Multiple Choice Question (MCQ) – Question Bank

Sr. No.	Question	Option A	Option B	Option C	Option D	Correct Answer
1	_____value is used when an investor wants 'true' or 'real' value based on an analysis of fundamentals without considering the prevailing price in the market.	Intrinsic	Market	Fair	Book	**Intrinsic**
2	The accounting record value of assets that is shown in the balance sheet is known as _____.	Fair Value	Book Value	Intrinsic Value	Market Value	**Book Value**

3	_____ is excess of net operating profit after tax over Overall Cost of Capital	Economic Value Addition	Market Value Addition	Book Value Addition	Profitability Addition	**Economic Value Addition**
4	_____ value is also called as Asset backing value	Intrinsic Value	Liquidation value	Gross Asset Value	Net Asset Value	**Net Asset Value**
5	_____ is Excess of future maintenance profit over normal expected profit	Normal Profit	Net Profit	Super Profit	Natural Profit	**Super Profit**
6	_____ = Market capitalization – invested equity capital	Economic Value Addition	Market Value Addition	Book Value Addition	Profitability Addition	**Market Value Addition**

7	Growing positive EVA indicates that financial performance is _____ over time	Improving	Deteriorating	unchanged	Changing fast	**Improving**
8	_____ value is the scrap value of an old asset after its usage.	Market value	Liquidation	Replacement value	Salvage value	**Salvage value**
9	Fair value of a share is equal to _____.	Yield Value	Intrinsic Value	Total of Yield and Intrinsic Value	Average of Yield and Intrinsic Value	**Average of Yield and Intrinsic Value**
10	The Present value of all the incremental future cash flows can be termed as the _____ value.	Book value	intrinsic Value	Market value	Book Value	**Intrinsic Value**

11	_____ is the cost of purchasing or replacing new assets which is of equal utility to the business.	Replacement value	Salvage value	Economic value	Present Value	**Replacement value**
12	Under _____ method, shares are valued based on expected earnings and normal rate of return.	Net Asset method	Fair value method	Dividend yield method	Earning yield method	**Earning yield method**

13	What are the circumstances under which Valuation of shares or enterprise becomes essential?	Making investment in a joint venture	When issuing shares to public	Scheme of merger	All of these	**All of these**
14	Asset-based company valuations do not include the _____ method.	Book value	Replacement cost	Marginal cost	Realisable value	**Marginal cost**
15	Earnings-based company valuations do not include the _____	ABC Method	ARR method	DCF Method	P/E Method	**ABC method**

16	Which of these is not a method of Goodwill valuation?	Amortisation of goodwill	Average Profit	Super Profit	Capitalisation	**Amortisation of goodwill**
17	IF Average Profit is Rs. 60000, Normal rate of return is 10% and capital Employed is Rs. 500000 then what will be Super Profit	Rs. 6000	Rs. 10000	50000	None of these	**Rs. 10000**

18	If Average Profit is Rs. 50000, Normal Profit is Rs. 30000 then what will be value of Goodwill at 2 years purchase of Super Profit?	Rs. 40000	Rs.60000	Rs.80000	Rs.100000	**Rs. 40000**
19	If yield Value of share is Rs. 40 and Fair Value of share is RS. 50 then what is intrinsic value of Share?	10	45	60	90	**60**

20	What will be NRR, if Rate of interest on investment is 10% and Rate of Risk is 1.5%?	8.50%	10%	11.50%	20%	**11.50%**
21	Calculate EVA. when NOPAT =RS.250000, Capital employed = RS. 500000 and WACC = 10%	Rs. 300000	Rs. 200000	Rs. 475000	Rs. 525000	**Rs.200000**
22	If Earning per share is Rs. 2 and P/E ratio is 25 then Market per share will be Rs. _____	2	12.5	27	50	**50**

23	If Market capitalization is Rs. 540000, Equity Capital is Rs. 300000 and Reserves are Rs. 200000 as per balance sheet then how much will be MVA	Rs. 500000	Rs. 5400000	Rs. 1040000	RS.40000	**Rs. 40000**
24	Calculate MVA, If P/E ratio is 10, EPS is Rs. 4, Net worth at book value is Rs. 500000 and no. of. Ordinary shares is 20000.	Zero	Rs. 80000	RS. 300000	Rs. 500000	**Rs. 300000**

