

MODEL QUESTION PAPER 2022-23

COMMERCE

CLASS XII

TIME 3 HOURS

MAX. MARKS:90

Part – I

Answer all the questions. Choose the correct answer. [20 × 1 = 20]

S.No	Question	Marks
1	“Management is a multipurpose organ that manages a business and manages Manager and manages worker and work”. Who said these words? (a) George Odiorne (b) Henry Fayol (c) Peter F.Drucker (d) F.W.Taylor	1
2	Spot market is a market when the delivery of the financial instrument and payment of cash occurs. (a) Immediately (b) In the future (c) Uncertain (d) After one month	1
3	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	1
4	Money market provides (a) medium term funds (b) short term funds (c) long term funds (d) shares	1
5	Jobbers transact in a stock exchange. (a) For their Clients (b) For their Own Transactions (c) For other Brokers (d) For other Members	1
6	Registering and controlling the functioning of collective investment schemes as (a) Mutual funds (b) Listing (c) Rematerialisation	1

	(d) Dematerialization	
7	Human resource management determines the relationship. (a) internal, external (b) employer, employee (c) owner, servant (d) principle, agent	1
8	Advertisement is a source of recruitment. (a) internal (b) external (c) agent (d) outsourcing	1
9	Selection is usually considered as a process. (a) positive (b) negative (c) natural (d) none of these	1
10	Improves skill levels of employees to ensure better job performance. (a) Training (b) Selection (c) Recruitment (d) Performance appraisal	1
11	Which one of the market deals in the purchase and sale of shares and debentures? (a) stock exchange market (b) Manufactured goods market (c) local market (d) family market	1
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	1
13	Social marketing deals with (a) Society (b) Social clan (c) Social change (d) Social evil	1
14	The main objective of all business enterprises is (a) Providing service (b) Providing better standard of life (c) Providing necessities to the society (d) Earn profit	1
15	As the consumer is having the rights, they are also having (a) measures (b) Promotion	1

	(c) responsibilities (d) duties	
16	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	1
17	The chairman of the District Forum is (a) District Judge (b) High court Judge (c) Supreme court Judge (d) None of the above	1
18	Ownership makes bold management decisions due to their strong foundation in the intimation level. (a) Private (b) Public (c) Corporate (d) MNC's	1
19	The property in the goods means the (a) Possession of goods (b) Custody of goods (c) Ownership of goods (d) Both (a) and (b)	1
20	Number of parties in a bill of exchange are (a) 2 (b) 6 (c) 3 (d) 4	1

Part – II

Answer any seven in which question No. 30 is compulsory. [7 x 2 = 14]

S.No	Question	Marks
21	What are the objectives of MBO?	2
22	Write a note on OTCEI.	2
23	Define Stock Exchange. Give the meaning of Human Resource.	2
24	What is service marketing?	2
25	Write short notes on: "Right to be informed."	2

26	What is GST?	2
27	What is a contract of sale of goods?	2
28	What is the other name of business entrepreneur?	2
29	Define Director.	2
30	If the payee is an illiterate, how can he endorse a negotiable instrument?	2

Part – III

Answer any seven in which question No. 31 is compulsory. [7 x 3 = 21]

S.No	Question	Marks
31	What are the process involved in MBO?	3
32	What are the process involved in MBO?	3
33	Differentiate spot market from future market.	3
34	What are the documents required for a Demat account?	3
35	Mention any three Role of Marketer.	3
36	Discuss the objectives E-Marketing.	3
37	What do you understand by “Right to redressal”?	3
38	Explain the concept of Privatisation.	3
39	What are the characteristics of a bill of exchange?	3
40	Distinguish between Entrepreneur and Manager.	3
41	When are alternative directors appointed?	3

Part – IV

Answer all the following questions. [7 x 5 = 35]

S.No	Question	Marks
42	a) Explain the various functions of management. (OR) b) Compare the concept of social marketing with service marketing.	5
43	a) Explain the various disadvantages of MBO. (OR) (b) Explain the duties of consumers.	5
44	a) Explain the Instruments of Money Market. (OR) (b) Explain the overall performance of State Commission.	5
45	a) Explain the powers of SEBI. (OR) (b) Explain the impact of LPG on Indian Economy.	5
46	a) Describe the significance of External source of recruitment. (OR) (b) Discuss in detail the features of a cheque.	5
47	(a) What are the differences between on the job training and off the job training? (OR) (b) What are the various kinds of Debentures?	5
48	(a) Why the marketing is important to the society and individual firm? Explain (OR) (b) State the qualification of directors.	5