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UNIT - 1 - MANAGEMENT PROCESS

1. PRINCIPLES OF MANAGEMENT

CHOOSE THE CORRECT ANSWERS:

1. The founder of scientific management was_______________
   a) Peter F. Drucker  b) Frederick Taylor  c) Henry Fayol  d) Elton

2. The first management principles were developed by _________________
   a) Victor Meldrew  b) Charles  c) Henry Fayol  d) Taylor

3. Studying the future and arranging the means for dealing with it is part of the process of ___
   a) Organizing  b) Controlling  c) Coordinating  d) Planning

4. Principles of management are not _________________
   a) Absolute  b) Flexible  c) Behavioural  d) Universal

5. The principles of management are significant because of _______
   a) Changing technology  b) Utilisation of resources  c) Increase in efficiency  d) initiative

6. Henry Fayol was a_______________
   a) Social scientist  b) Accountant  c) Production Engineer  d) Mining Engineer

7. Which of the following is not a function of management? __________
   a) Staffing  b) Planning  c) Controlling  d) Cooperation

8. Find the odd one out. __________
   a) Board of Directors  b) Chief Executive  c) Foremen  d) Shareholders

9. Which of the following is not true? _________________
   a) Management is universal  b) Management is an art
   c) Management is a social process  d) Management is always bureaucratic

10. Modern managers are: _________________
    a) Able to build a sense of shared values  b) Action oriented
    c) Able to manage changes efficiently  d) All of the above.
UNIT – 1 – MANAGEMENT PROCESS

2. FUNCTIONS OF MANAGEMENT

1. CHOOSE THE CORRECT ANSWERS:

1) Management functions are called as___________
   a) Managerial process  b) Cyclical process
   c) Psychological process  d) Accounting process

2) Nothing can be performed without __________
   a) Organising  b) Staffing  c) Planning  d) Controlling

3) Consumers are satisfied through___________
   a) Coordination  b) Motivation  c) Innovation  d) Representation

4) Which of the following is not a function of management? __________
   a) Budgeting  b) Profit earning  c) Staffing  d) Planning

5) Which among the following is not a subsidiary function of management? __________
   a) Communication  b) Innovation  c) Motivation  d) Decision-making

6) Co-ordination means___________
   a) Organising activities  b) Directing activities
   c) Synchronizing activities  d) All of these

7) Strategic planning is done by __________
   a) Top managers of the firm  b) Middle managers
   c) Supervisory managers  d) Non-supervisory employees

8) Empowerment is related to___________
   a) Planning  b) Organizing  c) Directing  d) Controlling

9) Supervisory management spends most of his/her time___________
   a) Planning and Controlling  b) Directing and Controlling
   c) Planning and Organizing  d) Organizing and Controlling

10) Coordinating people and human resources to accomplish organizational goals is the process of___________
    a) Planning  b) Directing  c) Management  d) Leadership

UNIT – 1 – MANAGEMENT PROCESS

3. MANAGEMENT BY OBJECTIVES (MBO) MANAGEMENT BY EXCEPTION (MBE)

CHOOSE THE CORRECT ANSWERS:

1) What is MBO? _____________
   a) Managerial Business objects  b) Management by objectives
   c) Management by organization  d) Management of Business organization

2) MBO is popularised in___________
   a) USA  b) Japan  c) India  d) UK

3) MBO is a/an___________
   a) Philosophy  b) Training  c) Principle  d) Management system

4) Systematic evaluation of performance is made with the help of___________
   a) MBO  b) KRA  c) MBE  d) MBA

5) Management by objective is___________

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6) Second step is process of management by objectives is to ____________
a) Guided setting of objective b) Ongoing performance discussion
c) Review job and agreement d) Develop performance standards

7) Management by objective (MBO) is also known as ____________
a) Management by results b) Management by goals
c) Management by planning d) Management by evaluation

8) Management by objective is a ____________
a) Set of rules b) Series of procedure
b) c) Way of thinking about management d) All of the above

9) Objectives are decided by ____________
a) Superior b) Subordinates c) None of these
d) Mutual consultations of both superior and subordinates

10) The following is/are the disadvantages of Management by objective (MBO) None of these ________
a) Inflexibility b) Lack of relevant skill
c) Lack of individual motivation d) All of the above

UNIT - 2 - FINANCIAL MARKETS - I

4. INTRODUCTION TO FINANCIAL MARKETS:

1) Primary and Secondary markets ____________
a) Compete with each other b) Complement each other
c) Function independently d) Control each other

2) In primary markets, first time issued shares to be publicly traded, in stock markets is considered as ________
a) Traded offering b) Public markets
c) Issuance offering d) Initial public offering

