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1. Management is what a____ does?  a) Manager b) Subordinate c) Supervisor d) Superior

2. Management is an ____a) Art b) Science c) Art and Science d) Art or Science

3. Scientific management is developed by:  a) Fayol b) Taylor c) Mayo d) Jacob

4. Dividing the work into small tasks is known as a) Discipline b) Unity c) Division of work d) Equity

5. With a wider span, there will be ____ hierarchical levels.a) More b) Less c) Multiple d) Additional

6. Which is the primary function of management?  a) Innovating b) Controlling c) Planning d) Decision-making

7. Which of the following is not a main function?  a) Decision-making b) Planning c) Organising d) Staffing

8. Distribution of work in groupwise or sectionwise is called as:  a) Co-ordinating b) Controlling c) Staffing d) Organising

9. Which of the following is verification function?  a) Planning b) Organising c) Staffing d) Controlling

10. ___ System gives full scope to the Individual Strength and Responsibility.  a) MBO (b) MBA (c) MBM (d) MBB

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 Organisational Objectives

12. __ keeps Management Alert to Opportunities and Threats by Identifying Critical Problems.  a) MBA (b) MBE (c) MBM (d) MBB

13. Delegation of Authority is Easily Done with the Help of ___  a) MBB (b) MBA (c) MBM (d) MBO

14. Financial market is a market for a) Real Funds b) Shares c) Debentures d) Fixed deposits

15. Capital market is a market for: a) Short Term Funds b) Medium Term Funds c) Long Term Finance d) Both Short Term and Medium Term Finance

16. Stock exchanges deal in: a) Shares b) Bonds c) Debentures d) Fixed deposits

17. ___ is the oldest stock exchange in the world.  a) London Stock Exchange b) Bombay Stock Exchange c) National Stock Exchange d) Amsterdam Stock Exchange

18. When the NSEI was established a) 1990 b) 1992 c) 1998 d) 1997

19. ___ is the first company to trade its shares in Demat form.  a) Tata Industries b) Reliance Industries c) Infosys d) Birla Industries


21. Which of the following is the oldest stock exchange in the country.  a) 21 b) 24 c) 20 d) 25

22. ____ means the price at which securities are bought and sold and are made public.  a) Market Price b) Issue Price c) Book Value d) Dividend

23. ___ is the process of converting physical shares into electronic form.  a) De-materialization b) Dematerialization c) Materialisation d) Debarring

24. Money Market provides: a) Medium-term Funds b) Short-term Funds c) Long-term Funds d) Shares


27. 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.

28. A pessimistic speculator is: a) Bull b) Bear c) Stag d) Lame Duck

29. A marketable document of title to a time deposit for a specified period may be referred to as: a) Treasury Bill b) Certificate of Deposit c) Commercial Bill d) Government Securities

30. ___ is the oldest stock exchange in the world.  a) London Stock Exchange b) Bombay Stock Exchange c) National Stock Exchange d) Amsterdam Stock Exchange

31. ___ is the first company to trade its shares in Demat form.  a) Tata Industries b) Reliance Industries c) Infosys d) Birla Industries

32. The headquarters of SEBI is: a) Calcutta b) Bombay c) Chennai d) Delhi

33. Jobbers transact in a stock exchange: a) For their Clients b) For their Own Transactions c) For other Brokers d) For other Members

34. __ means the price at which securities are bought and sold and are made public.  a) Market Price b) Issue Price c) Book Value d) Dividend

35. __ means the price at which securities are bought and sold and are made public.  a) Market Price b) Issue Price c) Book Value d) Dividend

36. A bull operator believes in: a) Increase in Prices b) Decrease in Prices c) Stability in Prices d) No change in Prices

37. An optimistic speculator is: a) Bull b) Bear c) Stag d) Lame Duck

38. A bull operator believes in: a) Increase in Prices b) Decrease in Prices c) Stability in Prices d) No change in Prices

39. SEBI is empowered by the Finance ministry to nominate ____ members on the Governing body of every stock exchange.  a) 5 b) 3 c) 6 d) 7

40. The rules and regulations of Stock exchange is framed by ___ guide lines.  a) RBI b) Central Government c) SEBI d) BSE

41. ___ is the process of converting physical shares into electronic form.  a) De-materialization b) Dematerialization c) Materialisation d) Debarring

42. The headquarters of SEBI is ____ a) Calcutta b) Bombay c) Chennai d) Delhi

43. In which year SEBI was constituted as the regulator of capital markets in India? a) 1988 b) 1992 c) 1995 d) 1998

44. Registering and controlling the functioning of collective investment schemes as ____  a) Mutual Funds b) Listing c) Rematerialisation d) Dematerialisation