25	What will be P/E Ratio if Market price of share is RS. 40 per share and Earning per share is Rs. 10	0.25	4	50	400	**4**
26	A _____ is an attractive strategic option for managers of private companies to gain public company status	Reverse merger	Merger	Takeover	Join Venture	**Reverse merger**
27	Justifications for M&As do not include: _____.	to enter new markets	to increase risk	to achieve synergy	to gain economies of scale	**to increase risk**

28	A horizontal merger is a merger between _____.	Two or more firms from different and unrelated markets	Two or more firms at different stages of the production process.	A producer and its supplier.	Two or more firms in the same market	**Two or more firms in the same market**
29	_____is the benefit that results when two or more agents work together to achieve something either one could not have achieved on its own.	Energy	Strength	Synergy	Growth	**Synergy**

30	The acquisition of a retail mobile store by a Mobile manufacturer is an example of _____.	Horizontal.	Vertical.	Diversification	Conglomerate	**Vertical.**
31	The merger of General Motors and Ford would be categorized as a _____	Horizontal.	Vertical.	Joint venture.	Conglomerate	**Horizontal.**
32	Which Accounting Standard deal with Amalgamation?	AS 10	AS 11	AS 14	AS 17	**AS 14.**

33	In _____ valuation it is assumed that the company will be dissolved.	Liquidation	Assets	Goodwill	Share	**Liquidation**
34	An acquisition and _____ are same.	a merger	an amalgamation	a takeover	a spin-off	**a takeover**
35	Which of these is not the ways in which mergers and acquisitions (M&As) occur?	Diversification	Horizontal integration	Vertical integration	Conglomerate takeover	**Diversification**
36	When firm B merges with firm C to create firm BC, what has occurred?	An acquisition of assets.	A consolidation.	A tender offer.	An acquisition of stock.	**A consolidation.**
37	Which of the following is a	Merger.	Consolida	Proxy figh	Joint Ven	**Merger.**

38	Which of these is not the Financial motives for Merger & Acquisition?	corporation tax	earnings per share	Goods and service Tax	unemployed tax shields	**Goods and service Tax**
39	A public offer by A ltd. to d	Spin Off	Tender O	Merger	Consolida	**Tender O**
40	An agreement between firms to create a separate, co-owned entity established to pursue a joint goal is called a:	Merger.	Consolida	Proxy figh	Joint Ven	**Joint Ven**

41	All the following are true of mergers except _____.	Mergers are legally straightforward.	Approval by shareholder vote of each firm involved in the merger is required.	The acquiring firm maintains its name and identity in a merger.	A merger may never result from a public offer to the shareholders of the target firm to buy its shares directly.	**A merger may never result from a public offer to the shareholders of the target firm to buy its shares directly.**
42	The three broad approaches to company valuation do not include: _____	asset valuation	future earnings valuation	stock market valuation	inventory valuation	**inventory valuation**
43	Which of these is incorrect statement?	A leveraged buyout involves the purchase of a company financed primarily by debt	A merger is a combination of two firms in which only one firm's identity survives.	In a consolidation, two or more firms combine to form a new company.	M&A's rarely pay off for target firm shareholders	**M&A's rarely pay off for target firm shareholders**

44	Which of the following are commonly cited reasons for M&As? A. Synergy B. Market power C. Strategic realignment	A and B	A and C	B and C	A, B and C	**A, B and C**
45	A merger is a combination of businesses in which _____ A. two businesses combine to form a new business.	Only A	Only B	Neither A nor B	Both A and B	**Neither A nor B**

	B. one of the two firms becomes a wholly owned subsidiary of the other firm.					
46	Suppose that the market price of Company X is Rs.90 per share and that of Company Y is R s.60. If X offers three shares of common stock for 4 shares of Y, the ratio of exchange of market prices would be:	0.667	1	1.125	1.25	**1.125**

47	No of Equity shares of a company are 100000 and NPAT is Rs. 500000 preference Dividend is Rs. 100000.What is the EPS a company?	RS. 1	RS. 4	Rs. 5	Rs.10	**Rs. 4**
48	No of Equity shares of PQ Ltd. are 10000 and NPAT is Rs. 1000000 preference Dividend is Rs. 100000.What is the MPS of PQ Ltd. If P/E ratio is 10?	Rs. 100	Rs. 90	Rs. 900	Rs. 1000	**Rs. 900**

49	The following reasons are good motives for mergers except: _____ (I) Economies of scale (II) Complementary resources (III) Diversification (IV) Eliminating Inefficiencies	I and III only	II and IV only	I and III only	III only	**III only**