3) In primary markets, property of shares which made it easy to sell newly issued security is considered as ________
a) Increased liquidity b) Decreased liquidity
c) Money flow d) Large funds

4) Money market where debit and stocks are traded and maturity period is more than a year is classified ________
a) Short term markets b) Long term markets
c) Capital markets d) None of these

5) Type of structured market through which funds flow with help of financial instruments such as bonds and stocks is classified as ________
a) Financial markets b) Flow markets c) Funds markets d) Capital markets

6) The first issues are floated in ________
a) Primary market b) Secondary market c) Commodity market d) Regulated market

7) Type of market in which securities with less than one year maturity are traded, is classified as ________
a) Money market b) Capital market c) Transaction market d) Global market
8) Process of selling and buying of stocks and bonds is classified as_________
   a) e-trade          b) stock trade          c) both a and b          d) None of these

9) _______ for productive purposes is also made possible.
   a) Saving mobilization   b) Investment    c) Flow of funds          d) None of these

10) _______ is the market for securities that are already issued.
    a) Primary market      b) Secondary market     c) Debt market          d) Equity market

UNIT - 2 - FINANCIAL MARKETS - I

5. CAPITAL MARKET

CHOOSE THE CORRECT ANSWERS: -

1) Right issue refers to the shares issued to___________
   a) Employees           b) public                c) Existing directors     d) Existing shareholders

2) Which market facilitates capital formations? _________
   a) Primary market      b) Secondary market     c) Debt market          d) Money market

3) The existence of a capital market enables companies to raise _________
   a) Capital formation   b) Permanent capital     c) Industrial growth      d) All of these

4) Which markets make possible to generate foreign capital? _________
   a) Primary market      b) Secondary market     c) Money market          d) Capital market

5) NSEI was established in_________

6) The NSDL was setup in the year _________

7) Which of the following instruments are traded in capital market? _________
   a) Government agency securities    b) Negotiable Bank CDs
   c) Repurchase agreements           d) Commercial papers

8) Which of the following does financial services industry consist of?
   I. Tele communication    II. Insurance    III. Funds Management    IV. Trusts
   a) I and II                b) III and IV       c) I, II and III            d) II, III and IV

9) Stock exchange _______ speculation in shares.
   a) Does not allow      b) Discourage     c) encourage              d) Prohibits

10) Primary market is concerned with _________
    a) Increase in shares   b) Decrease in shares     c) Issue of new shares   d) None of these
UNIT - 2 - FINANCIAL MARKETS - I

6. MONEY MARKET

CHOOSE THE CORRECT ANSWERS: -

1) Treasury bills and Commercial bills are the example of________
   a) Money market   b) Capital market   c) Debt market   d) Debt market
2) Which market deals with shares and debentures? __________
   a) Money market   b) Capital market   c) Debt market   d) Primary market
3) A market for the purchase and sale of Treasury bills are known as________
   a) Treasury bills market b) Call loan market  c) Bill market   d) None of these
4) Certificate of Deposits are issued in the form of usance __________
   a) Bills of exchange   b) Promissory note   c) Commercial bills d) None of these
5) The Issuers of certificate of Deposits are________
   a) Drawer   b) Treasure bills   c) Commercial banks   d) Corporations
6) Bills that are accompanied by documents of title to goods are called __________
   a) Foreign bills   b) Indigenous bills   c) Documentary bills   d) Demand bills
7) Certificate of deposits which are usually negotiable are issued by________
   a) Banks   b) stock exchange   c) business corporation   d) financial markets
8) Negotiable deposit certificate is traded in __________
   a) Primary market   b) Direct market   c) Indirect market   d) secondary market
9) Maximum maturity days of holding commercial paper are________
   a) 170 days   b) 270 days   c) 120 days   d) 100 days
10) Certificate of deposits which are usually negotiable are issued by________
    a) Banks   b) Financial market   c) Stock exchange   d) Business corporations.

