

SCHOOL EDUCATION DEPARTMENT-VELLORE DISTRICT
HALF YEARLY EXAMINATION - 2025 - ANSWER KEY
12th STANDARD – COMMERCE [EM]

PART - I

I. Choose the most suitable from the given four alternatives and write the option code and the corresponding answer **20 x 1 = 20**

Q.N	ANSWER	Q.N	ANSWER
1	a) Division of work	11	a) Ralf Nader
2	b) To raise funds	12	a) Internal Thinker
3	c) Science and Art	13	a) Employee
4	d) Mumbai	14	c) 1992
5	e) Internet	15	d) George Odiorne
6	b) Stock exchange market	16	d) Transaction
7	b) Share certificate	17	d) Responsibilities
8	b) Mutual funds	18	b) Professional
9	d) Candidate	19	c) a and b are correct
10	c) 2	20	b) Latin

PART - II

II. Answer any seven questions. Question No.30 is compulsory. **7 x 2 = 14**

Q.NO	ANSWER	MARK
21	Voting: By casting his vote one formally declaring his opinion or wish in favor of or against a proposal or a candidate to be elected for an office.	2
22	Motivation: The goals are achieved with the help of motivation. This is done by a resourceful leader. (Give mark for any other two relevant answer also)	2
23	Debt Market: Debt Market is the financial market for trading in Debt Instrument.	2
24	OTCEI: The OTCEI was set up by a premier financial institution to allow the trading of securities across the electronic counters throughout the country.	2
25	Selection: Selection is the process of choosing the most suitable person for the vacant position in the organization.	2
26	Marketer-Definition: “A person whose duties include the identification of the goods and services desired by a set of consumers, as well as the marketing of those goods and services on behalf of a company”.	2

27	Examples of Adultration: Mixing of stones with grains Papayas seed is added to black pepper (Give mark for any other two relevant answer also)	2
28	Privatisation: It is the incidence or process of transferring ownership of a business enterprise, agency or public service from the government to the private sector.	2
29	Contingent goods Contingent goods are a part of future goods. The goods, the acquisition of which by the seller depends upon a contingency..	2
30	Own funds, Borrowing from close circles, banks, financial institutions, Borrowing from Venture capitalists, Issue of shares and debentures, Term loans. (Give mark for any other relevant answer also)	2X1=2

PART - III

III. Answer any seven questions. Question No.40 is compulsory.

31	Features of MBO: 1. An attempt is made by the management to integrate the goals of an organisation and individuals. This will lead to effective management. 2. MBO tries to combine the long run goals of organisation with short run goals. 3. Management tries to relate the organisation goals with society goals. 4. MBO's emphasis is not only on goals but also on effective performance. 5. It pays constant attention to refining, modifying and improving the goals and changing the approaches to achieve the goals on the basis of experience. 6. It increases the organisational capability of achieving goals at all levels. 7. A high degree of motivation and satisfaction is available to employees through MBO. 8. Recognises the participation of employees in goal setting process. 9. Aims at replacing the exercise of authority with consultations. 10. Encourages a climate of trust, goodwill and a will to perform (Any three)	3X1=3
32	Types of Treasury Bills: • 91 days Treasury Bills. • 182 days Treasury Bills • 364 days Treasury Bills	3X1=3
33	PAN card, voter's ID, passport, driver's license, bank attestation, IT returns, electricity bill, telephone bill, ID cards with applicant's photo issued by the central or state government and its departments, statutory or regulatory authorities, public sector undertakings (PSUs), scheduled commercial banks, public financial institutions, colleges affiliated to universities, or professional bodies such as ICAI, ICWAI, ICSI, bar council etc (Any three)	3X1=3
34	Characteristics of Human Resources: 1) Human resource is the only factor of production that lives 2) Human resource created all other resources 3) It is only the labour of employees that is hired and not the employee himself 4) Human resource exhibits innovation and creativity 5) Human resource alone can think, act, analyse and interpret	3X1=3

