

**HIGHER SECONDARY
SECOND YEAR****GOVT. MODEL QUESTION PAPER****XII - STANDARD****Commerce**

Time Allowed: 3 hrs.

Max. Marks: 90

Instructions:

- 1) Check the question paper for fairness of printing. If there is any lack of fairness, inform the Hall Supervisor immediately.
- 2) Use blue or black ink must be used to write and underline. Pencil can be used to draw the diagrams.

PART – I**Note:****20×1=20**

- (i) **Answer all the questions.**
- (ii) **Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.**

1. Management is an _____.

- | | |
|--------------------|-------------------|
| a) Art | b) Science |
| c) Art and Science | d) Art or Science |

2. Which of the following is verification function ?

- | | |
|-------------|----------------|
| a) Planning | b) Organising |
| c) Staffing | d) Controlling |

3. Capital market is a market for _____.

- | | |
|-----------------------|------------------------|
| a) Short Term Finance | b) Medium Term Finance |
| c) Long Term Finance | d) All of these |

- 4. Government Securities are issued by agencies such as _____.**
- a) Central Government b) State Government
c) Semi – Government Authorities d) All of the above
- 5. Stock exchanges deal in _____.**
- a) Goods b) Services
c) Financial Securities d) Country's Currency
- 6. The head quarters of SEBI is _____.**
- a) Kolkata b) Mumbai
c) Chennai d) Delhi
- 7. Human resources is a _____ asset.**
- a) Tangible b) Intangible
c) Fixed d) Current
- 8. Advertisement is a _____ source of recruitment.**
- a) Internal b) External
c) Agent d) Outsourcing
- 9. 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
- 10. Selling goods/services through internet is _____.**
- a) Green Marketing b) E-business
c) Social Marketing d) Niche Marketing
- 11. Who is the father of Consumer Movement?**
- a) Mahatma Gandhi b) John. F. Kennedy
c) Ralph Nader d) Jawaharlal Nehru
- 12. The District Forum can entertain complaints where the value of goods/services and the compensation if any claimed is less than _____.**

- a) ₹ 10,00,000 b) ₹ 20,00,000
c) ₹ 40,00,000 d) ₹ 50,00,000

13. New Economic Policy was introduced in the year _____.

- a) 1980 b) 1991
c) 2013 d) 2015

14. Sale of Goods Act was passed in the year _____.

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

15. A cheque will become stale after _____ months of its date.

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

16. Which of the below is not a Characteristic of a Fabian Entrepreneur?

- a) Conservative b) Risk averse
c) Sceptical d) Adaptive

17. Which of the following types of share are issued by a company to raise capital from the existing shareholders? _____.

- a) Equity Shares b) Right Shares
c) Preference Shares d) Bonus Shares

18. A person shall hold office as a director in _____ companies as per the Companies Act, 2013.

- a) 5 b) 10
c) 20 d) 15

19. Board Meeting to be conducted minimum _____ times in a year

- a) 2 b) 3
c) 4 d) 5

20. A special Resolution is required to _____.

- a) redeem the debentures b) declare divided
c) appoint directors d) appoint auditor

PART – II

Note:

7x2=14

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

21. Bring out the meaning of Management by Exception.
22. Write any two instruments of money market.
23. Define Stock Exchange.
24. Mention features of campus recruitment.
25. Who is called Promoters?
26. Give two examples of adulteration.
27. Define Business environment.
28. List down any two essential elements of the contract of sale.
29. Define Bill of Exchange.
30. Mention any two differences between wholesale market and retail market.

PART – III

Note:

7x3=21

(i) Answer any 7 questions. Question No. 40 is compulsory.

(ii) Answer should not exceed 150 words.

31. Differentiate Management and Administration.
32. What are the features and types of Treasury bills?

33. Explain Bull and Bear Speculators.
34. What are the features of Human Resources? (Any 3).
35. Explain the types of market on the basis of time.
36. Give any Three cases in which an ordinary resolution needs to be passed.
37. Explain the meaning of Agreement to sell.
38. Discuss the two different types of crossing.
39. Distinguish between shares and stocks.
40. Write any three factors of Political and Legal environment.

PART – IV

Note:

7x5 =35

(a) Answer all the questions.

(b) Answer should not exceed 250 words.

41. Explain the principles of modern management.

(OR)

Distinguish between new issue market and secondary market.

42. Explain the features of Stock Exchange. (any 3).

(OR)

Explain the principles of placement.

43. What are the difference between on the job training and off the job training?

(OR)

Narrate the Elements of Marketing mix.

44. How consumers are exploited?

(OR)

Explain the advantages of liberalisation.

45. Distinguish between Conditions and Warranty.

(OR)

Explain the different kinds of endorsements.

46. Discuss the problems faced by Women Entrepreneurs.

(OR)

Write the difference between Debentures and Shares.

47. What are the collective duties of a directors?

(OR)

Elaborate the functions of the Company Secretary.



MODEL QUESTION PAPER - 1**XII - STANDARD****Commerce**

Time Allowed: 3 hrs.

Max. Marks: 90

Instructions:

- 1) Check the question paper for fairness of printing. If there is any lack of fairness, inform the Hall Supervisor immediately.
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PART – I**Note:****20×1=20****(i) Answer all the questions.****(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.****1. Which of the following is verification function?**

- | | |
|-------------|----------------|
| a) Planning | b) Organising |
| c) Staffing | d) Controlling |

2. A Major player in the money market is the _____.

- | | |
|------------------------|--------------------------|
| a) Commercial Bank | b) Reserve Bank of India |
| c) State Bank of India | d) Central Bank |

3. _____ enables small investors to participate in the investment on share capital of large companies.

- | | |
|-----------------|-------------------|
| a) Mutual Funds | b) Shares |
| c) Debentures | d) Fixed deposits |

4. Assertion (A) : Only listed securities could be traded in the stock exchange.

Reason (R) : Stock exchanges do not permit to trade the securities which are not in the official list

- a) (A) and (R) are correct and (R) is the correct explanation of (A)
- b) (A) and (R) are correct and (R) is not the correct explanation of (A)
- c) (A) is incorrect but (R) is correct
- d) (A) is correct but (R) is incorrect

5. The Chairman of the State Consumer Protection Council is _____.

- a) Judge of a High Court
- b) Chief Minister
- c) Finance Minister
- d) Judge of Supreme Court

6. Who is not entitled to speak at the annual general meeting of the company?

- a) Auditor
- b) Shareholder
- c) Proxy
- d) Director

7. The Chairman of the District forum is _____.

- a) District Judge
- b) High Court Judge
- c) Supreme Court Judge
- d) President

8. Match the following:

- 1. Bullion Market - (i) On the basis of importance
- 2. Perfect Market - (ii) On the basis of Geographical area
- 3. Family Market - (iii) On the basis of Commodities
- 4. Terminal Market - (iv) On the basis of Economics

- a) 1-i, 2-ii, 3-iii, 4-iv
- b) 1-ii, 2-iii, 3-iv, 4-i
- c) 1-iii, 2-i, 3-ii, 4-iv
- d) 1-iii, 2-iv, 3-ii, 4-i

- 9. Sale of goods Act was passed in the year _____.**
- a) 1940 b) 1997
c) 1930 d) 1960
- 10. Which of the following is not a characteristic of a Fablan Entrepreneur?**
- a) Conservative b) Risk averse
c) Sceptical d) Adaptive
- 11. A Public company shall have a minimum of directors.**
- a) 12 b) 7
c) 3 d) 2
- 12. Pick the odd man out:**
- a) Judgment Test b) Achievement Test
c) Intelligence Test d) Personality Test
- 13. A special itlniulinn must be filed with the Registrar within**
- a) 7 b) 14
c) 30 d) 60
- 14. New Economic Policy was introduced in the year**
- a) 1980 b) 1991
c) 2013 d) 2015
- 15. Which endorsement relieves the endorser from incurring liability in the event of dishonour?**
- a) Restrictive b) Faculative
c) Sans recourse d) Conditional
- 16. Which one of the following is not a correct pair?**
- a) Sweat Equity Shares-Can be issued at discount
b) Holder of Share Warrant-Generally they cannot be considered members of a company
c) Bonus shares - issuing new shares
d) Debentures-Internal sources of fund

17. Which is gateway to internet?

- | | |
|-----------|-------------|
| a) Portal | b) CPU |
| c) Modem | d) Webnaire |

18. Transfer is an source of recruitment

- | | |
|----------------|----------------------|
| a) Internal | b) External |
| c) Outsourcing | d) None of the above |

19. The spot market is classified on the basis of

- | | |
|---------------|----------------|
| a) Commodity | b) Transaction |
| c) Regulation | d) Time |

20. Who is the 'Father of Modern Management'?

- | | |
|-------------------------|-----------------------|
| a) Mr. F.W. Taylor | b) Mr. Henry Fayol |
| c) Mr. Peter F. Drucker | d) Mr. Louis A. Alien |

PART – II**Note:****7x2=14**

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

21. List out the management tools.
22. Define Money Market. Crowther definition.
23. What is Demat Account?
24. Who are agricultural entrepreneur?
25. What is mean by Regulated Market?
26. Who is a consumer?
27. Give the meaning of corporate governance.
28. Write short note on 'Proxy'?
29. What is meant by Poaching?
30. The proprietor takes goods from his business for his personal use as a contract of sale. Why?