UNIT - 3 - FINANCIAL MARKETS - II

7. STOCK EXCHANGE

CHOOSE THE CORRECT ANSWERS: -

1) Amsterdam stock exchange was established in the year____
   a) 1602   b) 1604   c) 1666   d) 1680
2) Which of the following securities are bought and sold are recorded and made public?
   a) Protection to investors   b) Capital formation   c) Market quotations   d) none of these
3) People like to invest in the shares of such companies which yield____
   a) Goodwill   b) Good profits   c) Financial position is high   d) Services
4) Stock exchange requires recognition from the____
   a) State government   b) Central government   c) Commercial bank   d) financial institutions
5) Stock exchange encourages ____
   a) Raising fund   b) Capital formation c) Divert resources d) Bargaining strength

6) Jobbers are also called as____
   a) Taravaniwalas  b) Gambling       c) Speculation d) Bear

7) The prices of different securities traded are shown on____
   a) State Boards b) Central Boards c) Electronic Boards d) None of these

8) Who act as intermediaries between buyers and sellers of securities? _____
   a) Authorised clerks b) Brokers  c) Jobbers d) Speculation

9) Tejiwala is an____
   a) Pessimistic speculator b) Optimistic speculator c) Premium hunter d) Taravaniwalas

10) A bear is a ______
    a) Premium hunter b) Optimistic speculator c) Pessimistic speculator d) Tejiwala.

UNIT – 3 - FINANCIAL MARKETS - II

8. SECURITIES EXCHANGE BOARD OF INDIA (SEBI)

Choose the correct answers:-

1) Securities and Exchange Board of India was first established in the year_____  
   a) 1980 b) 1986 c) 1988 d) 1990

2) SEBI is an apex body that maintains and regulate our____
    a) Capital market b) Mutual funds c) Share capital d) None of these

3) The capital market is meaningless in the absence of the_____  
    a) Brokers b) Investors c) Owners d) Employees

4) SEBI issues Guidelines and Instructions to business concerning____
    a) Credit issues b) Capital issues c) Capital market d) Share capital

5) Registering and controlling the functioning of collective investment schemes such as _____
    a) Mutual funds b) Securities c) Bonds d) Debentures

6) Stock exchange deals in____
    a) Goods b) Services c) Financial securities d) Country’s currency

7) Number of recognised stock exchange in India_____  
    a) 2 b) 21 c) 22 d) 24

8) SEBI has the following number of members including chairman. _____
    a) 5 b) 6 c) 7 d) 8

9) Where is the headquarters of the SEBI? _____
    a) Delhi b) Bengalure c) Chennai d) Mumbai

10) A stock market is also called_____  
     a) Free market b) Open market c) Equity market d) Sports market.
UNIT - 4 - HUMAN RESOURCE MANAGEMENT

9. HUMAN RESOURCE MANAGEMENT

CHOOSE THE CORRECT ANSWERS:-

1) The Human resource is the most important element in any ______
   a) Organisation  b) Industry  c) Commerce  d) Business

2) Human resource can work as a______
   a) Unity  b) Reliable  c) Team  d) None of these

3) Human resource management has______
   a) Irrelevant  b) universal relevance  c) temporarily  d) permanent

4) Human resource management helps improve______
   a) Production  b) Productivity  c) Profit  d) Power

5) In modern scenario a company's long term advantage lies in______
   a) Technology  b) Business location  c) New market  d) Human resource

6) Human resource management refers to ______
   a) all managerial activities  b) concepts and techniques
   c) the management of people in organizations  d) None of these

7) The focus of Human resource management revolves around______
   a) Machine  b) Money  c) Men  d) None of these

8) Human resource management function does not involve______
   a) Retirement  b) Selection  c) Cost control  d) Training

9) The objectives of HRM are categorized as______
   a) Personal objectives  b) Functional objectives
   c) Organisational and social objectives  d) All of these

10) The term used before the language of modern HRM was______
   a) Labour relations  b) Personnel management
   c) Industrial management  d) all of the above

UNIT - 4 - HUMAN RESOURCE MANAGEMENT

10. RECRUITMENT METHODS

Choose the correct answers:-

1) Poaching is also called ______
   a) Raiding  b) Unsolicited application  c) Profession  d) Tutor

2) Rate which is used to represent that organization is successful at hiring conditions is
   classified as______
   a) Selection rate  b) Yield rate
   c) Acceptance rate  d) Success base rate

3) In recruitment cost, costs such as salaries of operating managers and public relation
   managers are classified as______
   a) Direct costs  b) Marginal costs  c) Indirect costs  d) Labour costs
4) In recruitment costs, agency fees, recruitment advertisement and salaries of recruiters is classified as ______
   a) Direct cost    b) Indirect cost   c) both    d) None of the above
5) Comparison between numbers of applications at each preceding stage of recruitment process is classified as_____
   a) Initialization ratio b) resultant ratio c) yield ratio d) application ratio
6) The recruitment and selection process aimed at right kind of people_______
   a) at right place  b) at right time  c) to do right things    d) all of the above
7) The following is a source of recruitment______ a) Advertisement
   b) Reference      c) Employment agency      d) All of the above
8) Which mode of recruitment is through advertisements, newspapers and want ads?__
   a) Direct     b) Indirect    c) Both    d) None of the above
9) Identifying the right people in rival companies, offering them better terms and luring them away is popularly called as ______
   a) Competition    b) Acquisition    c) Poaching    d) None of the above
10) The following is concerned with developing a pool of candidates in line with the human resources plan_____
    a) Development    b) Training    c) Recruitment    d) None of these