	6) Human resources are emotional beings 7) Human resources can be motivated either financially or non financially 8) The behaviour of human resources are unpredictable 9) Human resources are movable 10) Human resource can work as a team <p style="text-align: right;">(Any three)</p>	
35	E-Tailing: E-tailing or electronic retailing refers to selling of goods and services through a shopping website (internet) or through virtual store to the ultimate consumer.	3
36	Right to Redressal: This step is one step ahead of the previous right. The complaints and protests are not just to be heard: but the aggrieved party is to be granted compensation within a reasonable time period	3
37	Technological Environment: The development in the IT and telecommunications has created a global market. Technology is widely used in conducting market research for understanding the special needs of the customer.	3
38	Drone entrepreneur: Drone entrepreneur are those who are totally opposed to changes unfolding in the environment. They used to operate in the niche market. They are similar to Fabian entrepreneur in doggedly pursuing their conventional practices. <p style="text-align: right;">(Any two)</p>	3
39	Alternate director: Alternate director is appointed by the Board of Directors, as a substitute to a director who may be absent from India, for a period which is not less than three months.	3
40	Piece of paper (Additional Sheet) can be attached for endorsement	3

PART - IV

IV. Answer all questions.

7 x 5 = 35

41 a)	Concept of Management: <ol style="list-style-type: none"> 1. Body of Knowledge 2. Management Tools 3. Separate Discipline 4. Specialisation 5. Code of Conduct 6. Professional Association <p style="text-align: right;">(Any five with explanation) (One mark can be awarded, if heading alone)</p>	5X1=5
	or	
b)	Objectives of the Consumer Protection Act 1986: <ol style="list-style-type: none"> i. Protection of consumers against marketing of goods which are hazardous and dangerous to life and property of consumers. ii. Providing correct and complete information about quality, quantity, purity, price and standard of goods purchased by consumers. iii. Protecting consumers from unfair trade practices of traders. iv. Empowering consumers to seek redressal against exploitation v. Educating the consumer of their rights and duties vi. Ensuring better standard of living for consumers by providing them with quality products at fair price. vii. Putting in place right mechanism like councils and other authorities to enable the consumers to enforce their rights. <p style="text-align: right;">(Any five)</p>	5X1=5

42 a)	<p>Impact of LPG in Indian Economy:</p> <p>(a) Introduction of new Foreign Trade Agreements (b) Foreign Investment (FDI & FII) (c) MRTP Act, 1969 (Amended) (d) Deregulation (e) Opportunities for overseas trade (f) Steps to regulate inflation (g) Tax reforms (h) Abolition of License</p> <p style="text-align: right;">(Any five)</p>	5X1=5
or		
b)	<p>Functions of stock exchange:</p> <ol style="list-style-type: none"> 1. Ready and Continuous Market 2. Correct Evaluation of Securities 3. Protection to Investors 4. Proper Chanalisation of Capital 5. Aid to Capital Formation 6. Facilities for Speculation 7. Seasoning of Securities 8. Clearing House of Business Information <p style="text-align: right;">(Any five with explanation) (One mark can be awarded, if heading alone)</p>	5X1=5
43 a)	<p>Presumptions to Negotiable Instrument :</p> <ol style="list-style-type: none"> I. Every negotiable instrument is presumed to have been drawn, accepted etc. for consideration. II. A negotiable instrument is presumed to have been accepted. III. Every negotiable instrument bearing, a date is presumed to have been made or drawn on such a date. IV. It is presumed to have been accepted within a reasonable time after the date and before its maturity. V. The transfer of a negotiable instrument is presumed to have been made before maturity. VI. The endorsements appearing upon a negotiable instrument are presumed to have been made in the order to which they appear thereon. VII. When a negotiable instrument has been lost, it is presumed to have been duly stamped. VIII. The holder of a negotiable instrument is presumed to be a holder in due course. <p style="text-align: right;">(Any five)</p>	5X1=5
or		

