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**Previous Year Paper
(Business Admin.)
06 Aug, 2023 Shift 1**



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Notations :

- 1.Options shown in green color and with ✓ icon are correct.
- 2.Options shown in red color and with ✗ icon are incorrect.

Question Paper Name :	Business Administration 6th Aug 2023 Shift 1
Subject Name :	Business Administration
Creation Date :	2023-08-06 13:22:21
Duration :	120
Total Marks :	100
Display Marks:	Yes
Calculator :	None
Magnifying Glass Required? :	No
Ruler Required? :	No
Eraser Required? :	No
Scratch Pad Required? :	No
Rough Sketch/Notepad Required? :	No
Protractor Required? :	No
Show Watermark on Console? :	Yes
Highlighter :	No
Auto Save on Console?	Yes
Change Font Color :	No
Change Background Color :	No
Change Theme :	No
Help Button :	No

Show Reports : No

Show Progress Bar : No

Business Administration

Group Number : 1

Group Id : 59425340

Group Maximum Duration : 0

Group Minimum Duration : 120

Show Attended Group? : No

Edit Attended Group? : No

Break time : 0

Group Marks : 100

Is this Group for Examiner? : No

Examiner permission : Cant View

Show Progress Bar? : No

Business Administration

Section Id : 59425348

Section Number : 1

Section type : Online

Mandatory or Optional : Mandatory

Number of Questions : 100

Number of Questions to be attempted : 100

Section Marks : 100

Enable Mark as Answered Mark for Review and Clear Response : Yes

Maximum Instruction Time : 0

Sub-Section Number : 1

Sub-Section Id : 59425355
Question Shuffling Allowed : Yes
Is Section Default? : null

Question Number : 1 Question Id : 5942533908 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Cognitive dissonance occurs in which stage of the buyer decision process model?

Options :

1. ✖ Need recognition
2. ✖ Information search
3. ✖ Evaluation of alternatives
4. ✔ Post-purchase behaviour

Question Number : 2 Question Id : 5942533909 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

_____ are products bought by individuals and organizations for
further processing or for use in conducting a business.

Options :

1. ✖ Consumer products

2. ✖ Services
3. ✔ Industrial products
4. ✖ Specialty products

Question Number : 3 Question Id : 5942533910 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Anything that can be offered to a market for attention, acquisition, use, or consumption that might satisfy a want or need is called a (n):

Options :

1. ✖ Idea.
2. ✖ Demand.
3. ✔ Product.
4. ✖ Service.

Question Number : 4 Question Id : 5942533911 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

_____ is the process of evaluating each market segment's attractiveness and selecting one or more segments to enter.

Options :

1. ✗ Mass marketing
2. ✗ Market segmentation
3. ✓ Market targeting
4. ✗ Market positioning

Question Number : 5 Question Id : 5942533912 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The fact that services are sold, produced and consumed simultaneously refers to which of the following service characteristics?

Options :

1. ✗ Intangibility
2. ✓ Inseparability
3. ✗ Variability
4. ✗ Perishability

Question Number : 6 Question Id : 5942533913 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

_____ is the step in the selling process in which the salesperson learns as much as possible about a prospective customer before making a sales call.

Options :

- 1. ✖ Prospecting
- 2. ✔ Pre-approach
- 3. ✖ Approach
- 4. ✖ Handling objections

Question Number : 7 Question Id : 5942533914 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

If Honda uses its company name to cover products such as automobiles, lawn mowers, and motorcycles, it is practicing which of the following strategies?

Options :

- 1. ✖ New brand strategy
- 2. ✖ Line extension strategy

3. ✖ Multibrand strategy

4. ✔ Brand extension strategy

Question Number : 8 Question Id : 5942533915 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The last stage in the selling process is the _____ stage.

Options :

1. ✖ approach

2. ✖ handling objections

3. ✖ closing

4. ✔ follow-up

Question Number : 9 Question Id : 5942533916 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

When a firm seeks the benefits of global integration and local adaptation, it is best described as which type of strategy?

Options :

1. ✓ Transnational
2. ✗ Global
3. ✗ Multi-national
4. ✗ Global-local

Question Number : 10 Question Id : 5942533917 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Competitive advantage based on creating opportunities using internal resources is
characterized by which approach/view?