UNIT - 4 - HUMAN RESOURCE MANAGEMENT

1. EMPLOYEE SELECTION PROCESS

CHOOSE THE CORRECT ANSWERS:

1) The main aim of selection process is to find out the suitable candidate for____
   a) More job    b) higher salary    c) specific job    d) none of these
2) Which of the following test to measure suitability of the candidates for the post/role. ____ a) Verbal reasoning test
   b) Spatial reasoning test
   c) Aptitude test            d) Mechanical reasoning test
3) Which of the following test provides information about candidates numerical aptitude? _____ a) Verbal reasoning test
   b) Numerical reasoning test
   c) Mechanical reasoning test            d) Diagrammatic reasoning test
4) Which test measures the candidate’s ability to find a logic in a series or pattern? _____
   a) Number sequence test
   b) Vocabulary test
   c) Mental arithmetic test            d) Verbal reasoning test
5) The first modern intelligence test was developed in ____
   a) 1961    b) 1911    c) 1904    d) 1857
6) Which tests assesses the reliability and innate characters of the candidate concerned? ____
   a) Attitude test b) Interest test c) Personality inventory test d) Interview
7) An atmosphere for free and frank interaction is created in the ____
   a) high salary    b) earned money    c) interview environment    d) none of these
8) Proper selection of candidates contributes to____
   a) low labour turnover   b) good talent   c) better efficiency   d) job motivation

9) Proper selection of candidates reduces a) good talent b) labour turnover c) absenteeism d) none of these

10) The process of selection of employees is usually influenced by____
   a) Principles and programmes   b) rules and regulations 
   c) Strategies and objectives   d) all of these

UNIT - 4 - HUMAN RESOURCE MANAGEMENT

12. RECRUITMENT METHODS EMPLOYEE TRAINING METHOD

Choose the correct answers:

1) A person who is learning and practicing the skills of particular job is called____
   a) Trainee   b) trainers   c) training   d) none of these

2) Which department should decide the level of training to be imparted to the employees?____
   a) Public   b) Private   c) Training   d) All of these

3) Which method is superior plays the role of coach or guide and an instructor?____
   a) Mentoring method   b) Job rotation method 
   c) Apprenticeship method   d) Coaching method

4) Which method gain more knowledge by observing and participating in decision making process?____
   a) Coaching method   b) Committee Assignment method 
   c) Apprenticeship method   d) Job rotation method

5) E-learning is all about____
   a) computers and computing b) electronics c) experience d) being-technology-driven

6) The process of enhancing the technical skills of workers in a short period is called____
   a) training b) development c) education d) none of these

7) Laboratory training is also known by the name____
   a) Sensitivity training  b) Job instruction training  c) Apprenticeship training d) None of the these

8) Which one of the following is a source of assessing training needs?____
   a) Performance evaluation b) Advisory panel c) Attitude survey d) All of these

9) The planned use of networked information and communications technology for the delivery of training is called____
   a) e-learning b) role playing c) case study d) programmed learning

10) In which type of analysis are corporate goals and plans compared with the existing manpower inventory to determine the training needs?____
    a) Organisation analysis b) Operation analysis c) Individual analysis d) None of the above
UNIT - 5 - ELEMENTS OF MARKETING

14. COMMERCE MARKETING AND MARKETING MIX

Choose the correct answers:

1) Storage function of marketing creates______
   a) Possession utility b) time utility c) form utility d) place utility

2) Marketing helps to increase the_____
   a) Individual income b) nation's income c) productivity d) none of these

3) Which is the value of a product expressed in monetary terms? _____
   a) Product b) Price c) Promotion d) Place

4) Marketing is a process which aims at_____
   a) Production b) Profit making c) Satisfaction of customer needs d) Selling products

5) Anything that can be offered to a market for attention, acquisition, use or consumption that might satisfy a want or need is called ______
   a) Demand b) Price c) Product d) Service

6) This company is well known for Technology innovation, Great value and act as a game changer. _____ a) Nokia b) HTC c) Samsung d) Apple

7) The promotion “P” of marketing is also known as______
   a) Product differentiation b) Distribution c) Cost d) Marketing communication

8) The concept of marketing mix was developed by_____
   a) N.H. Borden b) Philip Kotler c) Stanton d) W. Anderson

9) Which one of the following is not element of marketing mix? _____
   a) Promotion b) Place c) Product d) None of these

10) Warehousing removes the hindrances of_____
    a) Time b) Place c) Finance d) Form

UNIT - 5 - ELEMENTS OF MARKETING

15. RECENT TRENDS IN MARKETING

I. Choose the correct answers:

1) The boundaries of nations are disappearing for exploiting the opportunities of____
   a) Business b) Industry c) Commerce d) Accounts

2) All the business transaction carried out through internet and other online tools is called a) E-Tailing b) E-Marketing c) E-Business d) E-Commerce 3.