50	Firm X has a value of Rs.100 Crores, and Y has a value of Rs.70 Crores. Merging the two would allow a cost savings with a present value of Rs.20 Crores. Firm A purchases B for Rs.75 Crores. How much do firm A's shareholders gain from this merger?	Rs.30 Crores	Rs.20 Crores Rs.	15 Crores	Rs.5 Crores	**Rs. 15 Crores**
51	The organizations which allows longer period of credit to debtors requires	More Working Capital	Less Working Capital	No Working Capital	Moderate Working Capital	**More Working Capital**
52	Net working Capital=	Current assets less Current Liabilities	Current assets - Fixed assets	Current liabilities less current assets	Permanent working capital	**Current liabilities less current assets**

53	Recourse Factoring advances upto	70% to 80 %	90% to 100%	20% to 40 %	10% to 30 %	**70% to 80 %**
54	credit investigation is done by Factor in	Factoring	Working Capital Financing	Hire purchase Financing	Lease financing	**factoring**
55	Working Capital=	Capital required to finance day to day opeartions	Capital to finance fixed assets	Capital working in the organisations	Cash credit	**Capital required to finance day to day opeartions**
56	Public Deposits are accepted for a maximum Period of	2 yrs.	3 yrs.	5 yrs.	6 yrs.	**3 yrs.**
57	The length of time between the firm's actual cash expenditure and its own cash receipt.	Net operating cycle	Cash conversion cycle	Working capital cycle	Gross operating cycle	**Net operating cycle**

58	When total current assets exceed total current liabilities it refers to	Gross Working Capital	Temporary Working Capital	Seasonal Working Capital	Net Working Capital	**Net Working Capital**
59	For estimation of working capital debtors are valued at	Cost	Market value	Depend upon the policy of the organization	Fair Value	**Depend upon the policy of the organization**
60	Financial debt is in	factoring	Invoice discounting	Bill discounting	Bills receivable	**Factoring**
61	Advance Factoring refers to	Factor advances cash to the seller against the debt	The factor makes payment on maturity	The factor finances the book debts and the client continues to maintain sales ledger	Inaccurate Evaluation	**Factor advances cash to the seller against the debt**
62	Advantage of factoring are	Improved Liquidity	Bad Image	No useful	Inaccurate Evaluation	**Improved Liquidity**

63	Banks provide finance to bridge the gap between current assets and current liabilities	Working Capital Financing	Hire purchase Financing	Lease financing	Finance Factoring	**Working Capital Financing**
64	The notice of assignment of debt is not given to the debtors	Non-Notification factoring	Advance Factoring	Maturity Factoring	Finance Factoring	**Non-Notification factoring**
65	Maximum period in factoring is	6 months	3 months	2 months	1 months	**3 months**
66	Costs of inventory excluding depreciation	Cash working Capital	Larger working Capital	Smaller working Capital	Minimum working Capital	**Cash working Capital**
67	Advance payment on debtors is available in	Factoring	Bills discounting	Hire purchase price	Down payment	**Factoring**

68	Concept of maximum permissible bank finance was introduced by	Kannan Committee	Chore Committee	Nayak Committee	Tandon Committee	**Tandon Committee**
69	Service organisation requires	Larger working Capital	Smaller working Capital	Minimum working Capital	maximum working Capital	**Minimum working Capital**
70	Gross working capital means	Total assets	Total current assets	Total current liabilities	Fixed assets minus current assets	**Total current assets**
71	Manufacturing organisation requires	Larger working Capital	Smaller working Capital	Minimum working Capital	The	**Larger working Capital**
72	Shortage of working capital may result in	Poor credit standing	More cash discount	More trade discount	Less trade discount	**Poor credit standing**
73	Increase in WIP period requires	Net Operating cycle	Larger working Capital	Smaller working Capital	Minimum working Capital	**Larger working Capital**
74	Core Working Capital is also known as	Gross working Capital	Net working capital	Permanent working capita	Fixed Capital	**Permanent working capita**

75	Maturity Factoring refers to	Factor advances cash to the seller against the debt	The factor makes payment on maturity	The factor finances the book debts and the client continues to maintain sales ledger	Inaccurate Evaluation	**The factor makes payment on maturity**
76	Finance Factoring refers to	Factor advances cash to the seller against the debt	The factor makes payment on maturity	The factor finances the book debts and the client continues to maintain sales ledger	Inaccurate Evaluation	**The factor finances the book debts and the client continues to maintain sales ledger**
77	The bills should have maximum days of	90	180	120	30	**90**
78	Current Assets - Current Liabilities =	Gross working Capital	Net working capital	Permanent working capital	Temporary working capital	**Net working capital**