PART – III**Note:****7x3=21**

(i) Answer any 7 questions. Question No. 40 is compulsory.

(ii) Answer should not exceed 150 words.

31. Define the term management – Peter. F. Drucker.
32. Who are the members of the National Commission?
33. Write a short note on Stag.
34. Write short note on trainer and trainee.
35. What do you mean by Liberalisation?
36. Explain Grooming Gradual.
37. Distinguish between Bill of Exchange & Cheque.
38. How does a professional entrepreneur operate?
39. What do you mean by Statutory Meeting?
40. Mugilan want O⁺ive blood for his one month old child for an emergency type of marketing technique will he use. Why?

PART – IV**Note:****7x5 =35**

(a) Answer all the questions.

(b) Answer should not exceed 250 words.

41. Differentiate management from Administration.

(OR)

What are the features of Government Securities? (Any 5)

42. What are the limitations of stock exchange.

(OR)

What are the objectives of Consumer Protection Act, 1986?



43. How the market can be classified on the basis of Economics?

(OR)

Explain the principles of placement.

44. Explain different kinds of Preference Shares.

(OR)

What are the requisites for a valid endorsement?

45. Discuss the problems faced by Women Entrepreneurs.

(OR)

As a famous film director what selection test would you conduct to select a skilled music director?

46. Describe the socio cultural environment of business.

(OR)

State the Criminal liabilities of Directors.

47. How will you motivate an investor to open a DEMAT Account?

(OR)

Who are the eligible persons to make complaints in consumer court? How will they register the complaints?



MODEL QUESTION PAPER - 2**XII - STANDARD****Commerce**

Time Allowed: 3 hrs.

Max. Marks: 90

Instructions:

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- 2) Use blue or black ink must be used to write and underline. Pencil can be used to draw the diagrams.

PART – I**Note:****20×1=20****(i) Answer all the questions.****(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.****1. Management is what a _____ does?**

- | | |
|---------------|----------------|
| a) Manager | b) Subordinate |
| c) Supervisor | d) Superior |

2. Which of the following is not a main function?

- | | |
|----------------------|-------------|
| a) Decision – making | b) Planning |
| c) Organising | d) Staffing |

3. Delegation of Authority is Easily Done with the help of**:**

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



- 4. Financial Market facilitates business firms.**
- a) To rise funds
 - b) To recruit workers
 - c) To make more sales
 - d) To minimize fund requirement
- 5. 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
- 6. The money invested in the call money market provides high liquidity with**
- a) Low Profitability
 - b) High Profitability
 - c) Limited Profitability
 - d) Medium Profitability
- 7. Which one of the following is not correctly matched?**
- a) Bear - Tejiwala
 - b) Bull - Mandiwala
 - c) Lame duck - Taraniwala
 - d) Stag - Premium Hunter
- 8. In which year SEBI was constituted as the regulator of capital markets in India?**
- a) 1988
 - b) 1992
 - c) 1995
 - d) 1998
- 9. Human resource is a _____ asset.**
- a) Tangible
 - b) Intangible
 - c) Fixed
 - d) Current
- 10. Recruitment is the process of identifying :**
- a) Right man for right Job
 - b) Good performer
 - c) Right job
 - d) All of the above

11. The recruitment and Selection Process aimed at right kind of people :

- a) At right people b) At right time
c) To do right things d) All of the above

12. Match the following.

- i) Transport - a) Change of Owner ship
ii) Market Information - b) Advertisement
iii) Radio - c) Facility Work
iv) Sales - d) Swap Work
- a) i-d, ii-c, iii-b, iv-a b) i-d, ii-c, iii-a, iv-b
c) i-b, ii-c, iii-d, iv-a d) i-b, ii-d, iii-a, iv-c

13. 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

14. VUCA stands for _____.

- a) Volume, Unlimited, Complete, and Assessment.
b) Volatility, Uncertainty, Complexity, and Ambiguity.
c) Value, Unreal, Competition, and Assumption.
d) None.

15. Select the odd one out.

- a) Application b) Select
c) Interview d) List

16. Negotiable Instrument Act was passed in the year

- a) 1981 b) 1881
c) 1994 d) 1818

17. Choose the type of entrepreneur that isn't based on function:

- a) Innovative b) Classical
c) Fabian d) Drone

- 18. The shares which are offered first to the existing shareholder at reduced price is known as**
- a) Bonus Share
 - b) Equity Share
 - c) Right Share
 - d) Preference Share
- 19. The Board of Directors can exercise the power to appoint directors in the case of**
- a) Additional Directors
 - b) Filling up the Casual vacancy
 - c) Alternate Directors
 - d) All the above
- 20. The Latin word " Secretarius" which means**
- a) Skill
 - b) Knowledge
 - c) Secret
 - d) Personality

PART – II

Note:

7x2=14

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

- 21. What is Management?
- 22. Mention any two advantages of MBO.
- 23. What is Mutual Fund?
- 24. Define : Stock Exchange.
- 25. State two features of HRM.
- 26. What is intelligence test?
- 27. What is Caveat Emptor?
- 28. What is Mixed economy?
- 29. Give a Note on 'Digital India'.

30. Vijay makes a sale deal with Ajith. That means if I get the car from Vikram, I will sell it. What kind of contract does this come with? State the reasons.

PART – III

Note:

7x3=21

(i) Answer any 7 questions. Question No. 40 is compulsory.

(ii) Answer should not exceed 150 words.

31. Is management an Art or Science?
32. What is meant by Staffing?
33. Explain the types of Treasury Bills.
34. What do you mean by on the job training?
35. Discuss the objectives E-Marketing.
36. Does District Forum exceeds the claim limit of Rs 20 lakhs. Explain the condition.
37. What do you mean by Liberalisation?
38. Distinguish between Bill of Exchange & Promissory Note.
39. List down few examples of pure entrepreneurship.
40. Mr. Madan goes to Mr. Raj to buy a bike. The bike is shown in the show room. While not deciding what bike to buy, explain what kind of inventory all the bikes are.

PART – IV

Note:

7x5 =35

(a) Answer all the questions.

(b) Answer should not exceed 250 words.

41. Explain the principles of modern management.

(OR)

Briefly state different types of company meetings.



42. What are the major advantages of MBO?

(OR)

List the disqualification of a directors.

43. What are the functions of Financial Markets?

(OR)

Distinguish a cheque and a bill of exchange.

44. Explain the features of Stock Exchange. (Any 5)

(OR)

Distinguish between the rural and urban entrepreneur.

45. Explain the principles of placement.

(OR)

Explain in detail the elements of Contract of sale.

46. Discuss about the Evolution of marketing.

(OR)

Explain the impact of LPG on Indian Economy.

47. How consumers are exploited?

(OR)

Write about any three internal environmental factors of business.



MODEL QUESTION PAPER - 3**XII - STANDARD****Commerce**

Time Allowed: 3 hrs.

