily      d) permanent
- 4) Human resource management helps improve \_\_\_\_  
a) Production      b) Productivity      c) Profit      d) Power
- 5) In modern scenario a companies long term advantage lies in \_\_\_\_  
a) Technology      b) Business location      c) New market      d) Human resource
- 6) Human resource management refers to \_\_\_\_  
a) all managerial activities      b) concepts and techniques  
c) the management of people in organizations      d) None of these
- 7) The focus of Human resource management revolves around \_\_\_\_  
a) Machine      b) Money      c) Men      d) None of these
- 8) Human resource management function does not involve \_\_\_\_  
a) Retirement      b) Selection      c) Cost control      d) Training
- 9) The objectives of HRM are categorized as \_\_\_\_  
a) Personal objectives      b) Functional objectives  
c) Organisational and social objectives      d) All of these
- 10) The term used before the language of modern HRM was \_\_\_\_  
a) Labour relations      b) Personnel management  
c) Industrial management      d) all of the above

**UNIT - 4 - HUMAN RESOURCE MANAGEMENT****10.RECRUITMENT METHODS****Choose the correct answers:-**

- 1) Poaching is also called \_\_\_\_  
a) Raiding      b) Unsolicited application      c) Profession      d) Tutor
- 2) Rate which is used to represent that organization is successful at hiring conditions is classified as \_\_\_\_  
a) Selection rate      b) Yield rate  
c) Acceptance rate      d) Success base rate
- 3) In recruitment cost, costs such as salaries of operating managers and public relation managers are classified as \_\_\_\_  
a) Direct costs      b) Marginal costs      c) Indirect costs      d) Labour costs



- 4) In recruitment costs, agency fees, recruitment advertisement and salaries of recruiters is classified as \_\_\_\_\_  
a) Direct cost      b) Indirect cost      c) both      d) None of the above
- 5) Comparison between numbers of applications at each preceding stage of recruitment process is classified as \_\_\_\_\_  
a) Initialization ratio      b) resultant ratio      c) yield ratio      d) application ratio
- 6) The recruitment and selections process aimed at right kind of people \_\_\_\_\_  
a) at right place      b) at right time      c) to do right things      d) all of the above
- 7) The following is a source of recruitment \_\_\_\_\_ a) Advertisement  
b) Reference      c) Employment agency      d) All of the above
- 8) Which mode of recruitment is through advertisements, newspapers and want ads? \_\_\_\_  
a) Direct      b) Indirect      c) Both      d) None of the above
- 9) Identifying the right people in rival companies, offering them better terms and luring them away is popularly called as \_\_\_\_\_  
a) Competition      b) Acquisition      c) Poaching      d) None of the above
- 10) The following is concerned with developing a pool of candidates in line with the human resources plan \_\_\_\_\_  
a) Development      b) Training      c) Recruitment      d) None of these

#### UNIT - 4 - HUMAN RESOURCE MANAGEMENT

##### 1. EMPLOYEE SELECTION PROCESS

#### CHOOSE THE CORRECT ANSWERS:-

- 1) The main aim of selection process is to find out the suitable candidate for \_\_\_\_  
a) More job      b) higher salary      c) specific job      d) none of these
- 2) Which of the following test to measure suitability of the candidates for the post/role. \_\_\_\_\_ a) Verbal reasoning test      b) Spatial reasoning test  
c) Aptitude test      d) Mechanical reasoning test
- 3) Which of the following test provides information about candidates numerical aptitude? \_\_\_\_\_ a) Verbal reasoning test      b) Numerical reasoning test  
c) Mechanical reasoning test      d) Diagrammatic reasoning test
- 4) Which test measures the candidate's ability to find a logic in a series or pattern? \_\_\_\_\_ a) Number sequence test      b) Vocabulary test  
c) Mental arithmetic test      d) Verbal reasoning test
- 5) The first modern intelligence test was developed in \_\_\_\_\_  
a) 1961      b) 1911      c) 1904      d) 1857
- 6) Which tests assesses the reliability and innate characters of the candidate concerned? \_\_\_\_\_  
a) Attitude test      b) Interest test      c) Personality inventory test      d) Interview
- 7) An atmosphere for free and frank interaction is created in the \_\_\_\_\_  
a) high salary      b) earned money      c) interview environment      d) none of these