45. __ is empowered by the Finance ministry to nominate ___ members on the Governing body of every stock exchange.  a) 5 b) 3 c) 6 d) 7

46. The process of converting physical shares into electronic form is called: a) De-materialisation b) Delisting c) Materialisation d) Debarring


48. ___ was the first company to trade its shares in Demat form.  a) Tata Industries b) Reliance Industries c) Infosys d) Birla Industries

49. ___ enables small investors to participate in the investment on share capital of large companies.  a) Mutual Funds b) Shares c) Debentures d) Fixed deposits

50. PAN stands for: a) Permanent Amount Number b) Primary Account Number c) Permanent Account Number d) Permanent Account Nominee

51. Human resource is a --- asset. a) Tangible b) Intangible c) Fixed d) Current

52. Human resource management is both ____ a) Science and art.
b) Theory and practice c) History and Geography d) None of the above

53. Planning is a...function. a) selective b) pervasive c) both a and b d) none

54. Human resource management determines the...relationship. a) internal, external b) employer, employee c) Owner, Servant d) Principle, Agent

55. Labour turnover is the rate at which employees...the organisation.

a) enter b) leave c) Salary d) None of the above

56. Recruitment is the process of identifying...a) right man for right job b) good performer c) Right job d) All of the above

57. Recruitment bridges gap between...a) job seeker and job provider b) job seeker and agent c) job provider and owner d) owner and servant

58. Advertisement is a...source of recruitment a) internal b) external c) agent d) outsourcing

59. Transfer is an...source of recruitment a) internal b) external c) outsourcing d) None of the above

60. E-recruitment is possible only through...facility. a) Computer b) internet c) Broadcast d) 4G

61. Sale of Goods Act was passed in the year: a)1940 b)1997 c)1930 d)1960

62. 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

63. Which of the below is not a good?

a) Stocks b) Dividend due c) Crops d) Water

64. In case of the sale, the...has the right to sell.

a) Buyer b) Seller c) Hirer d) Consignee

65. The property in the goods means the: a) Possession of goods b) Custody of goods c) Ownership of goods d) Both (a) and (b)

66. Specific goods denote goods identified upon the time of...a) Agreement b) Contract c) Order d) Obligation

67. In which of the following types, the ownership is immediately transferred to buyer?

a) When goods are ascertained b) When goods are appropriate c) Delivery to the carrier d) Sale or return basis

68. _______ is a stipulation which is collateral to main purpose of contract.

a) Warranty b) Condition c) Right d) Agreement

69. Unpaid seller can exercise his right of lien over the goods, where he is in possession of the goods as:

a) Owner of goods b) Agent of buyer c) Bailee for buyer d) All of these

70. The unpaid seller can exercise his right of stoppage of goods in transit where the buyer: a) Becomes insolvent b) Refuses to pay price c) Payment of price d) Both (b) and (c)

71. Negotiable Instrument Act was passed in the year:

a) 1981 b) 1881 c) 1944 d) 1818

72. 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

73. The transferee of a Negotiable Instrument is the one...

a) Who transfer the instrument b) On whose name it is transferred c) Who enchains it d) None of the above

74. Number of parties in a bill of exchange are: a) 2 b) 3 c) 3 d) 4

75. Section 6 of Negotiable Instruments Act 1881 deals with:

a) Promissory Note b) Bills of exchange c) Cheque d) None of the above

76. ______ cannot be a bearer instrument.

a) Cheque b) Promissory Note c) Bills of exchange d) None of the above

77. When crossing restrict further negotiation a) Not negotiable crossing b) General Crossing c) A/c payee crossing d) Special crossing

78. Which endorsement relieves the endorser from incurring liability in the event of dishonour: a) Restrictive b) Facultative c) Sans recourse d) Conditional

79. A cheque will become stale after...months of its date: a) 3 b) 4 c) 5 d) 1

80. Document of title to the goods exclude: a) Lorry receipt b) Railway receipt c) Airway bill d) Invoice

81. Which of the below is a factor of production?

a) Land b) Labour c) Entrepreneurship d) All of the above

82. Entrepreneur is not classified as: a) Risk Bearer b) Innovator c) Employee d) Organizer

83. What are the characteristics of a entrepreneur? (a) Spirit of enterprise (b) Flexibility (c) Self Confidence (d) All of the above