Max. Marks: 90

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PART – I**Note:****20×1=20****(i) Answer all the questions.****(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.****1. Management is an _____.**

- | | |
|--------------------|-------------------|
| a) Art | b) Science |
| c) Art and Science | d) Art or Science |

2. Which is the First step in Process of MBO?

- a) Fixing Key Result Area
- b) Appraisal of Activities
- c) Matching Resources with Activities
- d) Defining Organisational Objectives

3. Match the following

List I

List II

- | | | |
|------------------------|---|--|
| i) GST | - | 1. State Goods and Service Tax |
| ii) SGST | - | 2. Goods and Service Tax Council India |
| iii) IGST | - | 3. Goods and Service Tax |
| iv) GSTC | - | 4. Integrated Goods and Service Tax |
| a) i-4 ii-3 iii-2 iv-1 | | b) i-4 ii-1 iii-2 iv-3 |
| c) i-2 ii-4 iii-1 iv-3 | | d) i-3 ii-1 iii-4 iv-2 |

4. Financial market facilitates business firms

- a) To rise funds
- b) To recruit workers
- c) To make more sales
- d) To minimize fund requirement

5. How many times a security can be sold in a secondary market?

- a) Only one time
- b) Two time
- c) Three times
- d) Multiple time

6. A major player in the money market is the _____.

- a) Commercial Bank
- b) Reserve Bank of India
- c) State Bank of India
- d) Central Bank

7. There is _____ stock exchange in the country.

- a) 21
- b) 24
- c) 20
- d) 25

8. The headquarters of SEBI is _____.

- a) Calcutta
- b) Bombay
- c) Chennai
- d) Delhi

9. Human Resource management is both - and _____

- a) Science and art
- b) Theory and practice
- c) History and Geography
- d) None of the above

- 10. Recruitment bridges gap between _____ .**
- a) job seeker and job provider b) job seeker and agent
c) job provider and owner d) owner and servant
- 11. Social marketing deals with:**
- a) Society b) Social Class
c) Social change d) Social evil
- 12. 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
- 13. 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
- 14. Factors within an organisation constitutes _____ environment.**
- a) An Internal Thinker b) External Thinker
c) Fellow human beings d) All of these
- 15. _____ ownership makes bold management decisions due to their strong foundation in the international level.**
- a) Private b) Public
c) Corporate d) MNC's
- 16. Document of title to the goods exclude**
- a) Lorry receipt b) Railway receipt
c) Airway bill d) Invoice

17. The _____ initiative was launched to modernize the Indian economy to make all governments services available electronically.
- a) Standup India b) Startup India
c) Digital India d) Make in India
18. The Companies Act 2013 Prohibits the issue of shares at _____ to the public.
- a) Premium b) Par
c) Discount d) Both at par and Premium
19. What percentage of shareholders is needed to pass special resolution?
- a) It must be unanimous b) Not less than 90%.
c) Not less than 75%. d) More than 50%.
20. Who can become a secretary for a company?
- a) Individual person b) Partnership firm
c) Co-operative societies d) Trade unions

PART – II

Note:

7x2=14

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

21. Who is a manager?
22. Write a short note about Planning.
23. What is debt market?
24. What do you meant by Auctioning?
25. What are the types of Speculator?
26. Define Product.
27. What is E business?

28. State the meaning of the term State Commission.
29. Who is whole time Director?
30. What is Vote?

PART – III

Note:

7x3=21

(i) Answer any 7 questions. Question No. 40 is compulsory.

(ii) Answer should not exceed 150 words.

31. What determines the span of management?
32. Write a note on Secondary Market.
33. What is meant by Insiders trading?
34. State the steps in Recruitment process.
35. What are the factors affecting Price of Product?
36. Write the importance of consumerism.
37. Write a short note on New Economic Policy.
38. Explain the meaning of Agreement to sell.
39. What do you mean by Equity Share?
40. Explain: 1.COPRA 2. STEP 3. JAM

PART – IV

Note:

7x5=35

(a) Answer all the questions.

(b) Answer should not exceed 250 words.

41. Describe the principles of scientific management.

(OR)

Describe the different types of resolutions which company may pass with suitable matters required for each type of resolution.

42. Explain the functions of Stock Exchange. (Any 5)

(OR)

Distinguish between an Entrepreneur and an Intrapreneur.

43. Explain the benefits of training.

(OR)

Distinguish between Conditions and Warranty.

44. Narrate the Elements of Marketing mix.

(OR)

Explain the advantages and disadvantages of liberalisation.

45. What are the rights of consumers?

(OR)

Explain in detail how traditional marketing differ from E – marketing.

46. Explain the types of speculators.

(OR)

Discuss Disadvantages of MBO and MBE.

47. What are the various kinds of Debentures?

(OR)

Elaborate on the factors affecting recruitment.



MODEL QUESTION PAPER - 4

XII - STANDARD

Commerce

Time Allowed: 3 hrs.

Max. Marks: 90

Instructions:

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PART – I

Note:

20×1=20

(i) Answer all the questions.

(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.

1. Scientific management is developed by _____.

- | | |
|----------|-----------|
| a) Fayol | b) Taylor |
| c) Mayo | d) Jacob |

2. Distribution of work in group wise or section wise is called as _____.

- | | |
|------------------|----------------|
| a) Co-ordinating | b) Controlling |
| c) Staffing | d) Organising |

3. Select the odd one out.

- | | |
|------------------------|-------------|
| a) MBO | b) MBE |
| c) Business Management | d) Business |

- 4. Capital market is a market for**
- a) Short Term Finance
 - b) Medium Term Finance
 - c) Long Term Finance
 - d) Both Short Term and Medium Term Finance
- 5. Money Market Institutions are _____.**
- a) Investment Houses
 - b) Mortgage Banks
 - c) Reserve Bank of India
 - d) Commercial Banks and Discount Houses.
- 6. _____ 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
- 7. _____ was the first company to trade its shares in Demat form.**
- a) Tata Industries
 - b) Reliance Industries
 - c) Infosys
 - d) Birla Industries
- 8. Find out the service goods.**
- a) Banking
 - b) Tele Communication
 - c) Insurance
 - d) All the above
- 9. Planning is a _____ function.**
- a) selective
 - b) pervasive
 - c) both (a) and (b)
 - d) none of the above
- 10. Advertisement is a _____ source of recruitment.**
- a) internal
 - b) external
 - c) agent
 - d) outsourcing

- 11. The Spot market is classified on the basis of**
- a) Commodity b) Transaction
c) Regulation d) Time
- 12. 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
- 13. _____ is the king of modern marketing.**
- a) Consumer b) Wholesaler
c) Producer d) Retailer
- 14. The two major types of business environment are _____ and _____.**
- a) Internal and External b) Micro and Macro
c) Present and future d) None
- 15. New Economic Policy was introduced in the year**
- a) 1980 b) 1991
c) 2013 d) 2015
- 16. A cheque will become stale after _____ months of its date:**
- a) 3 b) 4
c) 5 d) 1
- 17. _____ has to include the mechanism for managing venture in the project report.**
- a) Banker b) Government
c) Lending Institutions d) Entrepreneur
- 18. What is the statue of Directors who regulate money of the company.**
- a) Banker b) Share Holder
c) Agent d) Trustees

19. Who is not entitled to speak at the annual general meeting of the company.

- a) Auditor
b) Shareholder
c) Proxy
d) Directors

20. Which meeting will be held only once in the life time of the company?

- a) Statutory
b) Annual General
c) Extra – ordinary
d) Class General

PART – II

Note:

7x2=14

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

21. List out the management tools.
22. What is meant by Motivation?
23. Define – MBO.
24. Give a Short Note on OTECI.
25. Mention any two features of campus recruitment.
26. Define – Market Place.
27. What is green marketing?
28. Mention any three disadvantages of Liberalisation.
29. Who is called as Managing Director?
30. What is Meant by Debentures?

PART – III**Note:****7x3=21**

- (i) Answer any 7 questions. Question No. 40 is compulsory.**
- (ii) Answer should not exceed 150 words.**

31. Write about the contribution of Drucker to management.
32. Explain Bear and Bull.
33. List the functions of HRM.
34. What do you mean by achievement test?
35. What are the objectives of marketing?
36. What do you understand about "Right to protection of health and safety"?
37. Write about any three internal environmental factors of business.
38. Discuss the two different types of crossing.
39. Distinguish between entrepreneur and Manager.
40. What conditions should be fulfilled issues of shares in discount?

PART – IV**Note:****7x5 =35**

- (a) Answer all the questions.**
- (b) Answer should not exceed 250 words.**

41. Explain the management process in detail.

(OR)

Discuss the liabilities of Company Secretary.