- 8) Proper selection of candidates contributes to\_\_\_\_  
 a) low labour turnover b) good talent c) better efficiency d) job motivation
- 9) Proper selection of candidates reduces a) good talent b) labour turnover c) absenteeism d) none of these
- 10) The process of selection of employees is usually influenced by\_\_\_\_  
 a) Principles and programmes b) rules and regulations  
 c) Strategies and objectives d) all of these

### UNIT - 4 - HUMAN RESOURCE MANAGEMENT

#### 12. RECRUITMENT METHOD EMPLOYEE TRAINING METHOD

Choose the correct answers:-

- 1) A person who is learning and practicing the skills of particular job is called\_\_\_\_  
 a) Trainee b) trainers c) training d) none of these
- 2) Which department should decide the level of training to be imparted to the employees? \_\_\_\_ a) Public b) Private c) Training d) All of these
- 3) Which method is superior plays the role of coach or guide and an instructor? \_\_\_\_  
 a) Mentoring method b) Job rotation method  
 c) Apprenticeship method d) Coaching method
- 4) Which method gain more knowledge by observing and participating in decision making process? \_\_\_\_ a) Coaching method b) Committee Assignment method  
 c) Apprenticeship method d) Job rotation method
- 5) E-learning is all about \_\_\_\_  
 a) computers and computing b) electronics c) experience d) being-technology-driven
- 6) The process of enhancing the technical skills of workers in a short period is called \_\_\_\_ a) training b) development c) education d) none of these
- 7) Laboratory training is also known by the name \_\_\_\_ a) Sensitivity training  
 b) Job instruction training c) Apprenticeship training d) None of the these
- 8) Which one of the following is a source of assessing training needs? \_\_\_\_  
 a) Performance evaluation b) Advisory panel c) Attitude survey d) All of these
- 9) The planned use of networked information and communications technology for the delivery of training is called \_\_\_\_  
 a) e-learning b) role playing c) case study d) programmed learning
- 10) In which type of analysis are corporate goals and plans compared with the existing manpower inventory to determine the training needs? \_\_\_\_  
 a) Organisation analysis b) Operation analysis c) Individual analysis d) None of the above

**UNIT - 5 - ELEMENTS OF MARKETING****14.COMMERCE MARKETING AND MARKETING MIX****Choose the correct answers:-**

- 1) Storage function of marketing creates\_\_\_\_\_
  - a) Possession utility b) time utility c) form utility d) place utility
- 2) Marketing helps to increase the\_\_\_\_\_
  - a) Individual income b) nation's income c) productivity d) none of these
- 3) Which is the value of a product expressed in monetary terms? \_\_\_\_\_
  - a) Product b) Price c) Promotion d) Place
- 4) Marketing is a process which aims at\_\_\_\_\_
  - a) Production b) Profit making c) Satisfaction of customer needs d) Selling products
- 5) 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 .
- 6) This company is well known for Technology innovation, Great value and act as a game changer. \_\_\_\_\_
  - a) Nokia b) HTC c) Samsung d) Apple
- 7) The promotion "P" of marketing is also known as\_\_\_\_\_
  - a) Product differentiation b) Distribution c) Cost d) Marketing communication
- 8) The concept of marketing mix was developed by\_\_\_\_\_
  - a) N.H.Borden b) Philip Kotler c) Stanton d) W.Anderson
- 9) Which one of the following is not element of marketing mix? \_\_\_\_\_
  - a) Promotion b) Place c) Product d) None of these
- 10) Warehousing removes the hindrances of\_\_\_\_\_
  - a) Time b) Place c) Finance d) Form

**UNIT - 5 - ELEMENTS OF MARKETING****15. RECENT TRENDS IN MARKETING****I. Choose the correct answers:-**

- 1) The boundaries of nations are disappearing for exploiting the opportunities of\_\_\_\_\_
  - a) Business b) Industry c) Commerce d) Accounts
- 2) All the business transaction carried out through internet and other online tools is called \_\_\_\_\_
  - a) E-Tailing b) E-Marketing c) E-Business d) E-Commerce
- 3) E-Tailing is also called \_\_\_\_\_
  - a) Online business b) Online trading c) Green marketing d) None of these
- 4) Green marketing is also known as \_\_\_\_\_
  - a) E-Tailing b) E-Marketing c) Traditional market d) Environmental marketing
- 5) The multilevel marketing is also called as\_\_\_\_\_
  - a) Electronic marketing b) Green marketing c) Referral marketing d) None of these

