



Padalsalai's Telegram Groups!

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12th Std Commerce Important Questions (Lesson 1 to 28 – 2,3,5 Mark Questions)

2 MARKS

1. What is management?
2. List out the management tools?
3. Who is a manager?
4. What do you mean by span of management?
5. Write a short note about planning ?
6. What is meant by motivation?
7. How do you co-ordinate your class room with peace?
8. Define-MBO
9. Bring out the meaning of MBE.
10. Write any two important of MBE.
11. Write a note on financial market.
12. What is equity market?.
13. What is debt market?
14. What is capital market?
15. What is mutual fund?
16. Who are the participants in a capital market?
17. Define the terms “money market”.
18. What is the commercial bill market?
19. What are the instruments of money market?
20. What do you meant by auctioning?
21. Define stock exchange.
22. Write any five stock exchanges in India.
23. What is meant by remister?
24. What is meant by commodity exchange?
25. Explain Dalal street.
26. Write a short notes on SEBI.
27. Write any two objectives of SEBI.
28. What are the various ID proof?
29. Give the meaning of human resource?
30. What is human resource management?
31. List the functions of HRM.
32. Give the meaning of recruitment.
33. What is promotion?
34. Mention any two features of campus recruitment.
35. What is selection?
36. What is an interview?
37. What is intelligence test?
38. What do you mean by placement?
39. What is meant by training?
40. What is mentoring training?
41. What is role play?
42. State E-learning method?

12th Std Commerce Important Questions (Lesson 1 to 28 – 2,3,5 Mark Questions)

43. What is market?
44. What is meant by Regulated market?
45. What is meant by commodity market?
46. Define marketing mix.
47. Define product.
48. What is E-business?
49. What is green marketing?
50. What is service marketing?
51. Define E-tailing.
52. Who is a consumer?
53. Define consumerism.
54. Write a short notes on consumer protection Act, 1986.
55. Write a short notes on “Right to the informed”.
56. are the rights of consumer according to John.F. Kenndy?
57. What are the importants aspects to be kept in mind by consumer while purchasing goods related to the quality of goods?
58. State the meaning of term state commission.
59. What is an District forum.
60. What do you meant by redressel mechanism?
61. How to register the complaints?
62. Define Business environment.
63. What is internal environment?
64. Give the meaning of corportate governance .
65. What is GSST?
66. Expand VCCA?
67. What is mixed economy?
68. State the branches of new Economis Policy.
69. What is privatisation?
70. Mention any three disadvantages of Liberalisation.
71. Name the industries which are reserved for public sector.
72. Give any three advantages of Globalisation.
73. What is a contract of sale of goods?
74. List down the essential elements of a contract of sale.
75. What do you understand by warranty?
76. What is meant by negotiable instruments?
77. Define Bill of Exchange.
78. Define Endorsement.
79. List three characteristics of a promissory note.
80. What is meant by cheque?
81. List there characteristic of a promissory note.
82. List the problems faced by the women entrepreneur
83. What is the other name of business entrepreneur
84. Mention the other name for corporate entrepreneur.
85. Who are agriculture entrepreneur?
86. Give some examples of pure entrepreneurs.

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87. Name any four government entrepreneurial schemes.
88. Give a note on “Digital India”.
89. State any three entrepreneurial development schemes of Government of Tamil Nadu.
90. Who is called as promoters?
91. What do you understand by preference shares?
92. What is Bonus shares?
93. What is Right shares?
94. What is private placement ?
95. Define share warrant.
96. What is Debentures?
97. Define Director.
98. Who is whole time director?
99. Who is called as managing director?
100. Who can be executive director?
101. What is resolution?
102. Write short note on “proxy”.
103. What is vote?
- 104.

3 MARKS:-

1. Is management an art or science?
2. Differentiate management from administration.
3. What determines the span of management?
4. List out the list out the main functions of management.
5. Bring out the subsidiary functions of management.
6. What are the main duties of a manager?
7. Write the features of MBO.
8. What are the processes of MBE?
9. Differentiate spot market from future market.
10. Write a note on secondary market.
11. Explain any two functions of capital market.
12. Explain about factoring and venture capital institutions.
13. What are the features of Treasury Bills?
14. What are the features of certificate of deposit?
15. Explain Bull and Bear.
16. Explain Stag and Lame Duck.
17. Explain national stock exchanges (NSE).
18. What is meant by Dematerialization?
19. What are the documents required for Demit account?
20. What is meant by Insider trading?
21. What are the features of Human Resource?
22. What is the importance of Human Resource?
23. State the functions of Human Resource management.
24. Define the terms Recruitment.