84. Which of the below is not classified into managerial functions?

a) Planning b) Marketing c) Organizing d) Controlling

85. Which of the below is a commercial function?

a) Accounting b) Coordination c) Discovery of idea (d) Planning

86. Choose the type of entrepreneur that isn’t based on function:

a) Innovative b) Classical c) Fabian d) Drone

87. Choose the type of Entrepreneur that is not based on Motivation:

a) Pure b) Corporate c) Spontaneous d) Induced

88. Which of the following is the Activity of a Business Entrepreneur?

a) Production b) Marketing c) Operation d) All of the above

89. Find the odd one out in context of Trading Entrepreneur.

a) Selling b) Commission c) Buying d) Manufacturing

90. Corporate Entrepreneur is also called as

a) Intrapreneur b) Promoter c) Manager d) Shareholder

91. Poultry, Flowers, Fruits etc. are called allied products of entrepreneur: a) Corporate b) Retail c) Trading d) Agricultural

92. _______ Entrepreneur Supply ServicesUnlike.

a) Corporate b) Retail c) Trading d) Agricultural

93. Standup India b) Startup India c) Digital India d) Make in India

94. _______ is designed to transform India to a global design and manufacturing hub.

a) Digital India b) Make in India c) Startup India d) Design India

95. _______ is the Government of India’s endeavour to promote culture of innovation and entrepreneurship.

a) AIM b) STEP c) SEED d) AIC

96. _______ should cover aspects like sources of finance, technical know-how, source of labour and raw material, market potential and profitability.
1. Which of the following orders is followed in a typical selection process?
   (a) Advertisement (b) Application (c) Interview (d) Selection

2. What is the purpose of an application blank?
   (a) To provide information about the candidate (b) To check the eligibility (c) To verify the candidate's identity (d) To assess the candidate's skills

3. The purpose of an application blank is to gather information about the
   (a) Sex (b) Educational qualification (c) Work experience (d) All of the above

4. Selection is usually considered as a
   (a) Process (b) Instrument (c) Practice (d) Procedure

5. The Board of Directors can exercise the power to appoint directors in the case of:
   (a) Additional Directors (b) Filling up the casual vacancy (c) Alternate Directors (d) All the above

6. Who can become a secretary for a company?
   (a) Individual person (b) Partnership firm (c) Co-operative societies (d) Trade unions

7. Specify the document which comes under the Negotiable Instrument Act.
   (a) Debenture (b) Credit (c) Cheque (d) Bill of Exchange

8. Identify the test that acts as an instrument to discover the inherent ability of a candidate
   (a) Aptitude Test (b) Psychological Test (c) Personality Test (d) Proficiency Test

9. The shares which are offered first to the existing shareholder are known as
   (a) Equity Shares (b) Rights Shares (c) Preference Shares (d) Bonus Shares

10. According to Companies Act, the Directors must be appointed by:
    (a) Banker (b) Holder (c) Agent (d) Trustee

11. A person shall hold office as a director in ______ companies as per the Companies Act, 2013.
    (a) 5 companies (b) 10 companies (c) 20 companies (d) 15 companies

12. The share which is offered to the candidate is known as
    (a) Equity Share (b) Right Share (c) Preference Share (d) Bonus Share

13. A Private Company shall have a minimum of ______ Directors.
    (a) Seven directors (b) Five directors (c) Three directors (d) Two directors

14. A Public Company shall have a minimum of ______ Directors.
    (a) Twelve (b) Seven (c) Three (d) Two

15. A Public Company having a paid up Share Capital of Rs. ______ or more may have a Director elected by such small shareholders.
    (a) One (b) Three (c) Five (d) Seven

16. Under the Companies Act, which one of the following powers can be exercised by the Board of Directors?
    (a) Power to sell the company's undertakings (b) Power to make call (c) Power to borrow money in excess of the paid up capital (d) Power to reappoint an auditor

17. Which director need not hold qualifying shares:
    (a) Directors appointed to Central Government (b) Directors appointed to Shareholders (c) Directors appointed to Managing Director (d) Directors appointed to Board of Directors

18. What is the status of Directors who regulate money of the company?
    (a) Banker (b) Holder (c) Agent (d) Trustee

19. According to Companies Act, the Directors must be appointed by:
    (a) Central Government (b) Company Law Tribunal (c) Company in General Meeting (d) Board of Directors

20. The Board of Directors can exercise the power to appoint directors in the case of:
    (a) Additional Directors (b) Filling up the Casual vacancy (c) Alternate Directors (d) All the above

