



Padalsalai's Telegram Groups!

(தலைப்பிற்கு கீழே உள்ள லிங்கை கிளிக் செய்து குழுவில் இணையவும்!)

- **Padalsalai's NEWS - Group**
https://t.me/joinchat/NIfCqVRBNj9hhV4wu6_NqA
- **Padalsalai's Channel - Group**
<https://t.me/padasalaichannel>
- **Lesson Plan - Group**
<https://t.me/joinchat/NIfCqVWwo5iL-21gpzrXLw>
- **12th Standard - Group**
https://t.me/Padalsalai_12th
- **11th Standard - Group**
https://t.me/Padalsalai_11th
- **10th Standard - Group**
https://t.me/Padalsalai_10th
- **9th Standard - Group**
https://t.me/Padalsalai_9th
- **6th to 8th Standard - Group**
https://t.me/Padalsalai_6to8
- **1st to 5th Standard - Group**
https://t.me/Padalsalai_1to5
- **TET - Group**
https://t.me/Padalsalai_TET
- **PGTRB - Group**
https://t.me/Padalsalai_PGTRB
- **TNPSC - Group**
https://t.me/Padalsalai_TNPSC

IDEAL MAT. HR. SEC. SCHOOL – GUDALUR. THE NILGIRIS.**M. SAKKIR HUSSAIN, M.COM. M.PHIL, B.Ed.****STD. XII****COMMERCE****Mob. 9443524840****SECTION - B****2 MARK QUESTIONS**

Number of Questions will be given = 10

Number of Questions to be answered = 7

Answer to each question should not exceed FOUR lines (2 or 3 Sentences). **Question No. 21 is Compulsory.**

1. What is Management?
2. List out the Management tools.
3. What do you mean by span of Management?
4. What is meant by Motivation?
5. What is meant by Innovation?
6. Define MBO.
7. Bring out the meaning of MBE
8. What is known as KRA?
9. What is Financial Market?
10. What is Share?
11. What is debt market?
12. Define Marketer.
13. What is Green Marketing?
14. What is Capitals Market?
15. What is Mutual Fund ?
16. Write a note on OTCEI
17. What is GST?
18. What is public Issue?
19. What is E Tailing?
20. State the Branches of New Economic policy.
21. What is commercial bill market?
22. What is commodity exchanges?
23. What are the various ID proofs?
24. What is Government Securities Market?
25. What do you mean by Auctioning?
26. Explain the two oldest money markets?
27. What are the factors of Micro Environment Factors?
28. What is meant by Stock Exchange?
29. Write any 3 stock exchanges in India?
30. What is meant by Remisers?
31. Explain Dalal Street.
32. Give a note on “Digital India”
33. What is Selection?
34. What is SEBI?
35. Expand VUCA.
36. What is Promotion?
37. What is Mental age?
38. What IS three Tier Courts or Quasi Judiciary?
39. List three Characteristics of a Promissory Note.
40. What is Mentoring training method?
41. What do you mean by crossing a Cheque?
42. List down the managerial functions of entrepreneurs..
43. What is meant by achievement test?

44. What is Human Resources Management?
45. What do you know about National Commission?
46. What is cutoff rate?
47. What is Job Rotation?
48. What is Mixed Economy?
49. What is sweat equity Shares?
50. Name the Industries which are reserved for Public Sectors.
51. What is Share Warrant?
52. Write short note on “ Proxy”
53. What do you mean by Statutory Meeting?
54. What is special resolution?
55. Expand IFSC and how many characters in IFSC.
56. What is Marketing Mix?
57. What is caveat Venditor?
58. What do you mean by Redressal Mechanism?
59. Define Endorsement.
60. What is Caveat Emptor.

SECTION C**3 MARK QUESTIONS****7 X 3 = 21**

Number of Questions will be given = 10

Number of Questions to be answered = 7

Answer to each question should not exceed **Two Pages** (3 Headings). Qsn. No. 31 is compulsory.

