

# HALF YEARLY EXAMINATION -2024

CLASS:12

COMMERCE

Reg.No

Time : 3.00 Hours

MARKS : 90

## PART - I

Note : Answer all the questions.

Choose the most suitable answer from the given four alternatives and write the option code and the corresponding answers:-

1) Choose the correct answers:-

20x1=20

- With a wider span, there will be \_\_\_\_\_ hierarchical levels.  
a) More                      b) Less                      c) Multiple                      d) Additional
- The goals are achieved with the help of \_\_\_\_\_.  
a) Motivation                      b) Controlling                      c) Planning                      d) Staffing
- MBO is popularized in the USA by \_\_\_\_\_.  
a) Prof. Reddin                      b) George Odiorne                      c) Henry Fayol                      d) F.W. Taylor
- Financial market facilities business firms  
a) To rise funds                      b) To recruit workers  
c) To make more sales                      d) To minimize fund requirement
- The \_\_\_\_\_ was set up by a premier financial institution to allow the trading of securities across the electronic counters throughout the country.  
a) OTCEI                      b) Factoring                      c) Mutual funds                      d) Venture Funds institutions
- A pessimistic speculator is \_\_\_\_\_.  
a) Stag                      b) Bear                      c) Bull                      d) Lame Duck
- Human resource management determine the \_\_\_\_\_ relationship.  
a) internal, external                      b) employer, employee                      c) Owner, Servant                      d) Principle, Agent
- The process of eliminating unsuitable candidate is called \_\_\_\_\_.  
a) Selection                      b) Recruitment                      c) Interview                      d) Induction
- Training methods can be classified into \_\_\_\_\_ and \_\_\_\_\_ training.  
a) Job rotation & Job enrichment                      b) On the job and Off the job  
c) Job analysis & Job design                      d) Physical and mental
- 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
- Pure play retailers are called \_\_\_\_\_.  
a) Market creators                      b) Transaction brokers                      c) Merchants                      d) Agents
- \_\_\_\_\_ of every year is declared as a Consumer Protection Day to educate the public about their rights and responsibilities.  
a) August 15                      b) April 15                      c) March 15                      d) September 15
- The State Commission can entertain complaints where the value of the goods or services and the compensation, if any claimed exceed  
a) 2 lakhs but does not exceed 5 lakhs                      b) 20 lakhs but does not exceed 1 crore  
c) 3 lakhs but does not exceed 5 lakhs                      d) 4 lakhs but does not exceed 20 lakhs
- Macro Environment of business is an \_\_\_\_\_ factor.  
a) Uncontrollable                      b) Controllable                      c) Manageable                      d) Immanageable
- \_\_\_\_\_ results from the removal of barriers between national economics to encourage the flow of goods, services, capital and labour.  
a) Privatisation                      b) Liberalisation                      c) Globalisation                      d) Foreign Trade
- Which of these is based on Technology?  
a) Modern                      b) Professional                      c) Corporate                      d) Industrial
- A person shall hold office as a director in \_\_\_\_\_ companies as per the Companies Act, 2013.  
a) 5 companies                      b) 10 companies                      c) 20 companies                      d) 15 companies
- Who is not entitled to speak at the annual general meeting of the company.  
a) Auditor                      b) Shareholder                      c) Proxy                      d) Directors

19. Match List I with List II and select the correct answer using the codes given below :

S.No	List I	S.No	List II
i)	Innovative Entrepreneur	1	Never adapts the change
ii)	Imitative Entrepreneur	2	Adapts the change as last resort
iii)	Fabian Entrepreneur	3	Redesign or Re-engineer the products
iv)	Drone Entrepreneur	4	New product, Brand, Technology

Codes :

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

20. Assertion (A) : Voice voting in which the Chairman allows the members to raise their voice in favour or against an issue.

Reason (R) : The Chairman announces the results of voice voting on the basis of strength of words shouted.

- a) (A) and (R) are True. (R) is not the correct explanation of (A)  
 b) (A) and (R) are True. (R) is the correct explanation of (A)  
 c) (A) and (R) are False  
 d) (A) is False (R) is True.

#### PART - II

Note : Answer any Seven questions in which question No.30 is compulsory.

7x2=14

- What is meant by Motivation?
- What is Spot Market?
- Who is called a Broker?
- Write any two internal source of recruitment.
- What is meant by Commodity market?
- What is Caveat Emptor?
- Expand VUCA.
- List down the essential elements of a contract of sale.
- Who are Agricultural Entrepreneur?
- Give any three cases in which an ordinary resolution need to be passed.

#### PART - III

Answer any seven questions in which question No. 40 is compulsory.

7X3=21

- Differentiate between Management from Administration. (any 3)
- Write a note on Secondary Market.
- What are the limitations of Stock Exchange? (any 3)
- What are the characteristics of Human Resources? (any 3)
- What are the concept marketing?
- What are the important legislations related to Consumerism in India? (any 3)
- Write a short notes on New Economic Policy.
- What are the characteristics of a Bill of Exchange? (any 3)
- What do you understand by Issue of Securities at Premium?
- State any six kinds of Navaratna companies.

#### Part - IV

Answer all the questions.

7x5=35

- (a) How consumers are exploited? (any 5) [OR]  
 (b) Explain the principles of Modern management. (any 5)
- (a) What are the major advantages of MBO? (any 5) [OR]  
 (b) Write the differences between Shares and Debentures. (any 5)
- (a) Distinguish between on the job training and off the job training? (any 5) [OR]  
 (b) Differentiate between the Money market and Capital market. (any 5)
- (a) Explain any five Government Entrepreneurial Schemes. [OR]  
 (b) Distinguish between Stock Exchange and Commodity Exchange. (any 5)
- (a) Explain the important methods of interview. (any 5) [OR]  
 (b) Explain in detail on classification according the type of business. (any 5)
- (a) Explain in detail how traditional marketing differ from E-marketing. [OR]  
 (b) What are the requisites for a valid endorsement? (any 5)
- (a) Explain the micro environmental factors of business. (any 5) [OR]  
 (b) What are the highlights of the LPG policy. (any 5)