21. Mention the status of a Company Secretary in a company:
    (a) Member (b) Director (c) An independent (d) An employee contractor

22. Who can become a secretary for a company?
    (a) Individual person (b) Partnership firm (c) Co-operative societies (d) Trade unions

23. Which meeting will be held only once in the life time of the company?
    (a) Statutory (b) Annual General (c) Extra - ordinary (d) Class General

24. Board Meetings to be conducted minimum ______ times in a year.
    (a) 2 (b) 3 (c) 4 (d) 5

25. Who is not entitled to speak at the annual general meeting of the company?
    (a) Auditor (b) Shareholder (c) Proxy (d) Directors

26. Mention the company which need not convene the Statutory Meeting.
    (a) Widely held public (b) Private limited (c) Public limited (d) Guarantee having a share capital

27. From the date of its incorporation the first Annual General Meeting is to be conducted within ______ months.
    (a) Twelve (b) Fifteen (c) Eighteen (d) Twenty one

28. What percentage of shareholders is needed to pass special resolution?
    (a) It must be unanimous (b) Not less than 90% (c) Not less than 75% (d) More than 50%

29. A special resolution must be filed with the Registrar within:
    (a) 7 days (b) 14 days (c) 30 days (d) 60 days

30. A special resolution is required to:
    (a) Redeem the debentures (b) Declare dividend (c) Appoint directors (d) Appoint auditor

31. The recruitment and Selection Process aimed at right kind of people.
    (a) At right people (b) At right time (c) To do right things (d) All of the above

32. The purpose of a selection process is to:
    (a) Hire the best people (b) Assure a high level of performance (c) Work quality (d) None of these

33. Application form test and or interview, reference check, and physical examination
    (a) A (b) B (c) C (d) D

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143. Probation/Trial period signifies: a) one year to two years b) one year to three
   Years c) Two years to four years d) None of the above

144. Job first man next is one of the principles of --- a) Test b) Interview c) Training d) placement

145. Off the Job training is given
   a) In the class room b) On off days c) Outside the factory d) In the playground

146. Improves Skill Levels of employees to ensure better job performance
   a) Training b) Selection c) Recruitment d) Performance appraisal

147. When trainees are trained by supervisor or by superior at the job is called:
   a) Vestibule training b) Refresher training c) Role play d) Apprenticeship training

148. ------- is useful to prevent skill obsolescence of employees
   a) Training b) Job analysis c) Selection d) Recruitment

149. Training methods can be classified into training: -------
   a) Job rotation and Job enrichment b) On the Job and Off the Job
   c) Job analysis and Job design d) Physical and mental

150. Case study method is ------- type of trainee.
   a) Only theoretical training b) Both theory and practical training
   c) Hands on training d) Absorbtion Training

151. Elaborate discussion on specific topic comes under --- method of training.
   a) Under study b) Coaching c) Conferences d) Counseling

152. One who promotes (or) Exchange of goods or services for money is called as:
   a) Seller b) Marketer c) Customer d) Manager

153. The marketer initially wants to know in the marketing is:
   a) Qualification of the customer b) Quality of the product c) Background of the customers d) Needs of the customers

154. The Spot market is classified on the basis of:
   a) Commodity b) Transaction c) Regulation d) Time

155. 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

156. Stock Exchange Market is also calle:
   a) Spot Market b) Local Market c) Security Market d) National Market

157. The initial stage of Marketing system is:
   a) Monopoly system b) Exchange to Money c) Barter system d) Self producing

158. Who is supreme in the Market? a) Customer b) Seller c) Wholesaler d) Retailer

159. 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

160. Marketing mix means a marketing program that is offered by a firm to its target earn profit through satisfaction of their wants.
   a) Wholesaler b) Retailer c) Customer d) Seller

161. Which one is the example of Intangible:
   a) Education b) Mobiles c) Garments d) Vehicles

162. Selling goods/services through internet is:
   a) Green marketing b) E-business c) Social marketing d) Meta marketing

163. Which is gateway to internet? a) Portal b) CPU c) Modem d) Webaire

164. Which one represents a cluster of manufacturers, content providers and online retailers organised around an activity?
   a) Virtual mall b) Association c) Metomediary d) Portal

165. Social marketing deals with:
   a) Society b) Social Class c) Social change d) Social evil

166. Effective use of Social media marketing increase conversion rates of:
   a) Customer to buyers b) Retailer to customers c) One buyer to another buyer’s d) Direct contact of marketer

