

1. 'Separation of Planning and Doing' is one of the features of
 - A) Administrative Management
 - B) Scientific Management
 - C) Modern Management
 - D) Bureaucracy

2. Among the following who is not a follower of Scientific Management Thought
 - A) Elton Mayo
 - B) Carl George Berth
 - C) Henry Gantt
 - D) Lillian Gillbreth

3. The first person to identify the six major qualities of manager is
 - A) Max Weber
 - B) Oliver Sheldon
 - C) Henry Fayol
 - D) F.W. Taylor

4. Relay Assembly Test Room Experiments aimed to
 - A) Find out the effect of illumination on productivity of workers
 - B) Find out the effect of changes in working hours and working conditions on productivity
 - C) Find out the workers attitudes and sentiments
 - D) Find out social aspect of work organisation

5. In MBO, "KRA" denotes:
 - A) Knowledge, Remuneration and Attitude towards objectives
 - B) Key Reward Agents
 - C) Key Result Areas
 - D) Keeping Restricted Aims

6. Psychoanalytical theory of personality is based on
 - A) Freudian Concept of unconscious nature of mind
 - B) Ericson's different stages
 - C) Developmental Milestones
 - D) Intelligence Quotient

7. Which one of the following is not a theory of learning
 - A) Expectancy Theory
 - B) Social Learning Theory
 - C) Classical Conditioning Theory
 - D) Operant Conditioning Theory

8. Job enrichment is associated with
 - A) Horizontal loading to increase workforce flexibility
 - B) Increase the number of tasks associated with a particular job
 - C) Deliberate upgrading of responsibility and challenges at work
 - D) None of the above

9. Hamel and Prahalad are exponents of:
 A) Strategic competence B) Threshold competence
 C) Competitive Advantage D) Core Competence
10. A Conglomerate means
 A) Takes up related activities within a broader industry situation
 B) Concentric diversification strategy
 C) Takes up activities which are unrelated to core business
 D) Stability strategy
11. The Balanced Scorecard Approach was developed by
 A) R.B. Robinson B) Kaplan and Norton
 C) G. Johnson D) K. Scholes
12. Six Sigma Approach is meant for
 A) Measuring Efficiency Summative
 B) Tool for Analysis and Continuous Improvement of Corporate Performance
 C) A quantitative tool in management
 D) None of the above
13. Statement 1: Critical Success Factors helps in analyzing suitability of a strategy
 Statement 2: CSF are underlying core competencies in specific activities
 A) Statement 1 is true and 2 is false
 B) Statement 2 is true and 1 is false
 C) Both statements are true
 D) Both statements are false
14. The factors that creates threats and opportunities to Business organization is
 A) Suppliers and Customers B) Internal Environment
 C) Macro Environment D) Micro Environment
15. Globalisation is the term commonly used to describe the process of removal of restriction on
 A) Foreign Trade B) Investment
 C) Both A and B D) None of the above
16. Statement 1 : Macro environmental forces are external and uncontrollable
 Statement II: Macro environment consists of suppliers, customers and creditors
 A) Both statements are true
 B) Both statements are false
 C) Statement 1 is true and statement 2 is false
 D) Statement 1 is false and statement 2 is true
17. World bank classifies India as
 A) Upper-Middle Income Economy
 B) Lower-Middle Income Economy
 C) High Income Economy
 D) Low Income Economy

18. Arrange the following sectors from highest to lowest, based on contribution to Indian GDP
- Agriculture, Manufacturing, Services
 - Manufacturing, Agriculture, Services
 - Agriculture, Services, Manufacturing
 - Services, Manufacturing, Agriculture
19. Statement 1: National Income is the money value of final goods and services
Statement 2: Net National Product = GNP-Depreciation
- Both statements are true
 - Both statements are false
 - Statement 1 is true and 2 is false
 - Statement 1 is false and 2 is true
20. Match the following:
- | <u>List-I</u> | <u>List -II</u> |
|---------------------------|-----------------|
| 1. Third Five Year plan | a) 1951-56 |
| 2. Seventh Five Year Plan | b) 2002-07 |
| 3. Tenth Five Year Plan | c) 1961-66 |
| | d) 1985-90 |
- A) 1-c, 2-d, 3-b B) 1-a, 2-c, 3-d C) 1-a, 2-d, 3-b D) 1-d, 2-b, 3-c
21. What are three key components of WTO?
- A Senete, A Judiciary and A Directorate
 - An Executive apparatus, A Legislative Apparatus, An Enforcement Apparatus
 - Board of Governors, Assembly of Member Countries, A Steering Committee
 - A Trade Commission, A dispute settlement body and Council of Ministers
22. If a German manufacturer of household appliances wants to take advantage of cheap labour in India, which of the following actions will not serve the purpose?
- Build a manufacturing subsidiary in India, and employ Indian workers
 - Build a plant in India and send all German workers there
 - License an Indian firm to produce its products under its own label
 - Contract an Indian firm to do some of the processing for the manufacturer
23. Which of the following are regarded as the main aims of World Trade Organisation (WTO)?
- To eliminate discrimination in World Trade
 - To provide financial assistance to member countries with debt
 - To reduce tariff barriers
 - To help and give preferences to small economies
- A) a and c B) a and b C) c and b D) c and d
24. The National Highway projects contracted out by NHAI under PPP mode is an example of
- LOT
 - BOOT
 - BOT
 - DBFO
25. GUI means
- Graphical Useful Image
 - Graphical User Interchange
 - Graphical User Interface
 - None of these

