



Padalsalai's Telegram Groups!

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**RAMSUN'S MATRICULATION HR. SEC. SCHOOL,
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12th COMMERCE PUBLIC MODEL IMPORTANT QUESTIONS**

Two mark questions

1. What is Management?
2. List out the management tools.
3. What do you mean by Span of management?
4. Write a short note about Planning and motivation?
5. What is meant by Controlling and innovations?
6. Define – MBO and MBE.
7. What is known as KRA?
8. Who is a manager?
9. Write a note on financial market.
10. What is equity market?
11. How is price decided in a secondary market?
12. What is Capital Market?
13. What is Mutual Fund?
14. Who are the participants in a Capital Market?
15. Define the term “Money Market”.
16. Mention any four differences between Wholesale Market and Retail market?
17. What is Government Securities Market?
18. What are the Instruments of Money Market?
19. Explain the two oldest money markets and Switching?
20. What is meant Stock Exchange?
21. Define Stock Exchange.
22. Write any 5 Stock Exchanges in India.
23. What is meant by Remisier?
24. Who is called a Broker?
25. What are the types of Speculator?
26. What is meant by Commodity Exchange?
27. Explain Dalal Street.
28. What is meant by Dematerialization?
29. What is Human Resource and Human Resource Management ?
30. What is Recruitment and promotion ?
31. What is selection and interview?
32. What is intelligence test and placement?
33. What is meant by training?
34. What is Role play and e-learning method?
35. What is Market and Define Marketer.
36. Define Marketing Mix.
37. What is E business?
38. What is green marketing and service marketing?
39. Define consumerism and who is consumer?
40. What is caveat emptor and consumer protection act 1986?
41. What are the rights of consumer according to John F. Kennedy?
42. What is district forum and redressal mechanism?
43. Define business environment and internal environment.
44. What is GST? and mixed economics?
45. State the branches of new economics policy.

46. What is a contract of sale of goods?
47. What is meant by goods and contingent goods?
48. What is meant by negotiable instrument and bill of exchange?
49. What is cheque and endorsement?
50. Define Intrapreneurs
51. Who is agriculture entrepreneur and pure entrepreneur?
52. Give the means of "Digital India" and two types of Finance.
53. Who is called as promoter, equity share, private placement?
54. Define share warrant and debentures?
55. Define director and what is whole time Director, managing director and executive director?
56. Who is a secretary?
57. Define meeting and what is resolution and vote?

Three mark questions

1. Define the term management.
2. What determines the span of management?
3. List out the main functions of management?
4. State the importance of staffing and importance of Motivation.
5. Write the features of MBO.
6. What are the Process of MBE?
7. Give the meaning and definition of financial market.
8. 3. Write a note on Secondary Market.
9. What are the various kinds of Capital Market? Explain.
10. Explain any two functions of Capital Market.
11. What are the features of Treasury Bills?
12. Explain the types of Treasury Bills?
13. What are the types of Commercial Bill?
14. What are the limitations of Stock exchange?
15. Explain Bull, Bear, Stag, and Lame Duck.
16. Define the term Human Resource Management.
17. What are the features of Human resources ?
18. . Give two points of differences between HR and HRM.
19. What is the importance of Human resource?
20. State the functions of Human Resource Management.
21. What are the features of internal source of recruitment?
22. State the steps in Recruitment process.
23. Name the types of selection test?
24. List out the various selection interviews.
25. List out the significance of placement.
26. Briefly explain the various types of tests.
27. Write short note on trainer and trainee.
28. Explain the types of market on the basis of time.
29. List down the functions of Marketer?
30. What are the objectives of marketing?
31. What do you mean by marketing mix? Describe any two elements.
32. Discuss the objectives E-Marketing
33. Elucidate how E-Commerce differs from E-Business.
34. Write the important of consumerism and elements of business.
35. What are the important legislation related to consumerism in India?
36. Define "consumer rights"? rights to redressal" and "health and safety".
37. Is consumer protection necessary? And member of national commission?
38. Explain the natural environmental, political environmental and internal environmental.
39. Write a short note on new economic policy.
40. Explain the meaning of agreement to sell.
41. Explain the nature of negotiable Instruments and difference between bill of exchange and Promissory note.

42. Kinds of crossing and features of bill of exchange?
43. Define entrepreneur and difference between entrepreneur and manager.
44. Who is private entrepreneur and political environment ?
45. Few examples of pure entrepreneurship and explain agriculture entrepreneur?
46. Difference between share and stocks. And kinds of preference share.
47. Difference between executive and Non – Executive directors.
48. State the minimum number of director for a private company.
49. What is special resolution and what is statutory meeting?
50. What do you understand by “POLL”?

Five Mark questions

1. Explain the management process in detail.
2. Describe the principles of scientific management.
3. Explain the principles of modern management.
4. Explain the various functions of management.
5. What are the major advantages of MBO?
6. What are the advantages of MBE and Discuss the disadvantages of MBE.
7. Distinguish between new issue market and secondary market.
8. Enumerate the different kinds of financial markets.
9. What are the functions of Financial Markets?
10. Discuss the various types of Financial markets.
11. Discuss the characters of a Capital Market.
12. Briefly explain the functions of capital market.
13. Define Money Market and Capital Market. Explain the difference between the Money Market and Capital Market.
14. Explain the characteristics of Money Market and Explain the Instruments of Money Market?
15. Explain the features and types of Commercial Bills and features of Government Securities?
16. Explain the functions of Stock Exchange. (Any 5)
17. Explain the features of Stock Exchange. (Any 5)
18. Explain the Benefits of Stock Exchange.
19. What are the functions of SEBI and powers of SEBI.?
20. Explain the unique features of Human Resource.
21. Describe the significance of Human Resource Management.
22. Differentiate Recruitment and Selection.
23. Discuss the importance of Recruitment.
24. Explain the important methods of interview.
25. Define training. Discuss various types of training.
26. What are the difference between on the job training and off the job training?
27. Explain the benefits of training.
28. How the market can be classified?
29. Narrate the Elements of Marketing mix.
30. State to advantages of warehousing.
31. How are consumer exploited? and need for consumer protection.
32. What are the objectives of consumer protection? and importance consumer legislation.
33. What are the rights, duties and responsibility?
34. What are the function of national commission and overall performance of state commission?
35. How to create consumer awareness?
36. Discuss the role of macro environment of business and micro environmental factors of business.
37. Explain the advantages and disadvantages of Liberalization and LPG impact on Indian economy?
38. Explain in detail the elements of contract of sale.
39. Difference between sale and agreement to sell and condition and warranty
40. Discuss the features of cheque and kinds of endorsement.
41. Difference between cheque and bill of exchange.
42. Kinds of entrepreneur and features of entrepreneur.
43. Discuss the problem faced by woman entrepreneurs and function of entrepreneur.
44. Type of business difference between rural and urban entrepreneur.

45. Explain any five government entrepreneur schemes.
46. Difference between debentures and share and kinds of debentures.
47. Brief difference stage in formation of a company.
48. Kinds of director and qualification and disqualification of directors.
49. What are the duties and power of the director ?
50. What are the function of company secretary and kinds of company meeting.
51. What are the procedures of voting?

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