

**MODEL QUESTION PAPER  
COMMERCE  
12th Standard (State Board)**

**Time: 3 Hours**

**Maximum Marks: 90**

**General Instructions:**

1. The question paper comprises of four parts.
2. You are to attempt all the parts. An internal choice of questions is provided wherever applicable.
3. All questions of Part I, II, III and IV are to be attempted separately.
4. Question numbers 1 to 15 in Part I are Multiple Choice Questions of one mark each. These are to be answered by choosing the most suitable answer from the given four alternatives and writing the option code and the corresponding answer
5. Question numbers 16 to 24 in Part II are two-mark questions. These are to be answered in about one or two sentences.
6. Question numbers 25 to 33 in Part III are three-mark questions. These are to be answered in about three to five short sentences.
7. Question numbers 34 to 38 in Part IV are five-mark questions. These are to be answered in detail Draw diagrams wherever necessary.

**Part – I**

**Choose the correct answer.**

**Answer all the questions: [20 × 1 = 20]**

S.NO	Questions	Marks
1	..... system gives full scope to the Individual strength and Responsibility. (a) MBO                      (b) MBE                      (c) MBM                      (d) MBA	1
2	Capital market do not provide ..... (a) Short term funds      (b) Debenture funds      (c) Equity funds      (d) Long term funds	1
3	..... is the oldest stock exchange in the world. a) London stock exchange                      (b) Bombay stock exchange (c) National stock exchange                      (d) Amsterdam Stock Exchange	1
4	Human resource is a ..... asset. (a) Tangible                      (b) Intangible                      (c) Fixed                      (d) Current	1
5	Off the Job training is given ..... (a) In the class room      (b) On off days      (c) Outside the factory      (d) In the playground	1
6	..... is the result of New Industrial Policy which abolished the 'License system'. (a) Globalisation      (b) Privatisation      (c) Liberalization      (d) None of these	1
7	The initiative was launched to modernize the Indian economy to make all government services available electronically. (a) Stand up India      (b) Start up India      (c) Digital India      (d) Make in India	1
8	A person shall hold office as a director ..... in companies as per the Companies Act, 2013. (a) 5                      (b) 10                      (c) 20                      (d) 15	1
9	Management is an ..... (a) Art                      (b) Science                      (c) Art and science                      (d) Art or science	1

10	Which of the following is not a main function? (a) Decision – making (b) Planning (c) Organising (d) Staffing	1
11	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 organizational objectives	1
12	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	1
13	When the NSEI was established ..... (a) 1990 (b) 1992 (c) 1998 (d) 1997	1
14	The headquarters of SEBI is (a) Calcutta (b) Bombay (c) Chennai (d) Delhi	1
15	Who is supreme in the market? (a) Customer (b) Seller (c) Wholesaler (d) Retailer	1
16	Who is the father of Consumer Movement? (a) Mahatma Gandhi (b) Mr. John F. Kennedy (c) Ralph Nader (d) Jawaharlal Nehru	1
17	Which of the below constitutes the essential element of contract of sale? (a) Two parties (b) Transfer of property (c) Price (d) All of the above	1
18	Negotiable Instrument is freely transferable by delivery if it is a ... instrument. (a) order (b) bearer (c) Both A & B (d) None of the above	1
19	How does a person who envisages the idea to form a company called..... ? Answer: (a) Director (b) Company secretary (c) Registrar (d) Promoter	1
20	Who can become a secretary for a company? (a) Individual person (b) Partnership firm (c) Co-operative societies (d) Trade unions	1

**Part – II**

**Answer any seven questions.**

**Question No. 30 is compulsory. [7 x 2 = 14]**

21	List out the management tools.	2
22	What are the components of organized sectors?	2
23	Define the term “Money Market”.	2
24	What is meant by Stock Exchange?	2
25	What is Market?	2
26	Who is a consumer?	2
27	Define Business environment.	2
28	Mention any two features of entrepreneurs.	2
29	Define Bill of Exchange.	2
30	Who is called as Promoters?	2

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**Part – III**  
**Answer any seven questions.**  
**Question No. 40 is compulsory. [7 × 3 = 21]**

31	Define the term management.	3
32	Write the features of MBO.	3
33	What are the limitations of Stock exchange?	3
34	Define the term Recruitment.	3
35	What are the objectives of marketing?	3
36	What is B2B and B2C type of E-Commerce?.	3
37	Explain the natural environment of business.	3
38	Explain the meaning of Agreement to sell	3
39	What is political environment?	3
40	What is Special Resolution?	3

**Part – IV**  
**Answer all the Questions**  
**Answer should not exceed 250 words. [7 × 5 = 35]**

41	a) Explain the features of Stock Exchange. <b>[OR]</b> b) Explain the different methods of recruitment..	5
42	a) Explain the management process in detail. <b>[OR]</b> b) Distinguish between new issue market and secondary market.	5
43	a) Discuss about the evolution of marketing. <b>[OR]</b> b) Explain advantages and disadvantages of E-tailing.	5
44	a) What are the rights of consumers? <b>[OR]</b> b) Explain the advantages and disadvantages of liberalization.	5
45	a) Mention the presumptions of Negotiable Instruments. <b>[OR]</b> b) Explain in detail on classification according to the type of business.	5
46	a) Explain any five Government Entrepreneurial schemes. <b>[OR]</b> b) Who are the KMP?	5
47	a) Discuss the liabilities of Company Secretary. <b>[OR]</b> b) Explain the role of business in consumer protection.	5

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