167. A company’s products is visually represented by:
   a) Shopping cart b) Web portal c) Electronic catalogue d) Revenue model

168. Green Shelter concept was introduced by group:
   a) ACME b) Tata c) Reliance d) ICI

169. Pure play retailers are called:
   a) Market creators b) Transaction brokers c) Merchants d) Agents

170. The term ‘consumerism’ came into existence in the year:
   a) 1960 b) 1957 c) 1954 d) 1958

171. Who is the father of Consumer Movement?
   a) Mahatma Gandhi b) Mr. Jhon F. Kennedy c) Ralph Nader d) Jawaharlal Nehru

172. Sale of Goods Act was passed in the year?
   a) 1962 b) 1972 c) 1982 d) 1985

173. 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

174. The Consumer Protection Act came into force with effect from:
   a) 1.1.1986 b) 1.4.1986 c) 15.4.1987 d) 15.4.1990

175. ------ of every year is declared as a Consumer Protection Day to educate the public about their rights and responsibilities.
   a) August 15 b) April 15 c) March 15 d) September 15

176. Any person who buys any goods or avails services for personal use, for a consideration is called as:
   a) Customer b) Consumer c) Buyer d) User

177. The General Assembly of United Nations passed resolution of consumer protection guidelines on:
   a) 1985 b) 1958 c) 1986 d) 1988

178. The final aim of modern marketing is:
   a) Maximum profit b) Minimum profit c) Consumer satisfaction d) Service to the society

179. The size and composition of the population is part of:
   a) Environment b) Business c) Consumer d) Market

180. ------ is the king of modern marketing:
   a) Consumer b) Wholesaler c) Producer d) Retailer

181. As the consumer is having the rights, they are also having:
   a) Measures b) Promotion c) Responsibilities d) Duties

182. 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

183. It is the responsibility of a consumer that he must obtain as a proof for the purchase of goods:
   a) Cash receipt b) Warranty card c) Invoice d) All of these

184. The Chairman of the National Consumer Disputes Redressal Council is:
   a) Serving or Retired Judge of the Supreme Court of India b) Prime Minister
c) President of India d) None of the above

185. The Chairman of the State Consumer Protection Council is:
   a) Governor of the State b) Chief Minister
c) Finance Minister d) None of the above

186. The Chairman of the District Forum is:
   a) District Judge b) Chief Court Judge
c) High Court Judge d) None of the above

187. The State Commission can entertain complaints where the value of goods/services and the compensation, if any claimed is:
   a) Exceeding 1 crore b) Exceeding 10 lakhs c) Exceeding 5 lakhs d) Exceeding 12 lakhs

188. The National Consumer Disputes Redressal Commission has jurisdiction to entertain complaints where the value of goods/services complained against and the compensation, if any claimed is:
   a) Exceeding 1 crore b) Exceeding 10 lakhs c) Exceeding 5 lakhs d) Exceeding 12 lakhs

189. The District Forum can entertain complaints where the value of goods/services and the compensation if any claimed is less than:
   a) Below 10,00,000 b) Below 20,00,000 c) Below 40,00,000 d) Below 50,00,000

190. The International Organisation of Consumers Unions (IOCU) was first established in:

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191. Consumer awareness covers the following: a) Consumer awareness about Maximum Retail Price (MRP) b) Consumer awareness about Fair Price Shop c) Consumer awareness about price, quality and expiry date of the product d) All.

192. Complaints can also be filed by: a) Central Government b) State Government c) A group of consumers d) All of the above.

193. A consumer has to be protected against: a) Defects of product b) Deficiencies of product c) Unfair and restrictive trade practices d) All of the above.

194. _____ is the result of New Industrial Policy which abolished the 'License System'.
   (a) Globalisation (b) Privatisation (c) Liberalisation (d) None of these.

195. _____ means permitting the private sector to setup industries which were previously reserved for public sector.
   (a) Liberalisation (b) Privatisation (c) Globalisation (d) Public Enterprise.

196. _____ ownership makes bold management decisions due to their strong foundation in the international level.
   (a) Private (b) Public (c) Corporate (d) MNC's.

197. _____ results from the removal of barriers between national economies to encourage the flow of goods, services, capital and labour.
   (a) Privatisation (b) Liberalisation (c) Globalisation (d) Foreign Trade.

198. New Economic Policy was introduced in the year:
   (a) 1980 (b) 1991 (c) 2013 (d) 2015.

199. Macro Environment of business is an _____ factor.

200. The two major types of business environment are _____ and _____.

*** ALL THE BEST ***

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