Options :

1. ✗ Positioning approach
2. ✗ Outside-in approach
3. ✓ Resource-based view
4. ✗ The knowledge-management approach

Question Number : 11 Question Id : 5942533918 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Corporate governance is concerned with the following:

Options :

1. ✓ Executive remuneration, disclosure of information, auditing and accounting procedures and organizations' management structures
2. ✗ Election of national governments
3. ✗ Relationships with national governments
4. ✗ Corporate-level strategy

Question Number : 12 Question Id : 5942533919 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The principal-agent problem is concerned with the following:

Options :

1. ✗ Procurement
2. ✓ The separation of ownership from control in firms
3. ✗ How to control a firm's distributors and dealers

4. ✖ Corporate social responsibility

Question Number : 13 Question Id : 5942533920 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The “balanced scorecard” supplies top managers with a _____ view of the business.

Options :

1. ✖ Long-term financial

2. ✖ Complex

3. ✖ Routine

4. ✔ Comprehensive

Question Number : 14 Question Id : 5942533921 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The Resource-based view of the firm could also be described as:

Options :

1. ✖ The outside-in approach

2. ✓ The inside-out approach

3. ✗ The outsider approach

4. ✗ The insider approach

Question Number : 15 Question Id : 5942533922 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

A joint venture can be defined as:

Options :

1. ✗ Two firms working separately on a specific project

2. ✗ One firm licenses its intellectual property to another firm

3. ✗ Three firms working separately on a specific project

4. ✓ Two firms come together to form a third, legally separate firm

Question Number : 16 Question Id : 5942533923 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

At the corporate level, diversification comes about when a firm is involved in two or more:

Options :

1. ✗ Countries
2. ✗ States
3. ✗ Regions
4. ✓ Industries

Question Number : 17 Question Id : 5942533924 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

_____ involves ensuring that work activities are completed efficiently and effectively by the people responsible for doing them.

Options :

1. ✗ Commanding
2. ✓ Managing
3. ✗ Demanding
4. ✗ Requesting

Question Number : 18 Question Id : 5942533925 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- | | |
|-------------------------------------|--------------------|
| A) Scientific management theory | i. Chester Barnard |
| B) Administrative management theory | ii. FW Taylor |
| C) Total quality management | iii. Henry Fayol |
| D) Contingency approach | iv. Edwards Deming |

Options :

1. ✓ A-ii, B-iii, C-iv, D-i
2. ✗ A-i, B-iii, C-iv, D- ii
3. ✗ A-ii, B-iii, C-i, D- iv
4. ✗ A-i, B-iii, C- ii, D-iv

Question Number : 19 Question Id : 5942533926 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- | | |
|--------------------------|----------------------|
| A) Needs theory | i. McGregor's |
| B) Theory X and Theory Y | ii. David McClelland |
| C) Hierarchy of Needs | iii. Herzberg's |
| D) Two-factor theory | iv. Maslow's |

Options :

1. ✖ A-ii, B-iii, C-iv, D-i

2. ✖ A-i, B-iii, C-iv, D- ii

3. ✔ A-ii, B-i, C-iv, D-iii

4. ✖ A-i, B-iii, C-ii, D-iv

Question Number : 20 Question Id : 5942533927 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Establishing strategies for achieving organizational goals is a part of the _____
function.

Options :

1. ✖ leading

2. ✖ coordinating

3. ✔ planning

4. ✖ organizing

Question Number : 21 Question Id : 5942533928 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Who among the following developed a categorization scheme consisting of 10 different but highly interrelated roles for defining what managers do?

Options :

1. ✖ Henri Fayol
2. ✖ Abraham Maslow
3. ✔ Henry Mintzberg
4. ✖ Peter Drucker

Question Number : 22 Question Id : 5942533929 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The _____ effects describe the situation when decision-makers fixate on initial information as a starting point and then, once set, fail to adjust for subsequent information adequately.

Options :

1. ✗ overconfidence
2. ✓ anchoring
3. ✗ selective perception
4. ✗ hindsight

Question Number : 23 Question Id : 5942533930 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following:

- | | |
|--------------------------------|--------------------|
| A) High task-low relationship | i. Delegating |
| B) High task-high relationship | ii. Telling |
| C) Low task- high relationship | iii. Participating |
| D) Low task- low relationship | iv. Selling |

Options :

1. ✗ A-ii, B-iii, C-iv, D-i
2. ✗ A-i, B-iii, C-iv, D-ii
3. ✗ A-ii, B- i, C- iv, D-iii
4. ✓ A-ii, B-iv, C-iii, D-i

Question Number : 24 Question Id : 5942533931 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

_____ type of leadership sets challenging goals and expects followers to perform at their highest level.

Options :