- 6) Which of the following describes e-commerce? \_\_\_\_\_  
 a) Doing business electronically b) Doing business c) Sale of goods d) All of the above
- 7) E-commerce involves the application of \_\_\_\_\_ a) Knowledge Management Systems b) Product Management Systems c) Services Management Systems d) All of the above
- 8) Green marketing is a part of \_\_\_\_\_ a) Social marketing b) Service marketing c) Relationship marketing d) rural marketing
- 9) \_\_\_\_\_ is suited to small companies. a) Multilevel marketing b) Guerrilla marketing c) Social marketing d) Service marketing
- 10) \_\_\_\_\_ are networks that connect people within a company to each other and to the company network.  
 a) Intranets b) Extranets c) Internets d) None of these

### UNIT - 6 - CONSUMER PROTECTION

#### 16.CONSUMERISM

#### CHOOSE THE CORRECT ANSWERS: -

- 1) New products appeared and consumer's dependence of business \_\_\_\_\_  
 a) increased b) decreased c) both d) none of these
- 2) Which causes heavy loss to the consumers? \_\_\_\_\_  
 a) Spurious goods b) Warranty c) False advertisement d) Adulteration
- 3) The term consumerism in the early \_\_\_\_\_ a) 1950 b) 1954 c) 1956 d) 1960
- 4) Producers, sellers and service providers give importance to the \_\_\_\_\_  
 a) Workers b) Managers c) Consumers d) Owners
- 5) Which has been very responsive to the consumer needs through legislative actions?  
 \_\_\_\_\_ a) Private b) Government c) Financial institutions d) None of these
- 6) Caveat emptor means \_\_\_\_\_  
 a) Let the buyer beware b) Let the seller beware c) both d) None of these
- 7) Caveat venditor means \_\_\_\_\_  
 a) Let the buyer beware b) Let the seller beware c) both d) None of these
- 8) The consumer protection Act is referred in short as \_\_\_\_\_  
 a) CPA b) COPRA c) CAT d) None of these
- 9) Consumer protection Act is applicable to \_\_\_\_\_ a) Immovable goods b) Movable goods c) Specific goods and services d) all goods and services
- 10) 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

**UNIT - 6 - CONSUMER PROTECTION****17. CONSUMER PROTECTION****I. Choose the correct answers:-**

- 1) Satisfaction of consumer needs is stated to be supreme objective of a \_\_\_\_\_  
a) Business                      b) industry                      c) commerce                      d) economics
- 2) Who cheat consumer by using unfair weight and measure? \_\_\_\_\_  
a) Producers                      b) Employees                      c) Sellers                      d) Workers
- 3) The consumer should discharge his duties as responsible \_\_\_\_\_  
a) Citizen                      b) workers                      c) both                      d) none of these
- 4) The consumer must get cash receipt as a proof of goods purchased from the \_\_\_\_\_  
a) buyer                      b) seller                      c) both                      d) none of these
- 5) The most important law is the \_\_\_\_\_.  
a) Consumer Protection Act, 1986                      b) Sales of Goods Act, 1930  
c) Weights and Measures Act, 1958                      d) Trade Mark Act, 1999
- 6) Consumer satisfaction is the ultimate aim of \_\_\_\_\_.  
a) Marketing                      b) Business Ethics                      c) Modern Marketing                      d) None of these
- 7) Consumerism has been defined as \_\_\_\_\_.  
a) Environmental problems                      b) an improved quality of life  
c) Grievances of consumers                      d) none of these
- 8) Which of the following does not fall under consumer rights? \_\_\_\_\_  
a) Rights to the informed                      b) rights to choose  
c) Rights to seek government help                      d) rights to represent the consumer court
- 9) The total number of rights given to consumers as per consumer protection act is \_\_\_\_\_  
a) 5                      b) 4                      c) 6                      d) 8
- 10) The former President of the USA, Mr. John F. Kennedy summed up the basic consumer rights are \_\_\_\_\_.  
a) Right to Safety                      b) Right to be informed  
c) right to Choose                      d) All of the above