26. Data about data is normally termed as
 A) Directory B) Meta data C) Data Bank D) None of these
27. Distinction between an expenditure whose benefits lasts over a long period and another expenditure whose benefits lasts for a short period say within one year is made under which of the following concepts?
 A) Accounting Period B) Money Measurement Concept
 C) Going Concern Concept D) Separate Entity Concept
28. Anticipate no profit but provide for all losses is based on
 A) Materiality Principle B) Matching Principle
 C) Conservatism Principle D) Disclosure Principle
29. The global key professional accounting body is
 A) Institute of Chartered Accountants of India
 B) International Accounting Standards Committee
 C) International Accounting Standards Board
 D) Financial Accounting Standards Board
30. Statement 1: A trial balance agreement indicates arithmetical accuracy in accounting
 Statement 2: Agreement in trial balance is due to the recording of both debit and credit aspect of each and every transactions
 A) Statement 1 is true and 2 is false
 B) Statement 1 is false and 2 is true
 C) Both are false
 D) Both are true
31. Assuming no returns outwards or carriage inwards, Cost of Goods Sold is
 A) Opening Stock plus Purchases Plus Closing Stock
 B) Purchases less Closing Stock Less Opening Stock
 C) Sales minus Gross Profit
 D) None of these
32. If Gross Profit is Rs.6500, Carriage outwards Rs.200; Carriage inwards Rs.300; Rent Received Rs.500 and Other Expenses Rs. 3000. Find Net Profit
 A) Rs.2500/- B) Rs.3800/- C) Rs.4100/- D) Rs.3300/-
33. Statement 1 : A Balance Sheet is a statement of Financial Performance of a Business
 Statement 2 : A Balance sheet shows the Financial Position of a firm
 A) Statements 1 and 2 are true
 B) Statement 1 is true and 2 is false
 C) Statement 1 is false and 2 is true
 D) Both are false
34. Under the diminishing balance method, depreciation is calculated on
 A) Original Value B) Market Value
 C) Written down value D) Scrap Value
35. Amortisation applies to
 A) Fixed Assets B) Current Assets
 C) Intangible Assets D) Wasting Assets

44. Any numerical value calculated from the sample is called
 A) Error B) Parameter C) Coefficient D) Statistic
45. The sampling technique under which the researcher ask the research participant to suggest another potential research participant is
 A) Cluster sampling B) Snowball Sampling
 C) Quota Sampling D) Judgment sampling
46. Principle of Replication in experimental research states to
 A) Measure and eliminate the effect of extraneous variables
 B) Random assignment to control extraneous variables
 C) Conduct experiment repeatedly to ensure the reliability
 D) None of these
47. Which of the following statements about the hypothesis testing is true
 Statement 1 : If the p-value is greater than the significance level we fail to reject null hypothesis
 Statement 2 : The significance level equals (1- probability of Type I error)
- A) Both statements are true
 B) Both statements are false
 C) Statement 1 is true and 2 is false
 D) Statement 1 is false and 2 is true
48. Match the following
- | <u>List-I</u> | | <u>List-II</u> |
|-----------------------|----|--------------------------|
| 1. Judgement Sampling | a) | Projective Techniques |
| 2. Parameter | b) | Non-probability sampling |
| 3. TAT | c) | Population |
- A) 1-a; 2-c;3-b B) 1-b; 2-c;3-a C) 1-c;2-a;3-b D) 1-a;2-b;3-c
49. The outcomes are equally likely in
 A) Relative frequency Approach to probability
 B) Subjective Approach to probability
 C) Axiomatic Approach to probability
 D) Classical Approach to probability
50. Which among the following is an alternate hypothesis for left tailed test?
 A) $\mu = \mu_0$ B) $\mu < \mu_0$ C) $\mu > \mu_0$ D) $\mu \neq \mu_0$
51. The likelihood of two events happening together
 A) Conditional Probability B) Marginal Probability
 C) Joint Probability D) Prior Probability
52. In transportation problem, optimal solution can be verified by using
 A) Least Cost Method B) North West Corner Rule
 C) VAM D) MODI method