3) E-Tailing is also called a) Online business b) Online trading c) Green marketing d) None of these

4) Green marketing is also known as____
   a) E-Tailing b) E-Marketing c) Traditional market d) Environmental marketing

5) The multilevel marketing is also called as____
   a) Electronic marketing b) Green marketing c) Referral marketing d) None of these
6) Which of the following describes e-commerce? ______
   a) Doing business electronically  b) Doing business  c) Sale of goods  d) All of the above
7) E-commerce involves the application of _____  a) Knowledge Management Systems b) Product Management Systems  c) Services Management Systems d) All of the above
8) Green marketing is a part of _____  a) Social marketing  b) Service marketing  c) Relationship marketing  d) rural marketing
9) ______ is suited to small companies.  a) Multilevel marketing  b) Guerrilla marketing  c) Social marketing  d) Service marketing
10) _____ are networks that connect people within a company to each other and to the company network.
    a) Intranets  b) Extranets  c) Internets  d) None of these

UNIT - 6 - CONSUMER PROTECTION

16. CONSUMERISM

CHOOSE THE CORRECT ANSWERS:

1) New products appeared and consumer’s dependence of business ________
   a) increased  b) decreased  c) both  d) none of these
2) Which causes heavy loss to the consumers? ________
   a) Spurious goods  b) Warranty  c) False advertisement  d) Adulteration
3) The term consumerism in the early _____  a) 1950  b) 1954  c) 1956  d) 1960
4) Producers, sellers and service providers give importance to the ________
   a) Workers  b) Managers  c) Consumers  d) Owners
5) Which has been very responsive to the consumer needs through legislative actions? ________  a) Private  b) Government  c) Financial institutions  d) None of these
6) Caveat emptor means ________
   a) Let the buyer beware  b) Let the seller beware  c) both  d) None of these
7) Caveat venditor means ________
   a) Let the buyer beware  b) Let the seller beware  c) both  d) None of these
8) The consumer protection Act is referred in short as ________
   a) CPA  b) COPRA  c) CAT  d) None of these
9) Consumer protection Act is applicable to ________  a) Immovable goods  b) Movable goods  c) Specific goods and services  d) all goods and services
10) The minimum age limit for being a member of district forum as per consumer protection act is ________  a) 65  b) 35  c) 40  d) 30
UNIT - 6 - CONSUMER PROTECTION

17. CONSUMER PROTECTION

I. Choose the correct answers:-

1) Satisfaction of consumer needs is stated to be supreme objective of a___________
   a) Business  b) industry  c) commerce  d) economics

2) Who cheat consumer by using unfair weight and measure? _________
   a) Producers  b) Employees  c) Sellers  d) Workers

3) The consumer should discharge his duties as responsible _________
   a) Citizen  b) workers  c) both  d) none of these

4) The consumer must get cash receipt as a proof of goods purchased from the_______
   a) buyer  b) seller  c) both  d) none of these

5) The most important law is the _________.
   c) Weights and Measures Act, 1958  d) Trade Mark Act, 1999

6) Consumer satisfaction is the ultimate aim of__________
   a) Marketing  b) Business Ethics  c) Modern Marketing  d) None of these

7) Consumerism has been defined as___________
   a) Environmental problems  b) an improved quality of life
   c) Grievances of consumers  d) none of these

8) Which of the following does not fall under consumer rights? _________
   a) Rights to the informed  b) rights to choose
   c) Rights to seek government help  d) rights to represent the consumer court

9) The total number of rights given to consumers as per consumer protection act is _________
   a) 5  b) 4  c) 6  d) 8

10) The former President of the USA, Mr. John F. Kennedy summed up the basic consumer rights are___________
     a) Right to Safety  b) Right to be informed
     c) right to Choose  d) All of the above

UNIT - 6 - CONSUMER PROTECTION

18. GRIEVANCE REDRESSAL MECHANISM

I. Choose the correct answers:-

1) In a country like India there is a shortage of many _________
   a) Workers  b) Products  c) Skills  d) None of these

2) Complaints can be filed with the forum by a _________
   a) Consumer  b) Channel of members  c) Suppliers  d) Competitors