1. ✖ Directive
2. ✖ Supportive
3. ✖ Participative
4. ✔ Achievement

Question Number : 25 Question Id : 5942533932 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following:

- | | |
|--------------------------|---|
| A) Strategic partner | i. Managing transformation and change |
| B) Change Agent | ii. Managing employee contribution |
| C) Administrative expert | iii. Aligning business & HR strategy |
| D) Employee champion | iv. Managing the firms' HR infrastructure |

Options :

1. ✔ A-iii, B-i, C-iv, D-ii

2. ✖ A-i, B-iii, C-iv, D-ii

3. ✖ A-ii, B-i, C-iv, D-iii

4. ✖ A-ii, B-iv, C- iii, D- i

Question Number : 26 Question Id : 5942533933 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

_____ provides the information required for other organizational activities that
depend on and also support the job.

Options :

1. ✔ Job analysis

2. ✖ Job recruitment

3. ✖ Human resource planning

4. ✖ Employee motivation

Question Number : 27 Question Id : 5942533934 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Employers demonstrate the _____ validity of a test by showing that the test constitutes a fair sample of the job's content.

Options :

1. ✗ discriminant
2. ✓ content
3. ✗ nomological
4. ✗ Cronbach alpha

Question Number : 28 Question Id : 5942533935 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following:

- | | |
|--|-------------------|
| A) Contingency model of leadership | i. George Graen |
| B) Path goal theory of leadership | ii. Kurt Lewin |
| C) Group and exchange theory of leadership | iii. Robert House |
| D) Autocratic – participative theory of leadership | iv. Fiedler |

Options :

1. ✗ A-iii, B- i, C- iv, D- ii
2. ✗ A-i, B- iii, C- iv, D- ii

3. ✖ A-ii, B- i, C-iv, D-iii

4. ✔ A-iv, B-iii, C-i, D- ii

Question Number : 29 Question Id : 5942533936 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The act of overcoming distrust and animosity for better industrial relations is known as

Options :

1. ✔ Conciliation

2. ✖ Arbitration

3. ✖ Adjudication

4. ✖ Collectivistic principle

Question Number : 30 Question Id : 5942533937 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Immaturity – maturity theory was proposed by

Options :

1. ✗ Maslow
2. ✗ Alderfer
3. ✓ Chris Argyris
4. ✗ Victor Vroom

Question Number : 31 Question Id : 5942533938 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Reluctance to give a marking on either the positive or negative side results in

Options :

1. ✗ Leniency Error
2. ✗ Halo Error
3. ✗ Similarity Error
4. ✓ Central tendency Error

Question Number : 32 Question Id : 5942533939 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following:

- | | |
|---|-------------------------|
| A) Symbolic head | i. Liaison |
| B) Searches organizations and their environment for opportunities | ii. Figurehead |
| C) Approves significant organizational decisions | iii. Resource allocator |
| D) Maintains a network of outside contacts | iv. Entrepreneur |

Options :

1. ✖ A-iii, B- i, C- iv, D-ii
2. ✖ A-i, B-iii, C-iv, D-ii
3. ✔ A-ii, B-iv, C-iii, D-i
4. ✖ A-iv, B-iii C-i, D-ii

Question Number : 33 Question Id : 5942533940 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Trying to modify one's true feelings based on display rules is referred to

Options :

1. ✖ surface acting
2. ✖ felt emotions

3. ✓ deep acting

4. ✗ emotional dissonance

Question Number : 34 Question Id : 5942533941 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

_____ theory tries to explain the ways we judge people differently depending on the meaning we attribute to a behaviour.

Options :

1. ✗ Network theory

2. ✗ Personality theory

3. ✗ Perception theory

4. ✓ Attribution theory

Question Number : 35 Question Id : 5942533942 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following:

- | | |
|--|--------------------------|
| A) Do individuals from different areas need to interact regularly? | i. Departmentalisation |
| B) To what degree are activities subdivided into separate jobs? | ii. Chain of command |
| C) To whom do individuals and groups report? | iii. Work specialization |
| D) On what basis will jobs be grouped? | iv. Boundary spanning |

Options :

1. ✗ A-iii, B-i, C-iv, D-ii
2. ✗ A-i, B-iii, C-iv, D-ii
3. ✓ A-iv, B-iii, C- ii, D-i
4. ✗ A-iv, B-iii, C-i, D-ii

Question Number : 36 Question Id : 5942533943 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Lewin's three-step model of organizational change consists of the following except:

Options :

1. ✗ unfreezing
2. ✗ movement

3. ✖ refreezing

4. ✔ planning

Question Number : 37 Question Id : 5942533944 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

As per Michigan leadership studies, what are the characteristics of supervisors of high-producing sections?