42. What are the advantages and disadvantages of MBE?

(OR)

Mention the presumptions of Negotiable Instruments.

43. Explain the characteristics of Money Market.

(OR)

What are the characteristics of an entrepreneur?

44. What are the functions of SEBI?

(OR)

Distinguish between sale and agreement to sell.

45. Describe the significance of Human Resource Management

(OR)

What are the functions of the GST council?

46. What is your contribution to promote the market in the modern society?

(OR)

What are the Functions of the National Commission?

47. Explain about Factoring and Venture Capital Institutions.

(OR)

State the qualification of Directors.



MODEL QUESTION PAPER - 5**XII - STANDARD****Commerce**

Time Allowed: 3 hrs

Max. Marks: 90

Instructions:

- 1) Check the question paper for fairness of printing. If there is any lack of fairness, inform the Hall Supervisor immediately.
- 2) Use blue or black ink must be used to write and underline. Pencil can be used to draw the diagrams.

PART – I**Note:****20×1=20****(i) Answer all the questions.****(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.****1. Dividing the work into small tasks is known as**

- | | |
|---------------------|-----------|
| a) Discipline | b) Unity |
| c) Division of work | d) Equity |

2. When the NSEI was established?

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

3. Debt Instruments are issued by Corporate Houses are raising short-term financial resources from the money market are called _____.

- | | |
|---------------------------|--------------------------|
| a) Treasury Bills | b) Commercial Paper |
| c) Certificate of Deposit | d) Government Securities |

- 4. Give example for service entrepreneur :**
- a) Banking
 - b) Insurance
 - c) Airlines
 - d) All the above
- 5. Jobbers transact in a stock exchange _____.**
- a) For their Clients
 - b) For their Own Transactions
 - c) For other Brokers
 - d) For other Members
- 6. Money Market Institutions are _____.**
- a) Investment Houses
 - b) Mortgage Banks
 - c) Reserve Bank of India
 - d) Commercial Banks and Discount Houses
- 7. Give the examples of (KRA) Key Result Areas**
- a) Profitability
 - b) Market standing
 - c) Innovation
 - d) All the above
- 8. 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
- 9. Which one of the following if correctly matched?**
- a) Salary - Directions
 - b) Aggregation - Employment Opportunity
 - c) Development - Job Shortage
 - d) Settings - Strategies
- 10. Transfer is an _____ source of recruitment.**
- a) internal
 - b) external
 - c) outsourcing
 - d) None of the above

11. Match the Following.

- | | |
|---------------------------|---------------------------|
| i) Commodity Market | - a) Complete goods |
| ii) Pure Metal Market | - b) Agricultural goods |
| iii) Primary Market | - c) Manufacturing Goods |
| iv) Final Position Market | - d) goods |
| a) i-c, ii-d, iii-a, iv-b | b) i-c, ii-b, iii-a, iv-c |
| c) i-c, ii-d, iii-b, iv-a | d) i-c, ii-a, iii-b, iv-d |

12. Selling goods/ services through internet is _____.

- | | |
|---------------------|-------------------|
| a) Green marketing | b) E- business |
| c) Social marketing | d) Meta marketing |

13. Which of the following is not a consumer right summed up by John F. Kennedy?

- | | |
|---------------------|-------------------------|
| a) Right to safety | b) Right to choose |
| c) Right to consume | d) Right to be informed |

14. _____ environment includes weather and climatic conditions.

- | | |
|--------------------|--------------|
| a) Geo physical | b) Political |
| c) Socio – culture | d) Economic |

15. Sale of Goods Act was passed in the year _____.

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

16. Which of the below is a factor of production?

- | | |
|---------------------|---------------------|
| a) Land | b) Labour |
| c) Entrepreneurship | d) All of the above |

17. The Company will have to issue the notice of situation of Registered Office to the Registrar of Companies within _____ days from the date of incorporation.

- | | |
|------------|------------|
| a) 14 days | b) 21 days |
| c) 30 Days | d) 60 Days |

18. A person Shall hold office as a director in _____ as per the Companies Act, 2013.

- a) 5 companies b) 10 companies
c) 20 companies d) 15 companies

19. Who can become a secretary for a company?

- a) Individual person b) Partnership firm
c) Co-operative societies d) Trade unions

20. Which Business can keep the Business secrete?

- a) Public Companies b) Private Companies
c) Partnership d) Sole Trader

PART – II

Note:

7x2=14

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

21. State the meaning of Authority.
22. How do you coordinate your classroom with peace?
23. What is equity market?
24. Explain Dalal Street.
25. Mention two characteristics of Human Resource.
26. Mention any four differences between Wholesale Market and Retail market.
27. What is Caveat Venditor?
28. What is Share?
29. Explain: 1. STEP 2. TREAD
30. You are buying a car knowing that are two year old. Then you feel like it's 5 year old. What will you do? Why?

PART – III**Note:****7x3=21**

(i) Answer any 7 questions. Question No. 40 is compulsory.

(ii) Answer should not exceed 150 words.

31. Differentiate management from Administration.
32. Give the meaning and definition of financial market.
33. What are the limitations of Stock exchange?
34. What are the features of internal source of recruitment?
35. Write short note on trainer and trainee.
36. State to advantages of warehousing.
37. How to register the complaints?
38. Explain the natural environment of business.
39. What are the characteristics of a bill of exchange?
40. Who is a shadow director?

PART – IV**Note:****7x5=35**

(a) Answer all the questions.

(b) Answer should not exceed 250 words.

41. Explain the various functions of management.

(OR)

Briefly explain different stages in Formation of a Company.

42. Briefly explain the functions of capital market.

(OR)

Explain any five Government Entrepreneurial schemes.

43. Explain the Benefits of Stock Exchange.

(OR)

What are the benefits of Dematerialisation?

44. Differentiate HR from HRM.

(OR)

Classify goods under the Sale of Goods Act.

45. Describe the various strategies pursued in recent day's marketers.

(OR)

What are the objectives of Consumer Protection Act, 1986?

46. Explain the important methods of interview.

(OR)

Explain the Instruments of Money Market?

47. Discuss the problems faced by Women Entrepreneurs.

(OR)

State the Criminal liabilities of Directors.



MODEL QUESTION PAPER - 6**XII - STANDARD****Commerce**

Time Allowed: 3 hrs.

Max. Marks: 90

Instructions:

- 1) Check the question paper for fairness of printing. If there is any lack of fairness, inform the Hall Supervisor immediately.
- 2) Use blue or black ink must be used to write and underline. Pencil can be used to draw the diagrams.

PART – I**Note:****20×1=20****(i) Answer all the questions.****(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.**

1. _____ System gives full Scope to the Individual Strength and Responsibility.

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

2. Which of the following is not a main function?

- | | |
|--------------------|-------------|
| a) Decision-making | b) Planning |
| c) Organising | d) Staffing |

3. Primary market is also called as _____.

- | | |
|---------------------|--------------------|
| a) Secondary market | b) Money market |
| c) New Issue Market | d) Indirect Market |

4. _____ are global and exhibit international characteristics.
- a) Producers b) Customers
c) Retailers d) None
5. _____ is the oldest stock exchange in the world.
- a) London Stock Exchange b) Bombay Stock Exchange
c) National Stock Exchange d) Amsterdam Stock Exchange
6. Registering and controlling the functioning of collective investment schemes as _____
- a) Mutual Funds b) Listing
c) Rematerialisation d) Dematerialization
7. Planning is a _____ function.
- a) selective b) pervasive
c) both (a) and (b) d) none of the above
8. One who promotes (or) Exchange of goods or services for money is called as _____.
- a) Seller b) Marketer
c) Customer d) Manager
9. Which one is the example of Intangible product?
- a) Education b) Mobiles
c) Garments d) Vehicles
10. Which is gateway to internet?
- a) Portal b) CPU
c) Modem d) Webinar
11. Who is the father of Consumer Movement?
- a) Mahatma Gandhi b) Mr. Jhon F. Kennedy
c) Ralph Nader d) Jawaharlal Nehru

12. 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

13. GST stands for _____, _____, _____.

- a) Goods and Services Tax
- b) Direct Tax
- c) Value Added Tax
- d) All the above

14. _____ ownership makes bold management decisions due to their strong foundation in the international level.