3) The National Consumer Disputes redressal Commission (NCDRC) at the apex is situated at _________.
   a) Calcutta  b) New Delhi  c) Bombay  d) Chennai

4) For the District consumer Forum, is a value of upto _________.
   a) Rs.20 lakhs  b) Rs.15 lakhs  c) Rs.25 lakhs  d) Rs.10 lakhs
5) For the State Commission, is a value above _______.
   a) Rs.5 lakhs and Rs.50 lakhs  
   b) Rs.20 lakhs and Rs.1 crore  
   c) Rs.20 lakhs and Rs.5 crore  
   d) Rs.10 lakhs and Rs.1 crore

6) The state consumer protection council is also known as _______.
   a) National Commission  
   b) Consumer Awareness Act  
   c) Consumer Disputes Redressal Commission  
   d) All of the above

7) Formal written complaint of employees is called _______.
   a) Grievance arbitration  
   b) Grievance strike  
   c) Grievance  
   d) employee ownership

8) Members of state consumer protection council should not exceed _______.
   a) Two  
   b) five  
   c) ten  
   d) three

9) The chairman of the district consumer protection council is _______.
   a) District Magistrate  
   b) Collector of the District  
   c) MP of the District  
   d) None of these

10) President of district forum is _______.
    a) A person who are qualified to be a district judge  
    b) Collector the district  
    c) A person who are qualified to be a district judge  
    d) None of these

UNIT - 7 - BUSINESS ENVIRONMENT

CHOOSE THE CORRECT ANSWERS:

1) A business is an integral part of the _______.
   a) Social system  
   b) Economic system  
   c) Psychological system  
   d) None of these

2) The analysis of business environment helps a business to identify_______
   a) New opportunities  
   b) New employees  
   c) Profit maximization  
   d) None of these

3) Internal environment factors can be changed or altered are known as _______.
   a) External factors  
   b) controllable factors  
   c) uncontrollable factors  
   d) none of these

4) The success of an enterprise is solely dependent on its _______.
   a) Manpower  
   b) skills  
   c) quality  
   d) right attitude

5) Organisations have realised the importance of nurturing and maintaining good relationship with the _______.
   a) Competitors  
   b) financier  
   c) customers  
   d) suppliers

6) The aim of any business is to satisfy the needs of its _______.
   a) Customers  
   b) suppliers  
   c) financiers  
   d) public

7) Customer relationship management aims at creating and sustaining cordial relations with_______
   a) Suppliers  
   b) customers  
   c) financiers  
   d) competitors

8) Business is a part of_______
   a) Society  
   b) economic activity  
   c) both a and b  
   d) none of these
9) The development in the IT and telecommunications has created a ______
   a) Rural market   b) global market  c) urban market   d) none of these

10) Every business has to take ______
    a) Strategic decisions b) dynamic decisions  c) both a & b  d) none of these

UNIT - 7- BUSINESS ENVIRONMENT

20. LIBERALIZATION, PRIVATIZATION AND GLOBALIZATION (LPG)

I. CHOOSE THE CORRECT ANSWERS:

1) India is one among such nations to commit itself to the New Economic Policy in _____
   a) 1991   b) 1995   c) 1990   d) 1986

2) Liberalization is the result of New Industrial policy which abolished the ______
   a) Rules and Regulation  b) License system
   c) Panchayat system   d) none of these

3) Investment limit of the small scale industries have been raised to ______
   a) Rs.50 lakhs  b) Rs.25 lakhs  c) Rs.1 cr  d) Rs.5 cr

4) If a country liberalises its trade, it will make the country more attractive for ______
   a) inward investment  b) exchange reserve  c) consumption  d) price

5) The removal of tariff barriers can lead to lower prices for ______
   a) suppliers   b) consumers  c) competitors   d) none of these

6) Which of the following reduces the dependency on external commercial borrowings by attracting more foreign investments ______
   a) Privatization   b) Liberalization  c) Globalization  d) None of these

7) The trade liberalization often benefits developed countries rather than developing
   a) nations  b) sector  c) economies   d) none of these

8) A number of multinational companies started operating world wide including ______
   a) India   b) China  c) America   d) London

9) Memorandum of understanding system was introduced in ______
   a) 1990  b) 1991   c) 1992   d) 1994

10) Globalisation has posed major challenges for ______
    a) Big producers   b) small producers  c) rural poor   d) none of these

UNIT - 8 - BUSINESS ENVIRONMENT

21. THE SALE OF GOODS ACT 1930

CHOOSE THE CORRECT ANSWERS:

1) Sale of Goods Act was passed in the year ______
   a) 1986   b) 1930   c) 1982   d) 1955