53. A dummy activity
 A) The performance of which requires no time, nor any resources
 B) An activity that begins after an event has taken place
 C) An activity which is performed along with another activity at the same time
 D) None of these
54. Statement 1: The sum total of variances of critical activity time gives the variance of the overall project completion time
 Statement 2: The completion of project using PERT method follows normal distribution
 A) Statement 1 is true and 2 is false
 B) Statement 2 is true and 1 is false
 C) Both are true
 D) Both are false
55. The objective of wealth maximization considers
 A) Amount of returns expected
 B) Timing of anticipated returns
 C) Risk associated with uncertainty of returns
 D) All of the above
56. CAPM measures
 A) Systematic Risk
 B) Unsystematic Risk
 C) Both A & B
 D) None of these
57. Business Risk can be measured using
 A) Financial leverage
 B) Operating Leverage
 C) Both A & B
 D) None of the above
58. EBIT is
 A) Sales-Variable Cost
 B) Fixed Cost +Profit
 C) Contribution – Fixed Cost
 D) All of the above
59. In Mutually exclusive projects one project is acceptance instead of other because of
 A) High positive NPV
 B) Negative NPV
 C) Both NPVs are equal
 D) All of the above
60. EBIT-EPS analysis is used for
 A) Evaluating the effects of business risks on EPS
 B) Determining the impact of change in sales on EBIT
 C) Analysing EPS results for alternate financing plans at varying EBIT levels
 D) Indifference in sales and profit
61. Statement 1: The bird in hand theory argues that investors prefer dividends because dividends are taxed more favourably than capital gains
 Statement 2 : Stock repurchases increases the number of outstanding shares
 A) Both statements are false
 B) Both statements are true
 C) Statement 1 is true and 2 is false
 D) Statement 2 is true and 1 is false

71. Preparation of Comparative Balance sheets for two years is
 A) Short-term Analysis B) Long-term Analysis
 C) Vertical Analysis D) Horizontal Analysis
72. Which of the following statements are true?
 Statement 1: Reliability of financial analysis depends on reliability of financial data
 Statement 2: Trend ratios are used in static analysis
 A) Statement 1 is true and 2 is false
 B) Statement 1 is false and 2 is true
 C) Both statements are true
 D) Both are false
73. Which of the following are sources of funds?
 A) Issue of shares for the purchase of fixed assets
 B) Issue of bonus shares
 C) Conversion of debentures into shares
 D) None of the above
74. Capital Gearing is one of the
 A) Liquidity Ratio B) Activity Ratio
 C) Leverage Ratio D) Profitability Ratio
75. When the current ratio is 4:1 and the amount of current liabilities is Rs.12000/-, what is the amount of working capital
 A) ₹ 48000/- B) ₹ 36000/- C) ₹ 30000/- D) ₹ 60000/-
76. Decrease in Bank Overdraft leads to
 A) Inflow of cash
 B) Outflow of cash
 C) No Changes in cash position
 D) None of these
77. Depreciation is included in the cost in
 A) Payback Period B) ARR method
 C) Profitability Index D) All of the above
78. Which of the following statements are true
 1. Payback period is popularly known as pay off method
 2. The Profitability Index is also known as Benefit Cost Ratio
 3. Capital rationing and capital budgeting mean the same thing
 4. The Net Present Value method is also known as Time adjusted method
 A) 1 & 2 B) 2 & 3 C) 1,2 & 4 D) 1,2,3 & 4
79. Unity of command implies
 A) A subordinate should receive order from all the superiors
 B) Individuals must sacrifice in the larger interest
 C) Be accountable to one and only one superior
 D) None of these

80. Line organization is also called
 A) Military organization B) Functional organization
 C) Line & staff organization D) Project organization
81. State which of the following statements are true or false:
 I. Supervision refers to the direct and immediate guidance and control of subordinates in the performance of their work
 II. Supervision is guiding and directing and efforts of employees and other resources to accomplish stated work outputs
 A) I and II are true B) I is true and II is false
 C) I is false and II is true D) I and II are false
82. Edward Tolman is associated with
 A) Behaviour Approach B) Cognitive approach
 C) Social cognitive approach D) Behavioural cognitive frame work
83. If a company pursue an ambitious aspiration and concentrate its full resources and actions on achieving this aspiration it is called
 A) Strategic intent B) Strategic control
 C) Strategic surveillance D) None of the above
84. Which factor is not a component of Mc Kinsey's seven's' frame work
 A) Super ordinate goal B) Skills
 C) Staff D) Surveillance
85. State whether the following statements are true or false
 I. GE matrix is called multifactor matrix.
 II. It is developed by Boston Consulting Group
 A) I and II are true B) I and II are false
 C) I is false and II is true D) II is false and I is true
86. State whether the following statements are true or false
 I. "Technological environment is highly volatile" because technological environment is subjected to rapid changes.
 II. As a result of technological change new technologies may emerge and old technologies may become obsolete.
 A) I and II are true B) I and II are false
 C) I is false and II is true D) II is false and I is true
87. Indicate whether the statements are correct or incorrect.
 Statement I: Indian economy is a dualistic economy
 Statement II: Indian economy is a mixed economy
 A) Statement I is correct, but statement II is incorrect
 B) Statement I is incorrect, but statement II is correct
 C) Both statements I and II are correct
 D) Both statements I and II are incorrect