- a) Private
- b) Public
- c) Corporate
- d) MNC's

15. Match the following:

List I

List II

- | | | |
|--------------------------|---|----------------------------|
| i) Comparative Inventory | - | 1. Perceived Inventory |
| ii) Guaranteed Inventory | - | 2. Hand free Inventory |
| iii) Uncertain Inventory | - | 3. Identified Inventory |
| iv) Future Inventory | - | 4. Uncategorized Inventory |

- | | | | | |
|----|---|----|-----|----|
| | i | ii | iii | iv |
| a) | 1 | 3 | 4 | 2 |
| b) | 3 | 1 | 2 | 4 |
| c) | 3 | 1 | 4 | 2 |
| d) | 1 | 3 | 2 | 4 |

16. 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

17. Which of the below is not classified into managerial functions?

- a) Planning
- b) Marketing
- c) Organizing
- d) Controlling

18. _____ Entrepreneur Supply Services Unlike.

- a) Hoteliers
- b) Banking
- c) Airlines
- d) Livestock

19. Which of the following types of shares are issued by a company to raise capital from the existing shareholders?

- a) Equity Shares
- b) Rights Shares
- c) Preference Shares
- d) Bonus Shares

20. Which one of the following is not correctly matched.

- a) First director - 161 (4)
- b) Additional director - 161 (1)
- c) Appointment of Director by name Proposal - 161 (3)
- d) Appointment of Director by Temporary Vacancy - 161 (4)

PART – II

Note:

7x2=14

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

- 21. What do you mean by Span of management?
- 22. How is price determined in a Capital Market?
- 23. What is Demat account?
- 24. Give two points of differences between advertisement and unsolicited application.

25. What is an interview?
26. Define Marketing Mix.
27. What are the main objectives of the business?
28. Give any three advantages of Globalisation.
29. Define Endorsement.
30. What is Private placement?

PART – III

Note:

7x3=21

(i) Answer any 7 questions. Question No. 40 is compulsory.

(ii) Answer should not exceed 150 words.

31. What are the main duties of a manager?
32. Bring out the scope of financial market in India.
33. What is meant by Insiders trading?
34. What is aptitude test?
35. Explain the types of market on the basis of time.
36. What is B2B and B2C type of E-Commerce?
37. Who are the members of the National Commission?
38. Explain about the agricultural entrepreneur.
39. State condition stipulated for capital subscription at the time of promotion.
40. Give any three cases in which an ordinary resolution need to be passed.

PART – IV**Note:****7x5=35****(a) Answer all the questions.****(b) Answer should not exceed 250 words.**

41. What are the major advantages of MBO?

(OR)

Explain Who are the KMP.

42. What are the features of Government Securities?

(OR)

How do you Classify entrepreneurs?

43. Draw the organization structure of SEBI.

(OR)

Distinguish between Negotiability and Assign ability.

44. Briefly explain the various types of tests.

(OR)

What do you know about Technological environment?

45. How the market can be classified on the basis of Economics?

(OR)

What is Voluntary Consumer Organisations? Explain its Functions.

46. Explain the benefits of training.

(OR)

Explain advantages and disadvantages of E-tailing.

47. Explain the unique features of Human Resource.

(OR)

Write a short note on the following:

a) Dairy Entrepreneurship development scheme.

b) Project report.



MODEL QUESTION PAPER - 7**XII - STANDARD****Commerce**

Time Allowed: 3 hrs.

Max. Marks: 90

Instructions:

- 1) Check the question paper for fairness of printing. If there is any lack of fairness, inform the Hall Supervisor immediately.
- 2) Use blue or black ink must be used to write and underline. Pencil can be used to draw the diagrams.

PART – I**Note:****20×1=20****(i) Answer all the questions.****(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.**

1. **From top to bottom linking all the managers at all levels is known as _____.**
 - a) stability
 - b) Line of authority
 - c) Centralization
 - d) None
2. **Nothing can be performed without _____.**
 - a) Organizing
 - b) Planning
 - c) Staffing
 - d) Co-Ordination
3. **_____ System gives full Scope to the Individual Strength and Responsibility.**
 - a) MBO
 - b) MBE
 - c) MBM
 - d) MBA

- 12. Training methods can be classified into _____ training.**
- a) Job rotation and Job enrichment
 - b) On the Job and Off the Job
 - c) Job analysis and Job design
 - d) Physical and mental
- 13. 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
- 14. Which one of the following is not correctly matched.**
- a) Food Safety Act - 2006
 - b) Public Liability Insurance Act - 1991
 - c) Indian Standard Company Act - 1942
 - d) Drug addiction, psychological law - 1985
- 15. The National Consumer Disputes Redressal Commission has jurisdiction to entertain complaints where the value of goods/services complained against and the compensation, if any, claimed is**
- a) Exceeding ₹ 1 crore
 - b) Exceeding ₹ 10 lakhs
 - c) Exceeding ₹ 5 lakhs
 - d) Exceeding ₹ 12 lakhs
- 16. Macro Environment of business is an _____ factor.**
- a) general
 - b) functional
 - c) controllable
 - d) competitive
- 17. COPRA – Abbreviation**
- a) Consumer Precious Act
 - b) Consumer Primary Act
 - c) Consumer Protection Act
 - d) Consumer Prevention Act

18. Match the Following

List I

List II

- | | | |
|--|---|--|
| i) 1956 Policy | - | 1. The private Sector has increased in 55% |
| ii) 2011 | - | 2. Public Sector businesses have been reduced to 8 |
| iii) 1991 | - | 3. Globalisation |
| iv) The Way to enter the publishing market | - | 4. Memorandum or Understanding |

- | | i) | ii) | iii) | iv) |
|----|----|-----|------|-----|
| a) | 1 | 2 | 3 | 4 |
| b) | 2 | 1 | 3 | 4 |
| c) | 3 | 4 | 1 | 2 |
| d) | 2 | 1 | 4 | 3 |

19. A Public Company having a paid up Share Capital of Rs. _____ or more may have a Director, elected by such small shareholders.

- | | |
|---------------|----------------|
| a) One crore | b) Three crore |
| c) Five crore | d) Seven crore |

20. A special resolution is required to

- | | |
|--------------------------|---------------------|
| a) redeem the debentures | b) declare dividend |
| c) appoint directors | d) appoint auditor |

PART – II**Note:****7x2=14**

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

21. Who is a manager?
22. What are the components of organized sectors?
23. Give a Short note on Wall Street.
24. State two features of HRM.
25. What do you understand about bio data?
26. What are the factors affecting Price of Product?
27. Write a short notes on Consumer Protection Act, 1986.
28. What is internal environment?
29. Define Entrepreneur.
30. What is Bonus Shares?

PART – III

Note:

7x3=21

(i) Answer any 7 questions. Question No. 40 is compulsory.

(ii) Answer should not exceed 150 words.

31. List out the main functions of management.
32. Distinguish between new issue market and secondary market.
33. Explain National Stock Exchange. (NSE)
34. What can be marketed in the Market?
35. What is the importance of a placement websites?
36. What is the role of Government in consumer protection?
37. State any three impacts on Globalisation.
38. Explain the nature of a Negotiable Instrument.
39. What is meant by Bonus Shares?
40. Who can be Executive Director?

PART – IV**Note:****7x5=35****(a) Answer all the questions.****(b) Answer should not exceed 250 words.**

41. Differentiate management from Administration.

(OR)

Briefly state different types of company meetings.

42. What are the advantages of MBE?

(OR)

List down the managerial functions of entrepreneurs.

43. What are the benefits to society through Stock market?

(OR)

Distinguish between Conditions and Warranty.

44. Describe the economic and socio cultural environment of business.

(OR)

What are the objectives of Consumer Protection Act, 1986?

45. What are the various kinds of Debentures?

(OR)

Explain the impact of LPG on Indian Economy.

46. Define Money Market and Capital Market. Explain the difference between the Money Market and Capital Market.

(OR)

Give a Short Note on :

1. Statutory Meeting
2. Directors meeting
3. Annual General Meeting

47. State the qualification of Directors.

(OR)

Explain different types of open and secret types of voting.



MODEL QUESTION PAPER - 8**XII - STANDARD****Commerce**

Time Allowed: 3 hrs.