- A) General style of supervision
- B) Employee centered
- C) Formal communication
- D) Negative leadership

Options :

1. ✖ B and C only

2. ✖ B and D only

3. ✖ A, C and D only

4. ✔ A, B and C only

Question Number : 38 Question Id : 5942533945 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- | | |
|--|---|
| A) Giving a person a complete natural unit of work | i. Responsibility and recognition |
| B) Removing some controls while retaining accountability | ii. Responsibility and personal achievement |
| C) Introducing new and more challenging tasks not handled previously | iii. Growth and learning |
| D) Making periodic reports directly available to the worker himself | iv. Internal recognition |

Options :

1. ✗ A-iii, B-i, C- iv, D-ii

2. ✗ A-i, B-iii, C- iv, D-ii

3. ✗ A-iv, B-iii, C-ii, D-i

4. ✓ A-i, B-ii, C- iii, D-iv

Question Number : 39 Question Id : 5942533946 Question Type : MCQ Option Shuffling : Yes Is

Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Which of the following is the moralistic segment of human personality?

Options :

1. ✗ Ego

2. ✗ Self-concept

3. ✓ Super ego

4. ✗ Id

Question Number : 40 Question Id : 5942533947 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- | | |
|--------|--|
| A) MRP | i. Cost of cutting out many jobs |
| B) JIT | ii. Advance planning for medium-inventory, mass-production |
| C) OPT | iii. Inventory costs down involving employees |
| D) FMS | iv. Clearing up bottlenecks in the manufacturing process |

Options :

1. ✗ A-i, B-ii, C-iv, D- iii

2. ✓ A-ii, B-iii, C-iv, D-i

3. ✗ A-iii, B-iv, C-ii, D-i

4. ✗ A-iv, B-iii, C-i, D-ii

Question Number : 41 Question Id : 5942533948 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

In a typical shop floor operation, if the process cycle time is 18 mins having three workstations, then for a throughput time of 45 mins, what average resource utilization will be experienced?

Options :

1. ✖ 0.95
2. ✔ 0.83
3. ✖ 0.40
4. ✖ 0.36

Question Number : 42 Question Id : 5942533949 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- | | |
|---------------------------------|---|
| A) Concurrent engineering | i. Translating customer needs |
| B) Quality function deployment | ii. Cross-functional team |
| C) Design for manufacturability | iii. Mass customization |
| D) Variety reduction | iv. Reduce variety and improve operational efficiency |

Options :

1. ✖ A-i, B-ii, C-iv, D-iii
2. ✖ A-iii, B-iv, C-ii, D-i
- 3.

✘ A-iv, B-iii, C-i, D-ii

4. ✔ A-ii, B-i, C-iv, D-iii

Question Number : 43 Question Id : 5942533950 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

In a real estate project, the expected completion time of an activity is 180 days with a standard deviation of 30 days. Given a 5% significance level, by what date might the activity have been successfully completed? (You may use z-score at 95% confidence for two tails as 1.96 and for one tail as 1.65)?

Options :

1. ✘ 121 days

2. ✘ 131 days

3. ✔ 230 days

4. ✘ 239 days

Question Number : 44 Question Id : 5942533951 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

For a negatively skewed distribution, which of the following is correct?

Options :

1. ✓ Mean < Median < Mode
2. ✗ Mean > Median > Mode
3. ✗ Mean < Median > Mode
4. ✗ Mean > Median < Mode

Question Number : 45 Question Id : 5942533952 Question Type : MCQ Option Shuffling : Yes Is

Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- | | |
|-------------------------|---|
| A) $p \leq 0.01$ | i. Weak empirical evidence against H_{null} |
| B) $0.01 < p \leq 0.05$ | ii. Very weak or no empirical evidence against H_{null} |
| C) $0.05 < p \leq 0.1$ | iii. Very strong empirical evidence against H_{null} |
| D) $p > 0.1$ | iv. Strong empirical evidence against H_{null} |

Options :

1. ✗ A-i, B-ii, C-iii, D-iv
2. ✗ A-ii, B-i, C-iv, D-iii
3. ✓ A-iii, B-iv, C-i, D-ii
4. ✗ A-ii, B-iii, C-i, D-iv

Question Number : 46 Question Id : 5942533953 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

If a hypothesis is rejected at the 5% level of significance, then it

Options :

1. ✖ Will always be rejected at the 1% level
2. ✖ Will always be accepted at the 1% level
3. ✖ Will never be tested at the 1% level
4. ✔ May be rejected or not rejected at the 1% level

Question Number : 47 Question Id : 5942533954 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

For a regression line $Y=10-0.5X$, if the $S_{(X)}$ and $S_{(Y)}$, respectively, are 3 and 4, then
the Pearson's correlation coefficient would be:

Options :

1. ✖ -0.222
2. ✔ -0.375

3. ✖ -0.667

4. ✖ -0.889

Question Number : 48 Question Id : 5942533955 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Which of the following is a probability sampling method?