**UNIT - 6 - CONSUMER PROTECTION****18. GRIEVANCE REDRESSAL MECHANISM****I. Choose the correct answers:-**

- 1) In a country like India there is a shortage of many \_\_\_\_\_.  
a) Workers                      b) Products                      c) Skills                      d) None of these
- 2) Complaints can be filed with the forum by a \_\_\_\_\_.  
a) Consumer                      b) Channel of members                      c) Suppliers                      d) Competitors
- 3) The National Consumer Disputes redressal Commission (NCDRC) at the apex is situated at \_\_\_\_\_.  
a) Calcutta                      b) New Delhi                      c) Bombay                      d) Chennai
- 4) For the District consumer Forum, is a value of upto \_\_\_\_\_.  
a) Rs.20 lakhs                      b) Rs.15 lakhs                      c) Rs.25 lakhs                      d) Rs.10 lakhs



- 5) For the State Commission, is a value above \_\_\_\_\_.  
 a) Rs.5 lakhs and Rs.50 lakhs                      b) Rs.20 lakhs and Rs.1 crore  
 c) Rs.20 lakhs and Rs.5 crore                      d) Rs.10 lakhs and Rs.1 crore
- 6) The state consumer protection council is also known as \_\_\_\_\_.  
 a) National Commission                      b) Consumer Awareness Act  
 c) Consumer Disputes Redressal Commission                      d) All of the above
- 7) Formal written complaint of employees is called \_\_\_\_\_.  
 a) Grievance arbitration    b) Grievance strike    c) Grievance    d) employee ownership
- 8) Members of state consumer protection council should not exceed \_\_\_\_\_.  
 a) Two                      b) five                      c) ten                      d) three
- 9) The chairman of the district consumer protection council is \_\_\_\_\_.  
 a) District Magistrate                      b) Collector of the District  
 c) MP of the District                      d) None of these
- 10) President of district forum is \_\_\_\_\_.  
 a) A person who are qualified as advocate                      b) Collector the district  
 c) A person who are qualified to be a district judge                      d) None of these

### UNIT - 7- BUSINESS ENVIRONMENT

#### 19. BUSINESS ENVIRONMENT

#### CHOOSE THE CORRECT ANSWERS: -

- 1) A business is an integral part of the \_\_\_\_\_.  
 a) Social system    b) Economic system    c) Psychological system    d) None of these
- 2) The analysis of business environment helps a business to identify \_\_\_\_\_.  
 a) New opportunities    b) New employees    c) Profit maximization    d) None of these
- 3) Internal environment factors can be changed or altered are known as \_\_\_\_\_.  
 a) External factors    b) controllable factors    c) uncontrollable factors    d) none of these
- 4) The success of an enterprise is solely dependent on its \_\_\_\_\_.  
 a) Manpower    b) skills    c) quality    d) right attitude
- 5) Organisations have realised the importance of nurturing and maintaining good relationship with the \_\_\_\_\_.  
 a) Competitors    b) financier    c) customers    d) suppliers
- 6) The aim of any business is to satisfy the needs of its \_\_\_\_\_.  
 a) Customers    b) suppliers    c) financiers    d) public
- 7) Customer relationship management aims at creating and sustaining cordial relations with \_\_\_\_\_.  
 a) Suppliers    b) customers    c) financiers    d) competitors
- 8) Business is a part of \_\_\_\_\_.  
 a) Society    b) economic activity    c) both a and b    d) none of these

- 9) The development in the IT and telecommunications has created a \_\_\_\_\_  
 a) Rural market    b) global market    c) urban market    d) none of these
- 10) Every business has to take \_\_\_\_\_  
 a) Strategic decisions    b) dynamic decisions    c) both a & b    d) none of these