Max. Marks: 90

Instructions:

- 1) Check the question paper for fairness of printing. If there is any lack of fairness, inform the Hall Supervisor immediately.
- 2) Use blue or black ink must be used to write and underline. Pencil can be used to draw the diagrams.

PART – I**Note:****20×1=20****(i) Answer all the questions.****(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.**

- 1. Management is what a _____ does?**
 - a) Manager
 - b) Subordinate
 - c) Supervisor
 - d) Superior
- 2. Which is the First step in Process of MBO?**
 - a) Fixing Key Result Area
 - b) Appraisal of Activities
 - c) Matching Resources with Activities
 - d) Defining Organisational Objectives
- 3. Spot Market is a market where the delivery of the financial instrument and payment of cash occurs**
 - a) Immediately
 - b) In the future
 - c) Uncertain
 - d) After one month

- 4. The rules and regulations of Stock exchange is framed by _____ guide lines.**
- a) RBI
b) Central Government
c) SEBI
d) BSE
- 5. Labour turnover is the rate at which employees _____ the organisation.**
- a) enter
b) leave
c) salary
d) none of the above
- 6. Probation/Trial period signifies**
- a) one year to two years
b) one year to three years
c) two years to four years
d) none of the above
- 7. Recruitment bridges gap between _____ and _____.**
- a) job seeker, job provider
b) job seeker, agent
c) job provider, owner
d) owner, servant
- 8. One who promotes (or) Exchange of goods or services for money is called as**
- a) Seller
b) Marketer
c) Customer
d) Manager
- 9. 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
- 10. A company's products and prices is visually represented by**
- a) Shopping cart
b) Web portal
c) Electronic catalogue
d) Revenue model

- 11. The International Organisation of Consumers Unions (IOCU) was first established in**
- a) 1960
b) 1965
c) 1967
d) 1987
- 12. _____ means permitting the private sector to setup industries which were previously reserved for public sector.**
- a) Liberalisation
b) Privatisation
c) Globalisation
d) Public Enterprise
- 13. A Seller is deemed to be unpaid seller**
- a) Price is not paid fully
b) A bill of exchange
c) Both (a) and (b)
d) Weight
- 14. In case of the sale, the _____ has the right to sell.**
- a) Buyer
b) Seller
c) Hirer
d) Consignee
- 15. Number of parties in a bill of exchange are**
- a) 2
b) 6
c) 3
d) 4
- 16. What are the characteristics of an entrepreneur?**
- a) Spirit of enterprise
b) Flexibility
c) Self Confidence
d) All of the above
- 17. Which one of the following is not correctly matched?**
- a) Innovation - Business Change
b) Planning - Think About
c) Communication - Exchange of Ideas
d) Maintaining Control - Meeting
- 18. Which of the below is not a Characteristic of a Fabian Entrepreneur?**
- a) Conservative
b) Risk averse
c) Sceptical
d) Adaptive

19. Who can issue stock?

- a) Public
- b) Private
- c) One Person
- d) Small

20. Voting method that could maintain the secrecy of the voter is known as

- a) Secret procedure
- b) By voice
- c) Open procedure
- d) None

PART – II**Note:****7x2=14**

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

- 21. Bring out the subsidiary functions of management.
- 22. Who are the participants in a Capital Market?
- 23. Mention the headquarters of SEBI.
- 24. Give the meaning of Recruitment.
- 25. What is Role play?
- 26. What is service marketing?
- 27. Give two examples of adulteration.
- 28. State the branches of New Economic Policy.
- 29. List three characteristics of a Promissory Note.
- 30. The Owner takes inventory from his profession for his own benefit. Can this be considered a merchandise deal?

PART – III**Note:** **7x3=21**

- (i) Answer any 7 questions. Question No. 40 is compulsory.**
- (ii) Answer should not exceed 150 words.**

31. State the importance of staffing.
32. Write a note on National Clearance and Depository System (NCDS).
33. Explain Stag and Lame Duck.
34. Name the types of selection test.
35. What do you mean by marketing mix? Describe any two elements.
36. What do you understand by "Right to redressal"?
37. What are the disadvantages of Privatization?
38. How does a professional entrepreneur operate?
39. Give any three cases in which an ordinary resolution need to be passed.
40. Raja hopes to transfer money to someone through cross cheque. What should he do?

PART – IV**Note:** **7x5 =35**

- (a) Answer all the questions.**
- (b) Answer should not exceed 250 words.**

41. Discuss the implications of span of management.

(OR)

Briefly explain different stages in Formation of a Company.

42. Enumerate the different kinds of financial markets.

(OR)

Discuss the nature of functional entrepreneurs.

43. What are the benefits of Dematerialisation?

(OR)

What are the requisites for a valid endorsement?

44. What are the difference between on the job training and off the job training?

(OR)

How the market can be classified on the basis of Economics?

45. What are the salient features of the Consumer Protection Act, 1986?

(OR)

Write a Short Note on

1. Privatization 2. Liberalization 3. Globalization

46. Write the difference between Share Certificate and Share Warrant.

(OR)

What are the major advantages of MBO?

47. Brief different types of Directors.

(OR)

Explain - How to File a Complaint in Consumer Court?



MODEL QUESTION PAPER - 9**XII - STANDARD****Commerce**

Time Allowed: 3 hrs.

Max. Marks: 90

Instructions:

- 1) Check the question paper for fairness of printing. If there is any lack of fairness, inform the Hall Supervisor immediately.
- 2) Use blue or black ink must be used to write and underline. Pencil can be used to draw the diagrams.

PART – I**Note:****20×1=20****(i) Answer all the questions.****(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.**

1. **From top to bottom linking all the manages at all levels is known as _____.**
 - a) Stability
 - b) Line of authority
 - c) Direction
 - d) None
2. **In which process is better use of knowledge of trends, history and available business data?**
 - a) MBO
 - b) MBE
 - c) Business Organization
 - d) Business Management
3. **The money invested in the call money market provides high liquidity with _____.**
 - a) Low Profitability
 - b) High Profitability
 - c) Limited Profitability
 - d) Medium Profitability

- 4. PAN stands for _____.**
- a) Permanent Amount Number
 - b) Primary Account Number
 - c) Permanent Account Number
 - d) Permanent Account Nominee
- 5. Which of the following orders is followed in a typical selection process?**
- a) Application form test and or interview, reference check and physical examination
 - b) Application form test and or interview, reference check, and physical examination
 - c) Reference check, application form, test and interview and physical examination
 - d) physical examination test and on interview application term and reference check.
- 6. Advertisement is a _____ source of recruitment.**
- a) internal
 - b) external
 - c) agent
 - d) outsourcing
- 7. Off the Job training is given**
- a) In the class room
 - b) On off days
 - c) Outside the factory
 - d) In the playground
- 8. Green Shelter concept was introduced by group:**
- a) acme
 - b) Tata
 - c) Reliance
 - d) ICI
- 9. Elements of Market Mix**
- a) Product
 - b) Price
 - c) Place
 - d) Promotion

- 10. _____ is to educate the consuming public and customers of various aspects of products**
- a) Warranty
 - b) Service
 - c) Advertisement
 - d) Consumerism
- 11. Which of the following is not a consumer right summed up by John F. Kennedy?**
- a) Right to safety
 - b) Right to choose
 - c) Right to consume
 - d) Right to be informed
- 12. Consumer awareness covers the following:**
- a) Consumer awareness about Maximum Retail Price (MRP)
 - b) Consumer awareness about Fair Price Shop
 - c) Consumer awareness about price, quality, and expiry date of the product
 - d) All of the above
- 13. _____ is a stipulation which is collateral to main purpose of contract:**
- a) Warranty
 - b) Condition
 - c) Right
 - d) Agreement
- 14. The transferee of a Negotiable Instrument is the one**
- a) Who transfer the instrument
 - b) On whose name it is transferred
 - c) Who enchases it
 - d) None of the above
- 15. Which of the below is a commercial function?**
- a) Accounting
 - b) Coordination
 - c) Discovery of idea
 - d) Planning
- 16. Activities such as Poultry and Fruit Production are related to the field mentioned below.**
- a) Joint Stock Company
 - b) Retail Business
 - c) Trade
 - d) Agronomy

17. Match the Following

- | | | |
|---------------------------|---|---------------------------|
| i) Money Market | - | a) Long Time |
| ii) Debt Market | - | b) Short Time |
| iii) Capital Market | - | c) Loan Instruments |
| iv) Non Marketable Assets | - | d) Easily Convertible |
| a) i-c, ii-a, iii-b, iv-d | | b) i-c, ii-b, iii-a, iv-d |
| c) i-b, ii-c, iii-a, iv-d | | d) i-c, ii-a, iii-b, iv-d |

18. The Companies Act 2013 Prohibits the issue of shares at _____ to the public.

- | | |
|-------------|----------------------------|
| a) Premium | b) Par |
| c) Discount | d) Both at par and Premium |

19. By eliminating trade restriction and by simplifying trade procedure

- | | |
|--------|------------------|
| a) WTO | b) TRIPs |
| c) IMF | d) Globalization |

20. Select the Odd one Out.

- | | |
|----------|-----------|
| a) Wheat | b) Cotton |
| c) Ore | d) Sugar |

PART – II**Note:****7x2=14**

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

21. What is known as KRA?
22. What are the Instruments of Money Market?
23. What are the various ID proofs?
24. Write short note on 'Rights to be informed'.
25. What is mean by Regulated Market?