Options :

1. ✖ Quota sampling

2. ✖ Judgement sampling

3. ✖ Convenience sampling

4. ✔ Cluster sampling

Question Number : 49 Question Id : 5942533956 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Type 1 error in hypothesis testing occurs when?

Options :

1. ✔ We reject H_0 if it is True

2. ✖ We reject H_0 if it is False
3. ✖ We accept H_0 if it is True
4. ✖ We neither accept H_0 nor reject if it is False

Question Number : 50 Question Id : 5942533957 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The maximum time that would be required to accomplish an activity, according to the time estimates generated by PERT planners, is referred to

Options :

1. ✖ The time estimate that is most likely
2. ✖ Time estimate that is optimistic
3. ✔ The time estimate that is pessimistic
4. ✖ The time estimate that is expected

Question Number : 51 Question Id : 5942533958 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The term supply chain management was first coined by

Options :

1. ✗ Frankel
2. ✗ Peter Drucker
3. ✓ Keith Oliver
4. ✗ Sunil Chopra

Question Number : 52 Question Id : 5942533959 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Normal Distribution is also known as

Options :

1. ✗ Cauchy's Distribution
2. ✗ Laplacian Distribution
3. ✓ Gaussian Distribution
4. ✗ Lagrangian Distribution

Question Number : 53 Question Id : 5942533960 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

If all the observations within a series are added by 7, then

Options :

1. ✖ The new standard deviation would be decreased by 7
2. ✖ The new standard deviation would be increased by 7
3. ✖ The new standard deviation would be decreased by 3.5
4. ✔ There would be no change in the standard deviation

Question Number : 54 Question Id : 5942533961 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

What do ANOVA calculate?

Options :

1. ✖ Z value
2. ✖ t value
3. ✔ F ratio

4. ✖ Chi-square

Question Number : 55 Question Id : 5942533962 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Owners' market capitalization is based on..... only

Options :

1. ✖ Debt and Equity

2. ✔ Equity

3. ✖ Debt

4. ✖ Assets + Liabilities

Question Number : 56 Question Id : 5942533963 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- A) ABC
- B) SDE
- C) HML
- D) VED

- i. Priorities
- ii. Movement
- iii. Usage value
- iv. Availability

Options :

1.

✓ A-iii, B-iv, C-ii, D-i

2. ✗ A-ii, B-iii, C-iv, D-i

3. ✗ A-iii, B-i, C-ii, D-iv

4. ✗ A-ii, B-i, C-iii, D-iv

Question Number : 57 Question Id : 5942533964 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

What is the cheaper source of finance?

Options :

1. ✓ Debt

2. ✗ Equity

3. ✗ T Bills

4. ✗ Preferred stock

Question Number : 58 Question Id : 5942533965 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- | | |
|----------------------------|---|
| A) Internal rate of return | i. $PVCF > C_0$ |
| B) Payback period | ii. Boom, Normal, Recession |
| C) Net present value | iii. $PVCF = C_0$ |
| D) Scenario analysis | iv. Ignores cash flow size & time value |

Options :

1. ✓ A-iii, B-iv, C-i, D-ii

2. ✗ A-i, B-ii, C-iv, D-iii

3. ✗ A-ii, B-iii, C-i, D-iv

4. ✗ A-iv, B-ii, C-i, D-iii

Question Number : 59 Question Id : 5942533966 Question Type : MCQ Option Shuffling : Yes Is

Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Combined leverage =

Options :

1. ✗ Degree of Operating Leverage + Degree of Financial Leverage

2. ✗ Degree of Operating Leverage - Degree of Financial Leverage

3. ✓ Degree of Operating Leverage $\times$ Degree of Financial Leverage
4. ✗ Degree of Operating Leverage / Degree of Financial Leverage

Question Number : 60 Question Id : 5942533967 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Statement I: Dividend policy concerns Payment ratio

Statement II: Dividend policy concerns Stability

Which of the statements is/are correct?