79	Seasonal working Capital refers to	Gross working Capital	Net working capital	Required to meet seasonal needs of the organization	Fluctuating in nature	**Required to meet seasonal needs of the organization**
80	Commercial paper is type of	Fixed coupon bond	Unsecured short term debt	Equity share capital	Government bond	**Unsecured short term debt**
81	Corporate Restructuring is done to increase	Long term profitability	Long term solvency	Long term business relations	Long term view	**Long term profitability**
82	Restructuring is a process of	Changing capital structure	Changing staffing	Changing organisation of a business	Changing in plan	**Changing organisation of a business**
83	Corporate Restructuring is to	Consider solvency	Re-arrange the organisation	Have profitable growth	Change the structure	**Change the structure**
84	Corporate Restructuring is a process of	Planning	Insolvency	solvency	Re-arrangement	**Re-arrangement**
85	The Essence of Corporate Restructuring is	Inefficient business operation	In competitive business operation	Not Profitable business operation	Efficient business operation	**Efficient business operation**

86	Restructuring is done to	decrease market share	decrease Brand power	decrease Synergies	Increase Synergies	**Increase Synergies**
87	Restructuring activities occur at a much larger scale due to	Increasing competition	Globalisation	Nationalisation	Increasing competition and Globalisation	**Increasing competition and Globalisation**
88	Corporate Restructuring helps to achieve	Diseconomies	No Global competitiveness	No Cost reduction	Economies of Scale	**Economies of Scale**
89	Corporate Restructuring as a strategy involves	No lay off	Share capital	No Alteration	Merger	**Merger**
90	Different forms of restructuring Does not include	Merger	Acquisition	Takeover	Adverse opinion	**Adverse opinion**

91	Capital reduction is implemented as per companies act under the section	77	100	80	75	**100**
92	The scheme of capital reduction is to be approved by	High Court	SEBI	Central Government	Shareholders	**High Court**
93	Balance in Capital Reduction A/c should be transferred to	Security premium A/c	Capital Reserve A/c	Share Capital A/c	Profit and Loss A/c	**Capital Reserve A/c**

94	Ravi Ltd. Had on 31st March 2020; 80000 Equity shares at Rs. 10 each. It was decided to reduce shares to Rs. 8 each. The Reduction is	Rs. 80000	Rs.160000	Rs.200000	Rs.150000	**Rs.160000**

95	Provision for taxation is Rs.100000. The tax liability of the company is settled at Rs. 80000 and it is paid immediately. Amount credited to capital reduction is	Rs. 20000	Rs. 60000	Rs. 80000	Rs. 100000	**Rs. 20000**
96	In Internal Reconstruction for writing off Goodwill accounts, which Account is to be debited?	Goodwill A/c	Profit and Loss A/c	Capital Reduction A/c	Loss on Write off A/c	**Capital Reduction A/c**

97	In Internal Reconstruction Sacrifice made by Creditors for their dues, which Account is to be Credited?	Creditors A/c	Capital Reduction A/c	Profit and Loss A/c	Capital Reserve A/c	**Capital Reduction A/c**
98	3000 Preference Shares of ₹ 100 each to be reduced to ₹ 75 each fully paid. Amount Transferred to Capital Reduction A/c will be?	75000	70000	225000	300000	**75000**

99	4000 Equity Shares of ₹ 100 each reduced to ₹ 40 each fully paid up. Amount Transferred to Capital Reduction A/c will be?	400000	160000	240000	200000	**240000**
100	Capital Reserve A/c Shown in Balance Sheet under the Head?	Share Capital	Reserves and Surplus	Non-Current Liabilities	Current Liabilities	**Reserves and Surplus**
101	Due to Lease	Capital requirement of business is reduced	More capital is required	Borrowing capacity is increased	Affect business operations	**Capital requirement of business is reduced**
102	Lease Rentals	Increases tax liability	Decreases tax liability	Does not affect tax liability	Increases assets	**Decreases tax liability**
103	Lease is only a mode of	Financing	Hiring	Takeover	Financing and Hiring	**Financing and Hiring**