### UNIT - 7- BUSINESS ENVIRONMENT

#### 20. LIBERALIZATION, PRIVATIZATION AND GLOBALIZATION (LPG)

#### I. CHOOSE THE CORRECT ANSWERS:-

- 1) India is one among such nations to commit itself to the New Economic Policy in \_\_\_\_\_  
 a) 1991    b) 1995    c) 1990    d) 1986
- 2) Liberalization is the result of New Industrial policy which abolished the \_\_\_\_\_  
 a) Rules and Regulation    b) License system  
 c) Panchayat system    d) none of these
- 3) Investment limit of the small scale industries have been raised to \_\_\_\_\_  
 a) Rs.50 lakhs    b) Rs.25 lakhs    c) Rs.1 cr    d) Rs.5 cr
- 4) If a country liberalises its trade, it will make the country more attractive for \_\_\_\_\_  
 a) inward investment    b) exchange reserve    c) consumption    d) price
- 5) The removal of tariff barriers can lead to lower prices for \_\_\_\_\_  
 a) suppliers    b) consumers    c) competitors    d) none of these
- 6) 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 these
- 7) The trade liberalization often benefits developed countries rather than developing \_\_\_\_\_  
 a) nations    b) sector    c) economies    d) none of these
- 8) A number of multinational companies started operating world wide including \_\_\_\_\_  
 a) India    b) China    c) America    d) London
- 9) Memorandum of understanding system was introduced in \_\_\_\_\_  
 a) 1990    b) 1991    c) 1992    d) 1994
- 10) Globalisation has posed major challenges for \_\_\_\_\_  
 a) Big producers    b) small producers    c) rural poor    d) none of these

### UNIT - 8 - BUSINESS ENVIRONMENT

#### 21. THE SALE OF GOODS ACT 1930

#### CHOOSE THE CORRECT ANSWERS: -

- 1) Sale of Goods Act was passed in the year \_\_\_\_\_ a) 1986    b) 1930    c) 1982    d) 1955
- 2) A contract of sale involves \_\_\_\_\_  
 a) One parties    b) three parties    c) two parties    d) more than five parties
- 3) The subject matter of contract of sale must be \_\_\_\_\_  
 a) Goods    b) cash    c) credit    d) all of these

- 4) The monetary consideration for the goods sold is called \_\_\_\_\_.  
a) Price                      b) Goods                      c) Both a and b                      d) none of these
- 5) Which of the following determined with reference to the terms and conditions of the contract? \_\_\_\_\_.  
a) Condition                      b) Warranty                      c) Both a and b                      d) none of these
- 6) Section 2, the sale of goods act is about \_\_\_\_\_.  
a) Principles                      b) Definitions                      c) Exceptions                      d) None of the above
- 7) The voluntary transfer of possession from one person to another is called \_\_\_\_\_.  
a) Transfer                      b) Change of possession                      c) Delivery                      d) None of these
- 8) Definition of unpaid seller is provided in section of the Sale of Goods Act, 1930 \_\_\_\_\_.  
a) 45                      b) 46                      c) 47                      d) None of these
- 9) The possession of the finder of lost goods is that of \_\_\_\_\_.  
a) Bailee                      b) Bailor                      c) Creditor                      d) True owner
- 10) 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

### 23.ELEMENTS OF ENTREPRENEURSHIP

#### I. Choose the correct answers:-

- 1) The person who establishes business is termed \_\_\_\_\_.  
a) Entrepreneur                      b) Intrapreneur                      c) Promoter                      d) Manager
- 2) The output of an entrepreneurial process ends up in establishing an \_\_\_\_\_.  
a) Environment                      b) enterprise                      c) organization                      d) none of these
- 3) An Irishman described the entrepreneur to be a person who assumes risk inherent in the venture started by him - who said these words? \_\_\_\_\_.  
a) Jean Baptize                      b) Knight                      c) Schumpeter                      d) Richard Cantillon
- 4) "Entrepreneurship is essentially a creative activity" - who said these words? \_\_\_\_\_.  
a) Schumpeter                      b) Richard                      c) Knight                      d) Jean Baptize
- 5) Women entrepreneurship is gaining importance in India in the wake of economic \_\_\_\_\_.  
a) Liberalisation                      b) Globalisation                      c) (a) or (b)                      d) (a) and (b)
- 6) "Women who innovate, imitate or adopt a business activity are known as women entrepreneurs" \_\_\_\_\_.  
a) Jean Baptize                      b) Knight                      c) Richard                      d) Schumpeter
- 7) CWEI was registered as a civil society in the year \_\_\_\_\_.  
a) 1990                      b) 1992                      c) 1996                      d) 1998
- 8) The first and foremost function of entrepreneur is \_\_\_\_\_.  
a) idea generation  
b) determination                      c) investigation                      d) preparation of business plan
- 9) Name the institution which was setup in 1982 to promote integrated rural development. \_\_\_\_\_.  
a) NSIC                      b) NABARD                      c) SIDBI                      d) NCEUS