Options :

1. ✗ Only I is correct
2. ✗ Only II is correct
3. ✓ Both I and II are correct
4. ✗ Both I and II are not correct

Question Number : 61 Question Id : 5942533968 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

What do shareholders' funds consist of?

- I. Equity
- II. Preference
- III. Reserves

Options :

- 1. ✗ Both I and II are correct
- 2. ✗ Both II and III are correct
- 3. ✗ I, II and III are correct
- 4. ✓ Both I and III are correct

Question Number : 62 Question Id : 5942533969 Question Type : MCQ Option Shuffling : Yes Is

Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Increasing the credit period from 30 to 90 days leads to

- I. Decrease bad debts
- II. Increased average collection period
- III. Increased profits

Options :

- 1. ✗ Only I is correct
- 2. ✓ Only II is correct

3. ✖ Only III is correct

4. ✖ Both I and II are correct

Question Number : 63 Question Id : 5942533970 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Which of the following is correct?

Options :

1. ✖ $\text{Assets} = \text{Liabilities} - \text{Owner's Equity}$

2. ✔ $\text{Assets} = \text{Liabilities} + \text{Owner's Equity}$

3. ✖ $\text{Assets} = \text{Liabilities} / \text{Owner's Equity}$

4. ✖ $\text{Assets} = \text{Owner's Equity} / \text{Liabilities}$

Question Number : 64 Question Id : 5942533971 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Which of the following is/are Intangible assets?

I. Copyrights

II. Patents

III. Trademark

Options :

1. ✖ Both I and II are correct
2. ✖ Both II and III are correct
3. ✖ Both I and III are correct
4. ✔ I, II and III are correct

Question Number : 65 Question Id : 5942533972 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

How many Indian Accounting Standards as on February 1, 2023?

Options :

1. ✖ 28
2. ✖ 32
3. ✖ 31
4. ✔ 39

Question Number : 66 Question Id : 5942533973 Question Type : MCQ Option Shuffling : Yes Is

Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- | | |
|---------------------|-------------------------------|
| A) Fixed cost | i. Make or buy |
| B) Variable cost | ii. Unrecoverable cost |
| C) Sunk cost | iii. Production output levels |
| D) Opportunity cost | iv. Lease payment |

Options :

1. ✖ A-i, B-ii, C-iv, D-iii
2. ✖ A-iv, B-ii, C-i, D-iii
3. ✔ A-iv, B-iii, C-ii, D-i
4. ✖ A-ii, B-i, C-iii, D-iv

Question Number : 67 Question Id : 5942533974 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

----- can be used for calculating deviations in standard costing.

Options :

1. ✖ Regression
2. ✔ Variance

3. ✖ Trend

4. ✖ Correlation

Question Number : 68 Question Id : 5942533975 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Allotment of the whole item of cost to a cost center or cost unit is known as

Options :

1. ✖ Cost apportionment

2. ✖ Cost absorption

3. ✔ Cost allocation

4. ✖ Machine hour rate

Question Number : 69 Question Id : 5942533976 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- | | |
|--|---|
| A) Classification of costs into fixed and variable costs | i. Contribution |
| B) Difference between sales and variable costs | ii. P/V ratio |
| C) Difference between sales at breakeven point | iii. Marginal costing and the total sales |
| D) Relative profitability | iv. Margin of safety |

Options :

1. ✓ A-iii, B-i, C-iv, D-ii

2. ✗ A-ii, B-iii, C-i, D-iv

3. ✗ A-i, B-ii, C-iv, D-iii

4. ✗ A-iv, B-ii, C-iii, D-i

Question Number : 70 Question Id : 5942533977 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

A stack data structure is used in

Options :

1. ✗ Priority Queue

2. ✗ Breadth-First Search

3. ✖ Post order traversal

4. ✔ Depth First Search

Question Number : 71 Question Id : 5942533978 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Overloading involves writing two or more functions with

Options :

1. ✔ The same name but a different argument list

2. ✖ Different name but the same argument list

3. ✖ The same name and the same argument list

4. ✖ Different name and different argument list

Question Number : 72 Question Id : 5942533979 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The project risk factor is considered in _____ model.