1. Write short notes on Joint Hindu Family Business.
2. What are the principles of Taylor?
 1. What are the main duties of a Manager?
 2. List out any Four process of MBO What are the various kinds of capital Market explain.
3. Write a note on National Clearance and Depository System (NCDS)
4. Explain the types of Treasury Bills?
5. What are the types of commercial Bill?
6. Explain National Stock Exchange (NSE)
7. What are the limitations of Stock Exchange?
8. What are the responsibilities of Consumers?
9. What is Demat Account? What are the documents required for a Demat account?
10. What is meant by Insider trading?
11. State the steps in Recruitment process.
12. What is Structured Interview?.
13. What is aptitude test?
14. Write short note on trainer and trainee.
15. List out the various selection interviews.
16. What do you mean by on the job training?
17. What is B2B and B2C type of E commerce?
18. Elucidate how E commerce differs from E Business.
19. Explain in detail about Niche marketing.
20. What is the role of Government in consumer protection?
21. Explain the Kinds of GST.
22. Is Consumer Protection necessary?
23. What are the Legal position of Director.
24. What are the functions of the GST council?
25. Distinguish between Bill of Exchange and Promissory Note.
26. Discuss the two different types of crossing.
27. Distinguish between Entrepreneur and an Intrapreneurs.

28. Explain the different kinds of Preference shares.
29. What do you understand by Issue of Securities at Premium?
30. When are alternative directors appointed?
31. Who is a shadow director?
32. What are the Highlights of LPG Policy?
33. Write Short notes on Ordinary resolution and Special resolution. and Gilt Edged Securities.
34. Differentiate Management from Administration.
35. Write a short notes on .. 1. Mental Arithmetic test Vocabulary test 3. Number sequence test .
36. What is the importance of job portals?
37. Write a short notes on New Economic Policy.
38. What is Guerrilla Marketing.
39. Briefly state different types of company meeting.
40. Discuss the implied conditions and Warranties in sale of contract.

SECTION D**5 MARK QUESTIONS**

7 x 5 =35

Number of Questions will be given = 14,**Number of Questions to be answered = 7****Answer to each question should not exceed Three Pages (5 – Headings) (5-Differences)**

1. Write about the contribution of Drucker to Management.
2. Explain the Management process in detail.
3. Describe the principles of Scientific Management.
4. Explain the Principles of Management.
5. What are the Advantages and Disadvantages of MBE?
6. Explain the Advantages and Disadvantages of MBO.
7. Distinguish between new Issue market (Primary market) and Secondary market
8. Enumerate the different kinds of financial markets.
9. Briefly explain the functions of capital market.
10. Explain the difference between the Money market and capital Market.
11. Explain the Characteristics of Money Market?
12. Explain the types of commercial Bills?
13. What are the features of Government Securities?
14. Explain the types of Speculators
15. Explain the functions of Stock Exchange (Any five).
16. Explain the Benefits of Stock Exchange?
17. Distinguish between Stock Exchange and Commodity Exchange.
18. Explain the Functions of SEBI.
19. What are the benefits of Dematerialization.
20. Differentiate HR from HRM
21. Explain the Functions of Human Resource Management.
22. Explain the different methods of recruitment.
23. Differentiate Recruitment and Selection.
24. Briefly explain the various types of tests.
25. Explain the important methods of interview..
26. Explain the different types of Training.
27. What are the difference between On -the job training and Off -the job training?
28. Explain the role of a marketer?
29. Explain the Evolution of Marketing?
30. What do you mean by Marketing mix? describe the elements. of marketing mix.
31. Explain the Advantages and Disadvantages of E marketing.
32. what are the Salient features of the consumer Protection At, 1986?
33. How consumers are exploited?
34. What are the objectives of United Nations guidelines for consumers protection.
35. What is measured by Aptitude Test? and Explain any Five.

36. Explain the duties of consumers.
37. Explain the Micro environmental factors of business..
38. Explain the impact of LPG on Indian Economy .
39. Explain the Essential Elements of contract of Sale.
40. Distinguish between sale and agreement to sell.
41. Discuss in detail the features of a Cheque.
42. Explain the different kinds of endorsements.
43. Discuss the problems faced by Women Entrepreneurs
44. Explain the different types of entrepreneur.
45. Explain any five Government Entrepreneurial schemes.
46. Write the difference between Debenture and Shares
47. Brief different stages in formation of company.
48. Write the difference between Share certificate and Share Warrant.
49. Explain the duties of a Directors.
50. Elaborate the functions of a company Secretary

- IDEAL WISHES-

Compiled by

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