104	The Lessor in operating lease is a	Manufacturer	Trader	Professional	Creditor	**Manufacturer**
105	In case of Lease the legal title is with	Lessor	Lessee	Agent	Broker	**Lessor**
106	Lease rentals are operating expenses which are	Deductible for tax purpose	Added for tax purpose	Ignored for tax purpose	Credited in Profit and Loss A/c	**Deductible for tax purpose**
107	The period over which the asset is economically usable is	Economic Life	Useful Life	Accounting Life	Calculative Life	**Economic Life**
108	Finance Lease is for a	Long term period	Short term period	Medium term period	Market period	**Long term period**
109	Annual Lease Rental is considered as cash outflow for	Lessor	Lessee	Finance company	Agent	**Lessee**
110	Cost of asset is cash outflow to	Lessor	Lessee	Finance company	Broker	**Lessor**

111	Buyer of goods under Hire purchase is called as a	Hirer	Buyer	Customer	Vendor	**Hirer**
112	Amount paid at the time of taking delivery of goods is	Cash payment	Down payment	Advance payment	Prepayment	**Down payment**
113	Hire purchase price is equal to	Cash price	Cash price – Interest	Cash price + Interest	Cash price + Down Payment	**Cash price + Interest**
114	Instalment is equal to	Principal + Interest	Principal – Interest	Cash price + Interest	Cash price – Interest	**Principal + Interest**
115	Depreciation is charged on asset at a certain rate on	Down payment	Cash price	Principal	Hire Purchase price	**Cash price**
116	Accounting Standard on Lease	AS 20	AS 19	AS 18	AS 26	**AS 19**

117	If Down payment is ₹ 300000, Instruments are 1st year = ₹ 420000, 2nd year = ₹ 390000 , 3rd year = ₹ 360000 , 4th year = ₹ 330000. What will be the Hire Purchase Price?	#######	#######	#######	#######	**#######**
118	If Hire Purchase price is ₹ 1800000, Cash Price is ₹ 1500000. What will be the Interest?	#######	#######	#######	#######	**#######**
119	Tax Saving on Depreciation can be Claimed by	Hire Purchaser	Hire Vendor	Agent	Broker	**Hire Purchaser**

120	Under Hire Purchase System Purchaser becomes the Owner of Goods on payment of	Down payment	Last Instalment	Interest	first instalment	**Last Instalment**

Name of the Professor :	**Class : T.Y.B.Com (Accounting & Finance)**
Examination Code : 2C00456	**Semester : VI / CBCS**
Subject : Taxation V (Indirect Tax - III)	**Paper Code : 85604**

ESTION (MCQ) QUESTION BANK

Sr. No.	Question	Opti	Option B	Option	Opti	Correct Answer

1	IGST is applicable on_.	Intra state supply	Inter State Supply	Supply within same union territory having own act	Supply within same union territory not having own act	**A. Inter State Supply**
2	CGST is applicable on_.	Interstate supply	Intra State Supply	Supply between two different union territories	Imports	**B. Intra State Supply**
3	SGST is applicable on_.	Interstate supply	Supply between two different union territories	Supply within same union territory having own act	Supply within same union territory not having own act	**C. Supply within same union territory having own act**
4	Input tax credit of IGST available can be used to pay off liability against _.	Only IGST	Only CGST and SGST	Only CGST and IGST	First against IGST and balance against CGST and SGST	**D. First against IGST and balance against CGST and SGST**
5	On _____UT GST is applicable.	Intra state supply	Inter State Supply	Supply within same union territory having own act	Supply within same union territory not having own act	**D. Supply within same union territory not having own act**

6	Input Tax Credit can be used to pay off liability on account of _____ .	Interest Only	Tax only	Penalty only	Late fees only	**B. Tax Only**
7	UTGST is applicable for _____ .	Supply within Karnataka	Supply within Puducherry	Supply within West Bengal	Supply within Chandigarh	**D. Supply within Chandigarh**
8	The amount payable by a registered person on account of late fees payable under GST, reflects in _____.	Electronic Cash Ledger	Electronic Credit Ledger	Electronic Liability Register	Electronic Payables Ledger	**C. Electronic Liability Register**

9	The amount payable by a registered person on account of tax payable under GST is _____ .	Debited in Electronic Liability Register	Credited in Electronic Liability Register	Not recorded In Electronic Liability register	Debited in Electronic Payables Ledger	**A. Debited in Electronic Liability Register**
10	CIN is _____ .	Challan Identity Number	Challan Identification Number	Challan Payment Identity Number	Common Identification Number	**B. Challan Identification Number**
11	The GST records are maintained for _____number of minor heads.	2	3	4	5	**D. 5**