Options :

1. ✖ Waterfall

2. ✗ Prototyping

3. ✓ Spiral

4. ✗ Iterative enhancement

Question Number : 73 Question Id : 5942533980 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Natural join is equal to

Options :

1. ✗ Combination of Union and Cartesian Product

2. ✗ Combination of Selection and Cartesian Product

3. ✗ Combination of Projection and Cartesian Product

4. ✓ Cartesian Product

Question Number : 74 Question Id : 5942533981 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

A clustering index is defined on the fields of type _____ and _____

Options :

1. ✗ non-key; non-ordering
2. ✓ non-key; ordering
3. ✗ key; ordering
4. ✗ key; non-ordering

Question Number : 75 Question Id : 5942533982 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The topology that requires a multipoint connection.

Options :

1. ✓ Bus
2. ✗ Star
3. ✗ Mesh
4. ✗ Ring

Question Number : 76 Question Id : 5942533983 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Select the following statements which constitute the conceptual design phase.

- A) Routing and Ad-hoc Queries
- B) Functions expected to be performed
- C) Follow up
- D) Documenting the flow of activities and process

Options :

1. ✖ A and B only
2. ✔ B, C and D only
3. ✖ C and D only
4. ✖ A, B, C and D

Question Number : 77 Question Id : 5942533984 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Choose the correct statement(s) from the following, which does NOT apply to agile software development.

- A) Producing only the essential work products.
- B) Abolishing the project planning and testing.
- C) Recent application development.

Options :

1. ✗ A only
2. ✓ B only
3. ✗ C only
4. ✗ A, B and C

Question Number : 78 Question Id : 5942533985 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

_____ is referred to the process of quantifying data.

Options :

1. ✓ Enumeration
2. ✗ Diagramming
3. ✗ Coding
4. ✗ Topology

Question Number : 79 Question Id : 5942533986 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The stock of food grains like wheat, rice, maize and millet procured by the federal government through the Food Corporation of India is called

Options :

1. ✓ Buffer
2. ✗ Private
3. ✗ PDS
4. ✗ Utilization

Question Number : 80 Question Id : 5942533987 Question Type : MCQ Option Shuffling : Yes Is

Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The Reserve bank of India mandates banks to maintain records on suspicious transactions for how long?

Options :

1. ✗ 3 years
2. ✗ 7 years
3. ✓ 10 years

4. ✖ 15 years

Question Number : 81 Question Id : 5942533988 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The currency exchange rate is affected by

- A) Changes in the balance of payments
- B) Changes in investment flows.
- C) Speculation in the foreign exchange markets

Options :

1. ✖ A only

2. ✖ B only

3. ✖ C only

4. ✔ A, B and C

Question Number : 82 Question Id : 5942533989 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

How does the Government of India plan for the monetization of assets?

Options :

1. ✖ Purchase of new assets out of public money
2. ✔ Creation of new sources of revenue by unlocking the value of hitherto unutilized or underutilized public assets
3. ✖ By lowering the share of government in loss-making companies
4. ✖ By selling the major part of the stock in the public sector companies

Question Number : 83 Question Id : 5942533990 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Are indirect taxes **NOT** a progressive concept in an economy?

Options :

1. ✖ They are charged at much higher rates than direct taxes
2. ✔ They are charged the same for all income groups
3. ✖ They are not charged the same for all income groups
4. ✖ They are charged at lower rates in the economy, which results in revenue loss to the government

Question Number : 84 Question Id : 5942533991 Question Type : MCQ Option Shuffling : Yes Is

Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Which is **NOT** one of the objectives of General Agreement on Tariffs and Trade (GATT) as per the preamble?

Options :

1. ✘ Raising the standard of living
2. ✘ Ensuring full gainful employment
3. ✘ Developing full use of the resources of the world
4. ✔ Creating a conducive political environment for the business

Question Number : 85 Question Id : 5942533992 Question Type : MCQ Option Shuffling : Yes Is

Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Which is **NOT** the objective of industrial licensing in India?

Options :

1. ✘ To limit industrial capacity within the targets set by the five-year plans
2. ✘ To direct investment in industries according to five-year plan priorities
3. ✘ To regulate the location of industrial units to secure a balanced regional development

4. ✓ To prevent both oligopoly and distribution of wealth

Question Number : 86 Question Id : 5942533993 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Which is **NOT** the motive of horizontal merger of firms?

Options :

1. ✗ To benefit from economies of scale
2. ✗ Greater market share
3. ✓ Reaction to monopoly
4. ✗ Rationalization of output

Question Number : 87 Question Id : 5942533994 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Arrange the following acts in chronological order of their year of enactment.