88. The diversion of equilibrium due to change in demand and supply in market results in unemployment. Such an unemployment is termed as:
 A) Disguised Unemployment B) Cyclical Unemployment
 C) Open Unemployment D) Frictional Unemployment
89. State whether the following statements are true or false
 I. Privatisation is the transfer of ownership of an enterprise from public sector to private sector.
 II. Privatisation is possible by divestiture.
 A) I and II are true B) I and II are false
 C) I is false and II is true D) II is false and I is true
90. Which among the following can be adopted for privatisation?
 A) Divestiture B) Denationalisation
 C) Contracting and franchising D) All the above
91. In 1993 Government of India set up a committee on disinvestment of public sector enterprises. Who was the chairman of this committee?
 A) Balwant Rai Mehta B) Ashok Mehta
 C) L.M Singhvi D) C. Rangarajan
92. State whether the following statements are true or false
 I. Liberalisation helps to seek foreign equity participation and foreign technology
 II. Liberalisation protect domestic small scale industries
 III. Domestic firms have to face increased competition
 A) I & II are true III is false B) I & III are true II is false
 C) I & II are false III is true D) II & III are true I is false
93. The major drawbacks of traditional file processing system include:
 A) Data duplication B) Data inconsistency
 C) Lack of data integration D) All of the above
94. In single entry system, the capital in the beginning of the accounting year is ascertained by preparing:
 A) Opening Statement of Affairs
 B) Cash Account
 C) Total Creditors Account
 D) Cash and Bank Accounts
95. If the rate of gross profit is 25% of sales and the cost of goods sold is Rs.10,000, the gross profit amount will be:
 A) Rs. 2,500 B) Rs. 2,000 C) Rs.1,333 D) Rs.3,333
96. State whether the following statements are true or false
 I. Net Profit according to Net Worth method is equal to : Capital at the end + Drawings + Fresh capital introduced – Capital at the beginning of the period
 II. The amount of credit sales is determined by preparing a Total Creditors Account
 A) I and II are true B) I is true and II is false
 C) I is false and II is true D) I and II are false

97. The amount of share premium received by the company is shown in the company's Balance Sheet under the heading:
 A) Capital Reserve B) Reserves and Surplus
 C) Contingent Reserve D) Share Surplus
98. Two companies A Ltd. and B Ltd. go into liquidation to form a new company AB Ltd. This is a case of:
 A) External reconstruction B) Internal Reconstruction
 C) Absorption D) Amalgamation
99. State whether the following statements are true or false
 I Liabilities not taken over by the new company are not transferred to the realization account.
 II A new company need not be formed in case of amalgamation.
 A) I and II are true B) I is true and II is false
 C) I is false and II is true D) I and II are false
100. State whether the following statements are true or false
 I. In descriptive research, the researcher has no control over the variables.
 II There is no need to set up a hypotheses in an empirical research.
 A) I and II are true B) I is true and II is false
 C) I is false and II is true D) I and II are false
101. Critical path of the PERT chart is
 A) Path which takes the longest time to complete the project
 B) The shortest path
 C) Path which takes the shortest time to complete the project
 D) None of the above
102. At a restaurant, a social worker gathers the following data. Of those visiting the restaurant, 60% are male, 40% are alcoholics and 25% are male alcoholics. What is the probability that a random male visitor to the restaurant is an alcoholic?
 A) $6/25$ B) $2/5$ C) $5/12$ D) $2/3$
103. Operational Research Models include:
 A) Iconic Model B) Analogue Model
 C) Mathematical Model D) All of the Above
104. Match the following:-
- | | <u>List-I</u> | | | | <u>List-II</u> | | | |
|-----|--------------------|-----|-----|-----|----------------|--------|--|--|
| (a) | Sequencing Model | | | | 1. | PERT | | |
| (b) | Mathematical Model | | | | 2. | Matrix | | |
| (c) | Inventory Model | | | | 3. | Convex | | |
| (d) | Allocation Model | | | | 4. | EOQ | | |
| | (a) | (b) | (c) | (d) | | | | |
| A) | 1 | 2 | 4 | 3 | | | | |
| B) | 4 | 1 | 3 | 2 | | | | |
| C) | 3 | 1 | 4 | 2 | | | | |
| D) | 3 | 1 | 2 | 4 | | | | |