b)	<p>Money Market Vs Capital Market :</p> <ul style="list-style-type: none"> • Duration of Fund • Supply of Funds • Deals with Instruments • Money Value • Role of Major Institution • Place of Transaction • Participants • Number of Instruments Dealt • Claims • Risk • Liquidity • Price Discovery • Regulator • Underwriting • Dominant Institutions <p style="text-align: right;">(Any five with explanation)</p>	5X1=5
44 a)	<p>Evolution of Marketing:</p> <p>i. Barter System ii. Production Orientation iii. Sales Orientation iv. Marketing Orientation v. Consumer Orientation: vi. Management Orientation</p> <p style="text-align: right;">(Any five with explanation) (One mark can be awarded, if heading alone)</p>	5X1=5
b)	<p>Government Entrepreneurship Schemes:</p> <ol style="list-style-type: none"> 1. Startup India 2. Make in India 3. Atal Innovation Mission (AIM) 4. Support to Training and Employment Programme for Women (STEP) 5. Jan Dhan-Aadhaar - Mobile (JAM) 6. Digital India 7. Stand-Up India 8. Trade related Entrepreneurship Assistance and Development (TREAD) 9. Pradhan Mantri Kaushal Vikas Yojana (PMKVY) 10. National Skill Development Mission 11. Science for Equity Empowerment and Development (SEED) <p style="text-align: right;">(Any five with explanation) (One mark can be awarded, if heading alone) (Mark can be awarded for other specific Entrepreneurship Schemes)</p>	5X1=5

45 a)	<p>Requisites of a Valid Endorsement:</p> <ol style="list-style-type: none"> 1. Endorsement is to be made on the face of the instrument or on its back. It is usually made on the back of a negotiable instrument. 2. When there is no space for making further endorsements a piece of paper can be attached to the negotiable instrument for this purpose. This piece of paper is called ‘Allonge’. 3. If the endorsee’s name is wrongly spelt, the endorsee should sign the same as spelt in the instrument and write the correct spelling within brackets after his endorsement. 4. Endorsement for only a part of the amount of the instrument is invalid. It can be made only for the entire amount. 5. Where, however, the instrument has been partly paid, a note to that effect can be given on the instrument and endorsement made for the balance amount. 6. Endorsement is complete only when delivery of the instrument is made. On the death of the endorser who has endorsed an instrument but has not delivered it to the endorsee, the endorsement becomes invalid. 7. It is presumed that the endorsements appearing on a negotiable instrument were made in the order in which they appear thereon. 8. Signing in block letters does not constitute regular endorsement. 9. The prefixes or suffixes added to the names of the payees or endorsees must be omitted in the endorsement. 10. Endorsement must be in link 11. If the payee is an illiterate person, he can endorse it by affixing his thumb impression on the instrument. But it must be duly attested by somebody who should give his full address thereon. 12. A person duly authorised to endorse a cheque or a bill must indicate that he is signing in it on behalf of his principal by using such words as “for”, “on behalf of” or “per pro”. <p style="text-align: right;">(Any five)</p>	5X1=5
or		
b)	<p>Consumer Exploitation:</p> <ol style="list-style-type: none"> 1. Selling at higher price 2. Adulteration 3. Duplicate or Spurious goods 4. Artificial Scarcity 5. Sub-standard 6. Product Risk 7. Warranty and Services 8. Unsuitability of Products 9. False Advertisements <p style="text-align: right;">(Any five with explanation) (One mark can be awarded, if heading alone)</p>	5X1=5
46 a)	<p>Function of Management:</p> <p>Main Functions:</p> <ul style="list-style-type: none"> • Planning • Organising • Staffing • Directing • Motivating • Controlling • Co-ordination <p>Subsidiary Functions</p> <ul style="list-style-type: none"> • Innovation • Representation • Decision-making • Communication <p style="text-align: right;">(Any five with explanation) (One mark can be awarded, if heading alone)</p>	5X1=5

	or	
b)	<p>Qualification of Directors:</p> <ul style="list-style-type: none"> • A director must be a person of sound mind. • A director must hold share qualification, if the article of association provides such. • A director must be an individual. • A director should be a solvent person • A director should not be convicted by the Court for any offence, etc. 	5 X1=5
47 a)	<p>Recruitment Vs Selection:</p> <ul style="list-style-type: none"> • Meaning • Approach • Objective • Sequence • Method • Contractual relation • Process • Time <p style="text-align: right;">(Any five with explanation)</p>	5 X1=5
	or	
b)	<p>Commercial Functions of Entrepreneur:</p> <ol style="list-style-type: none"> (1) Production or Manufacturing (2) Marketing (3) Accounting (4) Finance (5) Human Resource Management <p style="text-align: right;">(with explanation) (One mark can be awarded, if heading alone)</p>	5X1=5