26. What is Meant by Resolution?
27. What are the Main objectives of Business?
28. What is mean by Warranty?
29. Name any four Governmental Entrepreneurial schemes.
30. Is Marketing and Sales the Same? Why?

PART – III

Note:

7x3=21

(i) Answer any 7 questions. Question No. 40 is compulsory.

(ii) Answer should not exceed 150 words.

31. Write down the management process in detail? (Any 3)
32. Explain the types of Treasury Bills.
33. Draw the organization structure of SEBI.
34. What is stress interview?
35. What is green marketing?
36. What is the Pecuniary Jurisdiction of the State Commission?
37. Discuss in detail about existing goods.
38. Define Entrepreneur.
39. Differentiate Executive and Non-Executive Directors.
40. What is meant by Special Resolution?

PART – IV

Note:

7x5=35

(a) Answer all the questions.

(b) Answer should not exceed 250 words.

41. Explain the various functions of management.

(OR)

Describe the different types of resolutions which company may pass with suitable matters required for each type of resolution.

42. Explain the difference between the Money Market and Capital Market.

(OR)

Describe the steps promoting Entrepreneurial venture.

43. What are the objectives of SEBI?

(OR)

Discuss in detail the features of a cheque.

44. Explain the benefits of training.

(OR)

Give a Short Note on:

1. Wall Street 2. Lombard Street

45. Explain the term District Forum and explain the functions of District Forum.

(OR)

Explain the micro environmental factors of business.

46. Classify goods under the Sale of Goods Act.

(OR)

Give the Abbreviation:

1. STEP 2. JAM 3. TREAD
4. M-SIPS 5. SEED 6. NEW GENIEDC

47. What formalities need to be fulfilled for a companies having share capital to commence business?

(OR)

Explain the principles of placement.



MODEL QUESTION PAPER-10**XII - STANDARD****Commerce**

Time Allowed: 3 hrs.

Max. Marks: 90

Instructions:

- 1) Check the question paper for fairness of printing. If there is any lack of fairness, inform the Hall Supervisor immediately.
- 2) Use blue or black ink must be used to write and underline. Pencil can be used to draw the diagrams.

PART – I**Note:****20×1=20****(i) Answer all the questions.****(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.****1. In Which order ensures the fluid operation of a company?**

- | | |
|----------------------|-----------------|
| a) Line of authority | b) Scalar Chain |
| c) Direction | d) Social Order |

2. MBO provides _____ level goals.

- | | |
|----------------|----------------|
| a) aim | b) Process |
| c) (a) and (b) | d) performance |

3. Participants in the capital market includes

- | | |
|---------------------------|---------------------|
| a) Individuals | b) Corporate |
| c) Financial Institutions | d) All of the above |

4. **A marketable document of title to a time deposit for a specified period may be referred to as a _____.**
 - a) Treasury Bill
 - b) Certificate of Deposit
 - c) Commercial Bill
 - d) Government Securities
5. **Stock exchange allow trading in**
 - a) All types of Shares of any Company
 - b) Bonds issued by the Government
 - c) Listed Securities
 - d) Unlisted Securities
6. **In which year SEBI was constituted as the regulator of capital markets in India?**
 - a) 1988
 - b) 1992
 - c) 2014
 - d) 2013
7. **Planning is a _____ function.**
 - a) selective
 - b) pervasive
 - c) both (a) and (b)
 - d) none of the above
8. **Select the odd one out.**
 - a) Accounting
 - b) Science
 - c) Statistics
 - d) Economics
9. **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
10. **Factors within an organisation constitutes _____ environment.**
 - a) External
 - b) Internal
 - c) Micro
 - d) Macro

- 11. Identify the test that acts as an instrument to discover the inherent ability of a candidate.**
- a) Aptitude Test b) Attitude Test
c) Proficiency Test d) Physical Test
- 12. _____ is the result of New Industrial Policy which abolished the 'License System'.**
- a) Globalisation b) Privatisation
c) Liberalisation d) None of these
- 13. In which of the following types, the ownership is immediately transferred to buyer?**
- a) When goods are ascertained
b) When goods are appropriate
c) Delivery to the carrier
d) Sale or return basis
- 14. Negotiable Instrument Act was passed in the year**
- a) 1981 b) 1881
c) 1994 d) 1818
- 15. Which of the following statement is false?**
- a) Human Resources is an invisible property.
b) Advertising is the outsourced recruiting resources.
c) The seller is the one with the highest position in the market.
d) The e-commerce store can also be called an online shop.
- 16. Under the companies Act, which one of the following powers can be exercised by the Board of Directors?**
- a) Power to sell the company's undertakings
b) Power to make call
c) Power to borrow money in excess of the paid up capital
d) Power to re appoint an auditor

17. Match the following

- | | | |
|---------------------------|---|-------------------------------|
| i) MBO | - | a) General business Use |
| ii) MBE | - | b) Priority Basis |
| iii) KRA | - | c) An administrative system |
| iv) ORGANISATION | - | d) Part of the changing world |
| a) i-c, ii-a, iii-b, iv-d | | b) i-c, ii-b, iii-a, iv-d |
| c) i-b, ii-c, iii-a, iv-d | | d) i-c, ii-a, iii-b, iv-d |

18. Motive of a Pure Entrepreneur is

- | | |
|----------------------|---------------------|
| a) Rendering service | b) Earning profit |
| c) Attaining status | d) Both (b) and (c) |

19. The Company will have to issue the notice of situation of Registered Office to the Registrar of Companies within _____ days from the date of incorporation.

- | | |
|------------|------------|
| a) 14 days | b) 21 days |
| c) 30 Days | d) 60 Days |

20. Board Meetings to be conducted minimum _____ times in a year.

- | | |
|------|------|
| a) 2 | b) 3 |
| c) 4 | d) 5 |

PART – II**Note:****7x2=14**

(a) Answer any seven questions. Question No.30 is Compulsory.

(b) Answer to theory questions should not exceed 50 words.

21. Who is a manager?
22. Mention any two features of entrepreneurs.
23. What are the components of organized sectors?
24. Who is called as Promoters?
25. What is service marketing?

26. What are the types of Speculator?
27. State two features of HRM.
28. Give two examples of adulteration.
29. What do you meant by Redressal Mechanism?
30. Write short note on 'Proxy'?

PART – III

Note: **7x3=21**

(i) Answer any 7 questions. Question No. 40 is compulsory.

(ii) Answer should not exceed 150 words.

31. What is Debentures?
32. Define – MBO.
33. Give two points of differences between HR and HRM.
34. Write any two objectives of SEBI.
35. What is meant by artificial scarcity?
36. What do you understand by Issue of Securities at Premium?
37. Is Consumer Protection necessary?
38. Name any four Governmental Entrepreneurial schemes.
39. Write short note on trainer and trainee.
40. What do you understand by 'Poll'?

PART – IV

Note: **7x5 =35**

(a) Answer all the questions.

(b) Answer should not exceed 250 words.

41. What are the advantages of MBE?

(OR)

What is mean by Shares? Explain type of Shares.