2) A contract of sale involves ______
   a) One parties   b) three parties  c) two parties   d) more than five parties

3) The subject matter of contract of sale must be ______
   a) Goods   b) cash  c) credit   d) all of these
4) The monetary consideration for the goods sold is called______.
   a) Price       b) Goods       c) Both a and b     d) none of these

5) Which of the following determined with reference to the terms and conditions of
   the contract? ______
   a) Condition    b) Warranty     c) Both a and b     d) none of these

6) Section 2, the sale of goods act is about______
   a) Principles  b) Definitions  c) Exceptions     d) None of the above

7) The voluntary transfer of possession from one person to another is called______
   a) Transfer     b) Change of possession  c) Delivery    d) None of these

8) Definition of unpaid seller is provided in section of the Sale of Goods Act, 1930______
   a) 45          b) 46          c) 47           d) None of these

9) The possession of the finder of lost goods is that of______
   a) Bailee      b) Bailor      c) Creditor     d) True owner

10) Which of the following does not fall in the category of “Goods”? ______
    a) Stock and Shares    b) Money and actionable claims
    c) Growing crops and grass  d) None of these

**23. ELEMENTS OF ENTREPRENEURSHIP**

I. Choose the correct answers:

1) The person who establishes business is termed______
   a) Entrepreneur           b) Intrapreneur   c) Promoter     d) Manager

2) The output of an entrepreneurial process ends up in establishing an______
   a) Environment         b) enterprise  c) organization  d) none of these

3) An Irishman described the entrepreneur to be a person who assumes risk
   inherent in the venture started by him - who said these words? ______
   a) Jean Baptize        b) Knight     c) Schumpeter   d) Richard Cantillon

4) “Entrepreneurship is essentially a creative activity” - who said these words? ______
   a) Schumpeter          b) Richard    c) Knight      d) Jean Baptize

5) Women entrepreneurship is gaining importance in India in the wake of economic____
   a) Liberalisation     b) Globalisation  c) (a) or (b)  d) (a) and (b)

6) “Women who innovate, imitate or adopt a business activity are known as
   women entrepreneurs” _____ a) Jean Baptize        b) Knight
   c) Richard          d) Schumpeter

7) CWEI was registered as a civil society in the year ______

8) The first and foremost function of entrepreneur is______ a) idea generation
    b) determination     c) investigation   d) preparation of business plan

9) Name the institution which was setup in 1982 to promote integrated rural
    development. _____ a) NSIC        b) NABARD     c) SIDBI    d) NCEUS
10) Name the institution which is setup as an apex bank to provide direct or indirect financial assistance under difference scheme____
   a) SIDBI  b) NSIC  c) NABARD  d) CWEI

UNIT-9. ENTREPRENEURSHIP DEVELOPMENT

24. TYPES OF ENTREPRENEURS

I. CHOOSE THE CORRECT ANSWERS:--

11) Which of the following entrepreneur is simply imitates existing skill, knowledge or technology already in place in advanced countries?____ a) Fabian entrepreneur
     b) Innovative entrepreneur  c) Imitative entrepreneur  d) Drone entrepreneur

12) Narsus coffee is an example of______ a) Innovative entrepreneur
     b) Imitative entrepreneur  c) Fabian entrepreneur  d) Drone entrepreneur

13) Gopal tooth powder is an example of______ a) Fabian entrepreneur
     b) Corporate entrepreneur  c) Imitative entrepreneur  d) Drone entrepreneur

14) Business entrepreneur is called ______ a) Solo entrepreneur  b) Trading entrepreneur
     c) Industrial entrepreneur  d) Agricultural entrepreneur

15) Which of the following entrepreneurs who restrict themselves to buying and selling finished goods? ______ a) Business entrepreneur
     b) Trading entrepreneur  c) Industrial entrepreneur  d) Innovative entrepreneur

16) Corporate entrepreneur is called ___ a) Promoter  b) Buyer  c) Founder  d) None of these

17) Which of the following entrepreneur demonstrates their creative talents by producing innovative products? _____ a) Technical entrepreneur
     b) Innovative entrepreneur  c) Imitative entrepreneur  d) Fabian entrepreneur

18) Which of the following entrepreneurs are those motivated to take up venture by the desire for self fulfillment? ___ a) Motivated  b) Spontaneous  c) Classical  d) Modern

19) Which of the following entrepreneur starts his own venture as a family business? ___ a) Agricultural entrepreneur  b) Fabian entrepreneur
     c) Drone entrepreneur  d) Classical entrepreneur