12th Std Commerce Important Questions (Lesson 1 to 28 – 2,3,5 Mark Questions)

25. What are the features of internal source of recruitment?
26. Give any two points of difference between advertisement and unsolicited application.
27. How is panel interview conducted?
28. Why do you think the medical examination of a candidate is necessary?
29. What do you mean by achievement test?
30. Name the type of selection test.
31. What is vestibule training?
32. What do you do on the job training?
33. Write short note on trainer and trainee.
34. Mention any three Role of marketer.
35. Marketer is an innovator? Do you agree?
36. Explain the types of market on the basis of time.
37. List down the functions of marketer.
38. What are the factors affecting price of product.
39. What are the objectives of marketing?
40. What is b2b and B2C of E-commerce
41. Explain the important legislations of social marketing?
42. Elucidate how E-commerce differs from E-Business?
43. What are the important legislations relation to consumerism in India?
44. What is meant by artificial scarcity?
45. Write the importance of consumerism?
46. What are the roles of Government in consumer protection?
47. Define “consumer Rights”
48. What do you understand about “Right to protection of health and safety?”
49. Is consumer protection necessary?
50. Who are the members of the national commission?
51. Write a note on the voluntary Consumer organisation
52. What are the political environment factors?
53. Write about any three internal environment factors of business
54. State the framework of corporate Governance in India
55. Write a note on future environment of business
56. What do you mean by Technological environment?
57. What do you mean by Liberalisation?
58. Explain the concept of Privatisation
59. What are the advantages of disinvestment?
60. State any three impacts on Globalisation
61. Write a short note on new economic policy
62. Discuss the implied conditions and warranties in sale of goods contract
63. Discuss in detail the rights of an unpaid seller against the buyer personally
64. Explain the meaning of Agreement to sell
65. Explain the nature of a negotiable instrument
66. What are the characteristics of a bill of exchange?
67. Distinguish between Bill of exchange and promissory note
68. Discuss the two different types of crossing
69. How do you classify entrepreneurs?

12th Std Commerce Important Questions (Lesson 1 to 28 – 2,3,5 Mark Questions)

70. Explain in detail the various functions of an entrepreneur
71. Who is a private entrepreneur
72. What is political environment
73. How does a professional entrepreneur operate
74. Explain about the agriculture entrepreneur
75. What is “Start-up India”
76. Explain the following STEP , JAM, TREAD, M-SIPS, SEED and new Gen IEDC
77. Distinguish between shares and stocks
78. What do you understand by Issue of securities at premium
79. Differentiate Executive and non-Executive Directors
80. When are alternative directors appointed
81. State the minimum number of Directors for a private company
82. Elaborate the functions of the company secretary
83. Discuss the liabilities of company secretary
84. Briefly State different types of company meetings
85. Describe the different types of resolutions which company may pass with suitable matters required for each type of resolution
86. Explain different types of open and secret types of voting

5 marks:-

1. Write about the contribution of Duckers of management
2. Describe the principles of scientific management
3. Explain the principles of modern management
4. Explain the various functions management
5. What are the major advantages of MBD?
6. What are the advantages of MBE?
7. Distinguish between new issue market and secondary market
8. What are the functions of financial markets?
9. Discuss the characters of a capital Market.
10. Explain the various types of new financial Institutions.
11. Define Money market and capital market Explain the difference between the money market and capital market.
12. Explain the Instruments of money market.
13. Explain the Benefits of stock Exchange
14. Disting between stock Exchange and commodity Exchange
15. Explain Lombard Street and Wall Street.
16. What are the benefits of Dematerialisation?
17. Describe the significance of Human Resource Management.
18. Elaborate on the managerial functions of Human Resource Management.
19. Discuss the operating functions HRM
20. Explain the different methods of recruitment
21. Elaborate on the factors affecting recruitment.
22. Differentiate Recruitment and selection.
23. Briefly explain the various types of tests.

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24. Define training Discuss various types of training.
25. What are the different between on the job training and off the job training?
26. How the market can be classified?
27. What is your contribution to promote the market in the modern society?
28. Discuss about the Evolution of marketing?
29. Narrate the Elements of marketing mix.
30. Explain advantages and disadvantages of E-tailing
31. Describe the various strategies pursued in recent day's marketers.
32. How consumers are exploited?
33. Write about five important consumer legislations.
34. What are the salient features of the consumer protection Act.1986?
35. What are the right of consumers?
36. Explain the duties of consumers.
37. What are the responsibilities of consumers?
38. Discuss the role of macro environment of business.
39. Explain the advantages and disadvantages of liberalisation.
40. Explain in detail the elements of contract of sale.
41. Distinguish between sale and agreement to sell.
42. Classify goods under the sale of Goods Act.
43. Distinguish between conditions and warranty.
44. Mention the presumptions of Negotiable warranty.
45. Distinguish a cheque and a bill of exchange.
46. Discuss in detail the features of a cheque
47. Explain the different kinds of endorsements.
48. What are the characteristics of an entrepreneur?
49. Discuss the problems faced by women Entrepreneurs.
50. Explain any five Government Entrepreneurial schemes.
51. What are the various kinds of Debentures
52. Write the difference between share certificate and share warrant.
53. Brief different types of Directors.
54. State the qualification of Directors.
55. List the disqualification of directors.
56. What are the duties of directors?
57. Elaborate the functions of the company secretary.
58. Briefly state different types of company meetings.
59. Describe the different type of resolutions which company may pass with suitable matters required for each type of resolution.



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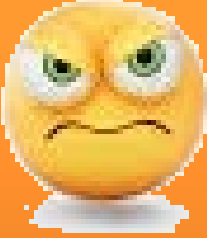


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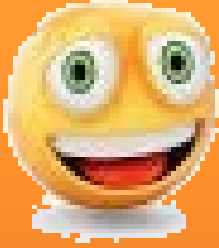


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