12	The tax collected (TCS) by an E Commerce operator during May 2019 shall be deposited with government, on or before _____	10th June 2019	10th May 2019	20th June 2019	15th June 2019	**A. 10th June 2019**
13	Over the counter payment is allowed to pay liabilities under GST if challan amount is not exceeding Rs. _____	5,000	10,000	20,000	50,000	**B.10,000**

14	TDS is applicable in case the supply amount is exceeding Rs._____	2 Lakhs	2.5 Lakhs	No limit is applicable	5 Lakhs	**B. 2.5 Lakhs**
15	A registered supplier in Mumbai, sold goods to a customer in Chennai for Rs. 65,00,000. Tax rate applicable is 12%. So GST payable is _____	IGST - Rs. 6,50,000	CGST - Rs. 3,90,000 and SGST – Rs. 3,90,000	IGST - Rs. 7,80,000	CGST - Rs. 3,90,000 and UTGST - Rs. 3,90,000	**C. IGST - Rs. 780,000**

16	GST payable Rs. 12,000 for the month November 2019 was paid on 13th December 2019. Interest payable on this delayed payment is Rs. _____	NIL as there is no delay	18	20	25	**A. NIL as there is no delay**
17	Liability payable Rs. 1000 on account of excess ITC wrongly claimed during May 2019.Accordingly Interest shall be payable @ _____p.a.	10%	18%	24%	20%	**C. 24%**

18	An E- Commerce operator has made gross taxable supplies of Rs. 30,000. And sales returns were of Rs. 5,000. TCS applicable shall be Rs. _____	250	500	NIL as TCS not applicable	1,000	**A. 250**
19	The electronic credit ledger used under GST for records is in the form_____. .	GST PMT – 01	GST PMT – 02	GST PMT – 05	GST PMT – 06	**B. GST PMT - 02**

20	To pay off liability on account of CGST, input tax credit of _____ can be used.	Only IGST	Only CGST	CGST and IGST	SGST and CGST	**C. CGST and IGST**
21	The Annual Return shall be filed by the registered taxable person in Form _____.	GSTR 7	GSTR 8	GSTR 9	GSTR 10	**C.GSTR 9**
22	The GST Return for TCS by E- commerce operator shall be filed in Form _____	GSTR 7	GSTR 8	GSTR 9	GSTR 10	**B.GSTR 8**

23	The GST Return shall be filed by a person having UIN (Unique Identification Number) in Form _____	GSTR 8	GSTR 9	GSTR 10	GSTR 11	**D. GSTR 11**
24	The GST Return form for Input Service Distributors shall be filed on or before _____day of succeeding month.	8th	10th	13th	20th	**C. 13th**

25	The TDS Return under GST shall be filed by the registered taxable person on or before _____day of succeeding month.	8th	10th	13th	20th	**B. 10th**
26	The Annual Return shall be filed by the taxable person on or before _____date of the following Financial Year.	30th June	31st July	30th September	31st December	**D.31st December**
27	GSTR 1 is applicable for _____ .	E – Commerce Operator	Non Resident Taxable	Input Service Distribut	Registered Person who has not opted	**D. Registered Person**

		liable for TCS	Person	or	Composition scheme	**who has not opted Composition scheme**
28	The maximum amount of late fees payable by any registered person on failure to furnish GST returns u/s 39 by the due date is Rs. _____	5,000	10,000	3,000	7,500	**A. 5000**
29	The TDS Return under GST is required to be filed on _____basis.	Monthly	Quarterly	Annually	Only once	**A. Monthly**

30	Any GST returns requirement (none of the forms) is not at all applicable for _____	Non Resident Taxable Person	E – Commerce Operator liable for TCS	Unregistered person	Input Service Distributor	**C.Unregistered person**
31	A registered person who has opted composition scheme has made taxable outward supplies in the month Dec. 2019, GST return GSTR 4 applicable for him shall be filed by him on or before _____ .	20th Jan. 2020	10th Jan. 2020	20th April 2020	30th April 2020	**D. 30th April 2020**

32	GST Returns help government _____ .	Only if any disputes arise	Only when refund is payable	Only when reports are prepared	To collect data and check compliances of taxpayers	**D. To collect data and check compliances of taxpayers**
33	A Company has provided wrong details in GSTR 1 for the month May 2019, Annual return was filed on 15th December 2020 and Return for September month on 20th October 2020. So, the rectification is allowed on or before _____	31st December 2020	15th December 2020	20th October 2020	31st March 2020	**C. 20th October 2020**