10) 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

### UNIT-9. ENTREPRENURSHIP DEVELOPMENT

#### 24. TYPES OF ENTREPRENEURS

#### I. CHOOSE THE CORRECT ANSWERS:-

- 11) Which of the following entrepreneur is simply imitates existing skill, knowledge or technology already in place in advanced countries?\_\_\_\_\_ a) Fabian entrepreneur  
b) Innovative entrepreneur      c) Imitative entrepreneur      d) Drone entrepreneur
- 12) Narsus coffee is an example of\_\_\_\_\_ a) Innovative entrepreneur  
b) Imitative entrepreneur      c) Fabian entrepreneur      d) Drone entrepreneur
- 13) Gopal tooth powder is an example of\_\_\_\_\_ a) Fabian entrepreneur  
b) Corporate entrepreneur      c) Imitative entrepreneur      d) Drone entrepreneur
- 14) Business entrepreneur is called \_\_\_\_\_ a) Solo entrepreneur      b) Trading entrepreneur  
c) Industrial entrepreneur      d) Agricultural entrepreneur
- 15) Which of the following entrepreneurs who restrict themselves to buying and selling finished goods? \_\_\_\_\_ a) Business entrepreneur  
b) Trading entrepreneur      c) Industrial entrepreneur      d) Innovative entrepreneur
- 16) Corporate entrepreneur is called \_\_\_\_ a) Promoter b) Buyer      c) Founder d) None of these
- 17) Which of the following entrepreneur demonstrates their creative talents by producing innovative products? \_\_\_\_\_ a) Technical entrepreneur  
b) Innovative entrepreneur      c) Imitative entrepreneur      d) Fabian entrepreneur
- 18) Which of the following entrepreneurs are those motivated to take up venture by the desire for self fulfillment? \_\_\_\_ a) Motivated b) Spontaneous c) Classical d) Modern
- 19) Which of the following entrepreneur starts his own venture as a family business? \_\_\_\_  
a) Agricultural entrepreneur      b) Fabian entrepreneur  
c) Drone entrepreneur      d) Classical entrepreneur
- 20) Entrepreneurs from the business families are called \_\_\_\_\_ a) State entrepreneur  
b) Joint entrepreneur      c) Urban entrepreneur      d) Classical entrepreneur

### UNIT-9. ENTREPRENURSHIP DEVELOPMENT

#### 25. GOVERNMENT SCHEMES FOR ENTREPRENEURIAL DEVELOPMENT

#### CHOOSE THE CORRECT ANSWERS:-

- 1) Make in India initiative was launched in \_\_\_\_\_  
a) April 2014      b) September 2014      c) may 2014      d) None of these
- 2) Stand-up India was launched in\_\_\_\_\_ a) 2015      b) 2016      c) 2017      d) 2018
- 3) National Skill Development Mission was unveiled in \_\_\_\_\_  
a) March 2014      b) September 2014      c) March 2015      d) July 2015



- 4) Entrepreneur has to include the mechanism for managing the venture in the\_\_\_\_\_
  - a) Project report b) Statutory license c) Both a and b d) None of these
- 5) Entrepreneur has to apply for a) Statutory license b) Project report c) Provisional Registration Certificate d) Permanent Registration Certificate
- 6) \_\_\_\_\_ is a foremost challenge facing India.
  - a) New programmes b) Innovation c) Job Creation d) None of these
- 7) \_\_\_\_\_ has to choose suitable plot of accommodating his venture.
  - a) Entrepreneur b) Intrapreneur c) Manager d) Promoter
- 8) \_\_\_\_\_ has to determine the source of finance for funding the venture.
  - a) Intrapreneur b) Manager c) Entrepreneur d) Promoter
- 9) Entrepreneur has to obtain \_\_\_\_\_ from the authority concerned.
  - a) Municipal License b) Project report c) Provisional Registration Certificate d) None of these
- 10) Entrepreneur requires \_\_\_\_\_ types of finance. a) two b) three c) four d) six

