

**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	Dividing the work into small tasks is known as (a) discipline (b) unity (c) division of work (d) equity	1
2	Delegation of Authority is easily done with the help of (a) MBM (b) MBE (c) MBO (d) MBA	1
3	Participants in the capital market includes (a) Individuals (b) Corporate (c) Financial institutions (d) All of the above	1
4	Stock exchanges deal in (a) Goods (b) Services (c) Financial securities (d) Country's currency	1
5	Planning is a function. (a) selective (b) pervasive (c) both a and b (d) None of the above	1
6 refers to the process of identifying and attracting job seekers so as to build a pool of qualified job applicants. (a) selection (b) training (c) recruitment (d) Induction	1
7	The spot market is classified on the basis of (a) commodity (b) transaction (c) regulation (d) time	1
8	Which one represents a cluster of manufacturers, content providers and online retailers organized around an activity? (a) Virtual mall (b) Association (c) Metamediary (d) Portal	1
9 is the king of modern marketing. (a) consumer (b) wholesales (c) producer (d) retailer	1

10	GST stands for (a) Goods, Sales and Tax (b) Goods and Services Tax (c) Global Services and Tax (d) Government Services and Tax	1
11	In case of the sale, the has the right to sell. (a) buyer (b) seller (c) hirer (d) consignee	1
12	What are the characteristics of an entrepreneur? (a) spirit of enterprise (b) flexibility (c) self confidence (d) all of the above	1
13is the government of India's endeavour to promote culture of innovation and entrepreneurship. (a) AIM (b) STEP (c) SEED (d) AIC	1
14	A private company shall have a minimum of (a) seven directors (b) five directors (c) three directors (d) two directors	1
15	Which of the following is verification function? (a) planning (b) Organisation (c) staffing (d) Controlling	1
16	Primary market is also called as (a) secondary market (b) Money Market (c) new issue market (d) indirect market	1
17	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	1
18	n which year SEBI was constituted as the regulator of capital markets in India? (a) 1988 (b) 1992 (c) 2014 (d) 2013	1
19	Recruitment bridges gap between and (a) Job seeker and Job provider (b) Job seeker and agent (c) Job provider and owner (d) Owner and servant	1
20	Vestibule training is provided (a) On the job (b) In the class room (c) By the committee (d) In a situation similar to actual working environment	1

Part – II

Answer any seven questions.

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

21	What is meant by Motivation?	2
22	What is equity market?	2
23	What is a CD market?	2
24	What is Demat account?	2
25	Give the meaning of Recruitment.	2
26	What is meant by training?	2
27	Define Marketing Mix.	2
28	What do you know about National Commission?	2
29	What is Share?	2
30	Define Meeting.	2

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

31	Differentiate Management from Administration.	3
32	State the importance of staffing.	3
33	What are the various kinds of Capital Market? Explain	3
34	Explain Stag and Lame Duck.	3
35	What is structured interview?	3
36	What is need for market and explain the concept of marketing?	3
37	What are the important legislations related to consumerism in India?	3
38	What are the political environment factors?	3
39	Distinguish between Negotiability and Assignability.	3
40	What do you understand by Issue of Securities at Premium?	3

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

41	(a) Briefly explain different types of Directors. [OR] (b) Describe the steps for promoting Entrepreneurial venture.	5
42	(a) Distinguish between an Entrepreneur and an Intrapreneur. [OR] (b) Explain the micro environmental factors of business.	5
43	(a) Describe the various strategies pursued in recent day's marketers. [OR] (b) How the market can be classified on the basis of Economics?	5
44	(a) Briefly explain the various types of tests. [OR] (b) Elaborate on the Managerial functions of Human Resource Management.	5
45	(a) What are the functions of SEBI? [OR] (b) Explain the Benefits of Stock Exchange.	5
46	(a) Explain the characteristics of Money Market. [OR] (b) Briefly explain the functions of capital market.	5
47	(a) Enumerate the different kinds of financial markets. [OR] (b) Explain the various functions of management.	5