- A) Monopolistic and Restrictive Trade Practices Act
- B) Industries (Development and Regulation) Act
- C) Foreign Exchange Management Act
- D) Security Exchange Board of India Act

Options :

1. ✗ D, A, C, B

2. ✗ A, D, C, B

3. ✗ D, A, B, C

4. ✓ B, A, D, C

Question Number : 88 Question Id : 5942533995 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Arrange the following Management Theories in chronological order based on their year of introduction.

- A) Administrative Management Theory
- B) Behavioural Management Theory
- C) Management Science Theory
- D) Organisation Environment Theory
- E) Scientific Management Theory

Options :

1. ✓ E, A, B, C, D

2. ✗ A, B, D, C, E

3. ✗ E, B, A, D, C

4. ✗ A, C, B, D, E

Question Number : 89 Question Id : 5942533996 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Read the following statements related to the measures of central tendency:

- A) The algebraic sum of the deviations from the mean is always zero.
- B) The median of 6, 3, 7, 9, 8, 4, 9, 1, 5, 8 is 6.
- C) The average of the mean and median is equal to the mode.
- D) The mean of a population is always equal to the mean of a sample
- E) The Median is a positional average.

Which of the above statements is correct?

Options :

- 1. ✗ A and B only
- 2. ✗ B, C and D only
- 3. ✗ C, D and E only
- 4. ✓ A and E only

Question Number : 90 Question Id : 5942533997 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Choose the correct statements from the following related to Operations Research:

- A) The simplex method is widely used to solve Game theory problems.
- B) Vogel's approximation method is widely used to solve Queuing problems.
- C) Hungarian algorithm is widely used to solve Assignment problems.
- D) The Monte Carlo method is commonly used in Goal programming.
- E) Economic Order Quantity is equal to the difference between the demand and supply.

Options :

- 1. ✖ A only
- 2. ✖ B and D only
- 3. ✔ C only
- 4. ✖ A, D and E only

Question Number : 91 Question Id : 5942533998 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The last stage in the selling process is the _____ stage.

Options :

- 1. ✖ approach
- 2. ✖ handling objections

3. ✖ closing

4. ✔ follow-up

Question Number : 92 Question Id : 5942533999 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Which of the following are NOT likely to be sources of relatedness between businesses?

Options :

1. ✔ Similarities in size

2. ✖ Operating in industries with similar success factors

3. ✖ Similarities in production technologies

4. ✖ Selling to customers with similar demographic characteristics

Question Number : 93 Question Id : 5942534000 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

What does the situational theory of leadership emphasize?

Options :

1. ✗ Personality traits
2. ✓ Events
3. ✗ Environment
4. ✗ Political situation

Question Number : 94 Question Id : 5942534001 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Gresham's law is related to

Options :

1. ✗ consumption and demand
2. ✗ supply and demand
3. ✓ circulation of money
4. ✗ deficit financing

Question Number : 95 Question Id : 5942534002 Question Type : MCQ Option Shuffling : Yes Is
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

For inferior commodities, income effect is

Options :

1. ✖ Zero
2. ✔ Negative
3. ✖ Positive
4. ✖ Infinite

Question Number : 96 Question Id : 5942534003 Question Type : MCQ Option Shuffling : Yes Is

Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Which of the following statement is **INCORRECT**?

Options :

1. ✖ The demand function specifies the relationship between the quantity demanded and all the variables that determine the demand.
2. ✖ The demand curve is that part of the demand function that expresses the relation between the price charged for a product and the quantity demanded ceteris paribus.
3. ✖ Elasticity can be measured in two different ways called point elasticity and arc elasticity.

Arc elasticity measures the average Elasticity at a point on the arc of the demand curves.

4. ✓

Question Number : 97 Question Id : 5942534004 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Under monopoly, the supply curve is absent because

Options :

1. ✗ the monopolist always makes a profit
2. ✗ there is no entry for others
3. ✓ equilibrium involves $MC=MR$ and $MC<P$
4. ✗ the monopolist controls the supply

Question Number : 98 Question Id : 5942534005 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The Minimin criterion is used when consequences are given in the form of

Options :

1. ✗ probabilities

2. ✖ table

3. ✔ opportunity loss

4. ✖ payoff

Question Number : 99 Question Id : 5942534006 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

The rent for the stores where materials are stored falls under

Options :

1. ✔ inventory carrying cost

2. ✖ ordering cost

3. ✖ procurement cost

4. ✖ stocking cost

Question Number : 100 Question Id : 5942534007 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Philips curves determine the relationship between

Options :

1. ✖ Employment and inflation
2. ✖ Inflation and interest rates
3. ✔ Inflation and unemployment
4. ✖ Inflation and income