34	Goods under Customs Act does not include _____	Vessels	Aircraft	Vehicles	Immovable Property	**D. Immovable Property**
35	Customs duty is applicable on _____ .	Manufacturing of goods	Sale of goods in India	Import and Export of goods	Services provided in India	**C. Import and Export of goods**
36	The rate of duty under customs shall be the rate prevailing on _____day in case of imports where goods cleared from warehouse.	Date of Ex-Bond Bill of Entry	Date of Entry Inwards	Date of Bill of Entry and Date of Entry Inwards whichever is later	Date of Bill of Entry and Date of Entry Inwards whichever is earlier	**A. Date of Ex-Bond Bill of Entry**
37	Safeguard Duty is calculated on _____ .	Assessable Value	Assessable Value + Basic Customs	Basic Customs Duty	Assessable value +IGST + Basic	**A. Assessable Value**

38	The exchange rate applicable on the date of _____shall be considered in case of Imports.	Date of shipping bill	Date of Order permitting clearance and loading	Date of Bill of Entry	Date of Entry Inwards	**C. Date of Bill of Entry**
39	Social welfare surcharge (SWS) is calculated @ _____%.	2	3	5	10	**D. 10**
40	Anti Dumping Duty is levied in case of _____	Imports at a price less than nominal value	Increased quantity of imports causing serious injury to domestic industry	The foreign country providing subsidy in relation to such product	Illegal Imports	**A. Imports at a price less than nominal value**
41	CIF value = _____	FOB + Freight +	FOB + Insurance	FOB - Insurance	FOB - Freight -	**A.FOB + Freight +**

		Insurance			Insurance	**Insurance**
42	The CIF value shall not include _____ .	Transportation charges before importation	Manufacturing cost	Unloading and Handling Charges	Insurance cost	**C. Unloading and Handling Cha**
43	Goods imported at CIF price of Rs. 90,000 and transportation cost Rs. 22,000 and insurance cost Rs. 5,000 FOB Price shall be Rs. _____	63,000	85,000	90,000	1,17,000	**A. 63,000**

44	Assessable value of the goods imported is Rs. 70,000. Basic customs duty and SWS applicable totally Rs. 9,200. IGST @ 12% applicable. IGST payable shall be Rs._____ .	8,400	9,200	9,206	9,504	**D.9, 504**
45	As per annexure I, cigarettes exceeding _____ are fully taxable without any allowance.	25	50	100	125	**C.100**

46	A female passenger can carry jewellery upto the maximum value of Rs. _____ under jewellery allowance under customs.	20,000	40,000	50,000	1,00,000	**D.1,00,000**
47	Baggage means _____	Goods imported	Goods exported	Goods accompanied by a passenger	Goods use on aircraft as store	**C. Goods accompanied by a passenger**

48	Mr. R is an Indian citizen who came to India from Germany and carried 1.5 ltr. Wine worth Rs. 8000. The dutiable value of baggage is Rs._____ after claiming general allowance.	8,000	6,000	4,000	NIL	**D.NIL**
49	The duty free allowance available in case of Infant arriving from specified countries by air route is Rs. _____ .	NIL	15,000	50,000	1,00,000	**A. NIL**

50	A car imported for personal use by paying duty of Rs. 15,000. It was re-exported after using for 1 quarter. So, duty drawback shall be allowed for Rs._____ _.	13,800	14,400	14,600	15,000	**B.14,400**

51	The eligible input tax will be automatically credited to the___.	Electronic Credit Ledger	Electronic Cash Ledger	Electronic Liability register	Electronic Account Ledger	**A Electronic Credit Ledger**
52	Every deposit made towards tax shall be credited to ___.	Electronic Credit Ledger	Electronic Cash Ledger	Electronic Liability register	Electronic Account Ledger	**B Electronic Cash Ledger**

53	As per Rule 88A, IGST credit shall first be utilised towards payment of ___.	CGST	SCGST	IGST	UTGST	**C IGST**
54	Every person who fails to pay tax shall be liable to pay interest not exceeding ___.	10%	12%	18%	24%	**C 18%**
55	A taxable person who makes an undue or excess claim of input tax credit shall be liable to pay interest not exceeding ___.	10%	12%	18%	24%	**D 24%**