### UNIT-10-COMPANY LAW AND SECRETARIAL PRACTICE

#### 26. COMPANIES ACT 2013

Choose the correct answers:-

- 1) Which company shares can be freely transferable?\_\_\_\_\_
  - a) Private company b) Public company c) both a and b d) None of these
- 2) Minimum number of members required to apply for incorporation \_\_\_\_\_ certificate in a Public Limited company is\_\_\_\_\_ a) 3 b) 2 c) 7 d) 50
- 3) The second stage in the formation of the company is\_\_\_\_\_ a) Promotion b) Registration c) Capital subscription d) Commencement of business
- 4) The second most important document which is required at the time of registration is \_\_\_\_\_
  - a) Memorandum of Association b) Prospectus c) Articles of Association d) None of these
- 5) A debenture, in which no specific time is specified by the companies to pay back the money is called an \_\_\_\_\_ a) Registered debentures b) Bearer debentures c) Irredeemable debentures d) none of these
- 6) The articles of association needs to be signed by\_\_\_\_\_ a) Registrar b) All proposed directors c) subscribers of memorandum d) none of the above
- 7) The person who envisages the idea is called a \_\_\_\_\_
  - a) Promoter b) Manager c) Director d) Member
- 8) If minimum subscription is not received application money should be refunded with in \_\_\_\_\_ days. a) 20 b) 25 c) 30 d) 10
- 9) Minimum subscription should be received within \_\_\_\_\_ days.
  - a) 130 b) 125 c) 120 d) 150
- 10) The \_\_\_\_\_ is the charter of a company. a) Memorandum of Association b) Articles of Association c) Both a and b d) None of the above



**UNIT-10-COMPANY LAW AND SECRETARIAL PRACTICE****27. COMPANY MANAGEMENT****I. Choose the correct answers:-**

- 1) The group of human beings who undertake the responsibility to run the business of the company are known as\_\_\_\_\_ a) Board of directors  
b) Shareholders c) Debenture holders d) None of these
- 2) The overall performance of any company is vested with the\_\_\_\_\_ a) Debenture holders b) directors c) both a and b d) None of these
- 3) The directors are expected to act in\_\_\_\_\_ a) Utmost care b) good faith c) delegate work d) none of these
- 4) The directors should conduct their work with\_\_\_\_\_ a) good faith b) utmost care c) delegate work d) none of these
- 5) The definition of the term key managerial personnel contained in\_\_\_\_\_ a) Section 2(13) b) Section 2(18) c) Section 2(50) d) Section 2(51)
- 6) The Governing body of a company incorporated under companies Act called\_\_\_\_\_ a) Board b) Policy c) MOA d) AOA
- 7) Public companies which have paid-up share capital\_\_\_\_\_ a) Rs.5 Crores b) Rs.10 Crores or more  
c) Rs. 50 Crores d) Rs.25 Crores
- 8) Public companies which have Turnover\_\_\_\_\_ a) Rs.25 Crores  
b) Rs.50 Crores c) Rs.75 Crores d) Rs.100 Crores or more
- 9) The alternative director is not a representative or agent of\_\_\_\_\_. a) Original director b) Shadow director  
c) Additional director d) Nominee director
- 10) The minimum requirement of Director is\_\_\_\_\_ a) two b) three c) four d) five

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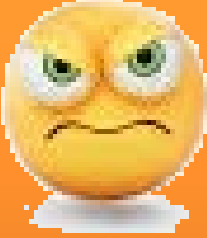


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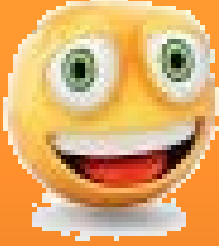


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