42. What are the functions of SEBI?

(OR)

Explain the different kinds of endorsements.

43. Explain the advantages and disadvantages of liberalisation.

(OR)

Discuss the liabilities of Company Secretary.

44. Discuss the significance of understanding business environment and the internal factors affecting business.

(OR)

How to create consumer awareness?

45. Compare the concept of social marketing with service marketing.

(OR)

State to advantages of warehousing.

46. Explain the unique features of Human Resource.

(OR)

What are the duties of a directors?

47. Why government of India support for innovation and entrepreneurship in India.

(OR)

Distinguish between sale and agreement to sell.



MODEL QUESTION PAPER -11**XII - STANDARD****Commerce**

Time Allowed: 3 hrs.

Max. Marks: 90

Instructions:

- 1) Check the question paper for fairness of printing. If there is any lack of fairness, inform the Hall Supervisor immediately.
- 2) Use blue or black ink must be used to write and underline. Pencil can be used to draw the diagrams.

PART – I**Note:****20×1=20****(i) Answer all the questions.****(ii) Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answer.**

1. **“To manage is to forecast, to plan, to organize, to command, to co-ordinate and to control “whose definition is this”?**
 - a) Peter F. Drunken
 - b) Henry fayol
 - c) Behavior School
 - d) All the above
2. **Market for long term financial claim known as**
 - a) Money Market
 - b) Capital Market
 - c) Spot Market
 - d) All the above
3. **Which is the oldest stock exchange in India?**
 - a) The Madras Stock Exchange Limited
 - b) Bombay Stock Exchange
 - c) Bangalore Stock Exchange
 - d) The National Stock Exchange

- 4. The main purpose of medical examination is to find out:**
- a) Physical fitness b) Infectious diseases
c) Poor health d) All the above
- 5. In Which market goods are identical or homogeneous?**
- a) Imperfect b) Perfect
c) Both (a) and (b) d) None
- 6. Find Out the subsidiary functions of Management**
- a) Innovation b) Decision Making
c) Communication d) All the above
- 7. Green market is also known as**
- a) Eco – friendly b) Ecological
c) Environmental d) All the above
- 8. The term consumerism was first coined by business in the mid**
- a) 1950 b) 1960
c) 1965 d) 1963
- 9. Every consumer has a right to get _____ and right to pure and healthy environment.**
- a) Basic needs b) Education
c) Quality d) Expectation
- 10. _____ are the vital part of the business.**
- a) Producer b) Consumer
c) Distributor d) Retailer
- 11. _____ has created a global market.**
- a) Information b) Tele communication
c) Both (a) and (b) d) None

12. Give example for Public Sector Undertakings (PSUs)

- a) Railway
- b) Defense
- c) Atomic Energy
- d) All the above

13. Find out the goods.

- a) Stock
- b) Shares
- c) Growing crops
- d) All the above

14. _____ is not necessary for a cheque.

- a) Notice
- b) Discount
- c) Stamp
- d) Currency

15. Which one is marketing aspect as follows?

- a) Pricing
- b) Funds
- c) Size
- d) None

16. One who starts his own ventures as a family business

- a) Modern entrepreneur
- b) Rural entrepreneur
- c) Classical entrepreneur
- d) Motivated entrepreneur

17. In which year national skill development mission was unveiled?

- a) 2000
- b) 2012
- c) 2010
- d) 2015

18. How many stages in formation of a company?

- a) 8
- b) 6
- c) 4
- d) 2

19. The directors are expected to act in:

- a) Good faith
- b) Utmost care
- c) Perform work
- d) All the above

20. The Latin word "Secretarius" which means

- a) Skill
- b) Knowledge
- c) Secret
- d) Personality

PART – II**Note:****7x2=14**

- (a) Answer any seven questions. Question No.30 is Compulsory.**
- (b) Answer to theory questions should not exceed 50 words.**

21. What is Management?
22. Bring out the meaning of MBE.
23. Give a Short Note on - OCTEI.
24. What do you mean by test?
25. What is Market?
26. Who is a consumer?
27. Give any three advantages of Globalisation.
28. Define: Endorsement.
29. Define: Intrapreneur.
30. Name the companies required to appoint KMP.

PART – III**Note:****7x3=21**

- (i) Answer any 7 questions. Question No. 40 is compulsory.**
- (ii) Answer should not exceed 150 words.**

31. Is management an Art or Science?
32. Explain Bull and Bear.
33. List the functions of HRM.
34. What is aptitude test?
35. What is Role play?
36. What are the objectives of marketing?

37. What are the important legislations related to consumerism in India?
38. Discuss the two different types of crossing.
39. State the minimum number of Directors for a Private company.
40. Give any three cases in which an ordinary resolution need to be passed.

PART – IV

Note:

7x5 =35

(a) Answer all the questions.

(b) Answer should not exceed 250 words.

41. Explain the principles of modern management.

(OR)

Elaborate the functions of the Company Secretary.

42. Explain the various functions of management.

(OR)

What are the benefits of Dematerialisation?

43. Give a short note on:

1. stress interview
2. structured interview
3. aptitude test

(OR)

Distinguish between Equity Shares and Preference Shares.



44. What is a contract of sale of goods? Explain Contingent Goods and existing goods.

(OR)

Explain in detail the various functions of an entrepreneur.

45. Distinguish between entrepreneur and Manager.

(OR)

How the market can be classified?

46. What are the objectives of United Nations guidelines for consumer protection?

(OR)

Discuss the Operating functions HRM.

47. Explain different types of open and secret types of voting.

(OR)

Explain about off the job training.



Key Answers for Objective Questions

Govt. Model Question Paper									
1	2	3	4	5	6	7	8	9	10
b	d	c	d	c	a	b	b	c	b
11	12	13	14	15	16	17	18	19	20
c	b	b	c	a	d	b	c	c	d

Model Question Paper - 1									
1	2	3	4	5	6	7	8	9	10
d	a	a	a	a	c	a	d	c	d
11	12	13	14	15	16	17	18	19	20
c	d	c	b	c	d	c	a	b	b

Model Question Paper - 2									
1	2	3	4	5	6	7	8	9	10
a	a	d	a	d	a	d	a	b	a
11	12	13	14	15	16	17	18	19	20
d	a	a	a	d	b	c	c	b	c

Model Question Paper - 3									
1	2	3	4	5	6	7	8	9	10
c	d	d	a	d	a	b	a	b	b
11	12	13	14	15	16	17	18	19	20
b	c	a	b	b	a	d	d	c	a

Model Question Paper - 4

1	2	3	4	5	6	7	8	9	10
b	a	d	c	d	a	b	a	b	b
11	12	13	14	15	16	17	18	19	20
b	c	a	b	b	a	d	d	c	a

Model Question Paper - 5

1	2	3	4	5	6	7	8	9	10
c	b	b	d	b	c	d	b	b	a
11	12	13	14	15	16	17	18	19	20
c	b	b	c	b	c	d	c	a	b

Model Question Paper - 6

1	2	3	4	5	6	7	8	9	10
c	a	c	b	a	d	b	b	a	c
11	12	13	14	15	16	17	18	19	20
c	a	b	a	c	d	c	d	b	a

Model Question Paper - 7

1	2	3	4	5	6	7	8	9	10
b	d	d	d	b	a	a	d	a	a
11	12	13	14	15	16	17	18	19	20
b	b	c	c	a	a	c	d	c	d

Model Question Paper - 8									
1	2	3	4	5	6	7	8	9	10
a	d	a	c	b	a	a	b	c	a
11	12	13	14	15	16	17	18	19	20
a	b	b	b	c	d	d	d	a	a

Model Question Paper - 9									
1	2	3	4	5	6	7	8	9	10
b	b	a	c	b	b	a	c	d	c
11	12	13	14	15	16	17	18	19	20
c	d	a	b	a	d	c	c	d	c

Model Question Paper - 10									
1	2	3	4	5	6	7	8	9	10
d	d	d	b	c	a	b	b	a	a
11	12	13	14	15	16	17	18	19	20
a	d	c	b	a	d	a	c	c	c

Model Question Paper - 11									
1	2	3	4	5	6	7	8	9	10
b	b	a	d	b	d	d	b	a	b
11	12	13	14	15	16	17	18	19	20
c	d	d	a	a	c	d	c	d	c



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