20) Entrepreneurs from the business families are called ______ a) State entrepreneur
     b) Joint entrepreneur  c) Urban entrepreneur  d) Classical entrepreneur

UNIT-9. ENTREPRENEURSHIP DEVELOPMENT

25. GOVERNMENT SCHEMES FOR ENTREPRENEURIAL DEVELOPMENT

CHOOSE THE CORRECT ANSWERS:--

1) Make in India initiative was launched in ______  
   a) April 2014  b) September 2014  c) may 2014  d) None of these

2) Stand-up India was launched in______ a) 2015  b) 2016  c) 2017  d) 2018

3) National Skill Development Mission was unveiled in _____  
4) Entrepreneur has to include the mechanism for managing the venture in the_____  
   a) Project report  b) Statutory license  c) Both a and b  
   d) None of these
5) Entrepreneur has to apply for a) Statutory license  b) Project report  c) Provisional 
   Registration Certificate  d) Permanent Registration Certificate
6) ______ is a foremost challenge facing India. 
   a) New programmes  b) Innovation  c) Job Creation  d) None of these
7) ______ has to choose suitable plot of accommodating his venture. 
   a) Entrepreneur  b) Intrapreneur  c) Manager  d) Promoter
8) ______ has to determine the source of finance for funding the venture. 
   a) Intrapreneur  b) Manager  c) Entrepreneur  d) Promoter
9) Entrepreneur has to obtain ______ from the authority concerned. 
   a) Municipal License  b) Project report  
   c) Provisional Registration Certificate  d) None of these
10) Entrepreneur requires ______ types of finance. a) two b) three c) four d) six

UNIT-10-COMPANY LAW AND SECRETARIAL PRACTICE

26. COMPANIES ACT 2013

Choose the correct answers:-

1) Which company shares can be freely transferable?______  
   a) Private company  b) Public company  c) both a and b d) None of these
2) Minimum number of members required to apply for incorporation certificate in  
   a) Public Limited company is_____. a) 3 b) 2  c) 7 d) 50
3) The second stage in the formation of the company is_____ a) Promotion 
   b) Registration  c) Capital subscription  d) Commencement of business
4) The second most important document which is required at the time of registration is 
   ______ a) Memorandum of Association  
   b) Prospectus  c) Articles of Association  d) None of these
5) A debenture, in which no specific time is specified by the companies to  
   pay back the money is called an _____ a) Registered debentures  
   b) Bearer debentures  c) Irredeemable debentures  d) none of these
6) The articles of association needs to be signed by_____ a) Registrar  
   b) All proposed directors  c) subscribers of memorandum  d) none of the above
7) The person who envisages the idea is called a ______ 
   a) Promoter  b) Manager  c) Director  d) Member
8) If minimum subscription is not received application money should be refunded with in  
   ______ days. a) 20 b) 25  c) 30  d) 10
9) Minimum subscription should be received within _____ days. 
   a) 130  b) 125  c) 120  d) 150
10) The ______ is the charter of a company.  a) Memorandum of Association  
   b) Articles of Association  c) Both a and b  d) None of the above
UNIT-10-COMPANY LAW AND SECRETARIAL PRACTICE

27. COMPANY MANAGEMENT

I. Choose the correct answers:

1) The group of human beings who undertake the responsibility to run the business of the company are known as_______
   a) Board of directors  
   b) Shareholders  
   c) Debenture holders  
   d) None of these

2) The overall performance of any company is vested with the_______
   a) Debenture holders  
   b) directors  
   c) both a and b  
   d) None of these

3) The directors are expected to act in_______
   a) Utmost care  
   b) good faith  
   c) delegate work  
   d) none of these

4) The directors should conduct their work with_______
   a) good faith  
   b) utmost care  
   c) delegate work  
   d) none of these

5) The definition of the term key managerial personnel contained in_______
   a) Section 2(13)  
   b) Section 2(18)  
   c) Section 2(50)  
   d) Section 2(51)

6) The Governing body of a company incorporated under companies Act called_______
   a) Board  
   b) Policy  
   c) MOA  
   d) AOA

7) Public companies which have paid-up share capital_______
   a) Rs.5 Crores  
   b) Rs.10 Crores or more  
   c) Rs.50 Crores  
   d) Rs.25 Crores

8) Public companies which have Turnover_______
   a) Rs.25 Crores  
   b) Rs.50 Crores  
   c) Rs.75 Crores  
   d) Rs.100 Crores or more

9) The alternative director is not a representative or agent of_______
   a) Original director  
   b) Shadow director  
   c) Additional director  
   d) Nominee director

10) The minimum requirement of Director is_______
    a) two  
    b) three  
    c) four  
    d) five

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