56	TDS provision applicable only when the total value of supply, under a contract, exceeds ___.	Rs 100,000	Rs 150,000	Rs 200,000	Rs 250,000	**D Rs 250,000**
I57.	Late fee of Rs___per day is to be paid for delay in issuance of TDS certificate.	Rs 50	Rs100	Rs 200	Rs 250	**B Rs 100**
58	Every electronic commerce operator is required to collect tax at source has to furnish a statement in form ___.	GSTR-1	GSTR-3	GSTR-7	GSTR-8	**D GSTR-8**

	Refund is normally credited to					
	a) Consumer Welfare Fund					

	b) Electronic Cash Ledger						
59		Consumer Welfare Fund	Electronic Cash ledger	Electronic Credit Ledger	Assessee's account	**A Consumer Welfare Fund**	

c) Electronic Credit Ledger

	d) Assessee's account					
60	The rate of interest to be payable in case of delay in sanctioning the refund claimed should be not exceeding ___.	18%	8%	6%	5%	C **6%**

61	Which form is furnished for submission of details of outward supplies?	GSTR-1	GSTR-2	GSTR-3	GSTR-3B	**A GSTR-1**
62	GSTR-2 gives the details of ___.	All inward supplies	All outward supplies	Composite tax	TDS	**A all inward supplies**
63	GSTR-9 is also called ___.	Annual Return	Monthly return	Quarterly Return	Half yearly Return	**A Annual Return**
64	Final Returns are to be furnished by a registered person whose registration is ___.	Suspended	Cancelled	Revoked	Transferred	**B Cancelled**

65	____ is to be furnished electronically upto 31st December of succeeding financial year by every registered person.	Final Return	Annual Return	Return of outward supply	Return of inward supply	**B Annual Return**
66	Every registered person under GST should submit details of outward supplies by ___.	10th of succeeding month	20th of succeeding month	10th of next quarter	15th of next quarter	**A 10th of succeeding month**
67	Final return in Form GSTR-10 should be submitted ___.	within one year of registration	within 3 months of such cancellation of registration	within 3 months of outward supply	within one month of renewal of registration	**B within 3 months of such cancellation of registration**

68	Fees of ___ per day is to be levied for delay in furnishing returns.	Rs 50	Rs 100	Rs 200	Rs 250	**B Rs 100**
69	The maximum amount of late fees payable by a registered person for delayed furnishing of returns u/s 39 is ___.	Rs 1500	Rs 2500	Rs 5000	Rs 10000	**C Rs 5000**
70	A registered person under GST can file quarterly return if the turnover is ___.	does not exceed Rs 2 Lakhs	does not exceed Rs 75 Lakhs	does not exceed Rs 1 crore	does not exceed Rs 1.5 crore	**D does not exceeds Rs 1.5 crore**

71	Voluntary estimation of tax obligations is called ___.	Best judgement assessment	Provisional assessment	Self assessment	Protective assessment	**C Self assessment**
72	__ can be done in case a registered person fails to furnish a return.	Best judgement assessment	Provisional assessment	Self assessment	Protective assessment	**A Best judgement assessment**
73	__ can be done in case a taxable person fails to obtain registration.	Best judgement assessment	Provisional assessment	Self assessment	Protective assessment	**A Best judgement assessment**
74	Every registered person has to maintain certain books of accounts at his ___.	Principal place of business	Principal place of business or any branch office	Any branch office	Any place whether office or residence	**A Principal place of business**
75	Accounts and records are to be maintained ___.	Electronic form	Manually	Electronic form and manually	Electronic form or manually	**D Electronic form or manually**

76	___ means examination of records, returns and other documents maintained by registered person under GST.	Audit	Verification	Assessment	Vouching	**A Audit**
77	Special Audit u/s 66 is to be completed within ___.	30 days	45 days	90 days	180	**C 90 days**
78	Every Registered person is required to ___ taxes payable under GST and furnish returns for each tax period.	Re-assess	Self-assess	Scrutinize	Calculate	**B Self-assess**

79	A special audit under Section 66 can be conducted by ___.	Advocate practicing as a GST practitioner	Company secretary	Chartered accountant or company secretary	Chartered accountant or cost accountant	**D Chartered accountant or cost accountant**
80	E way bill is to be uploaded on GST portal before movement of goods if value of goods is ___.	More than Rs 10000	More than Rs 25000	More than Rs 50000	More than Rs 100000	**C More than Rs 50000**
81	Customs duty is administered by ___.	CBDT	CBIC	GST council	Supreme court	**B CBIC**
82	Classification of goods under Customs Tariff Act, 1975 is based on ___.	localized classification methods	Harmonized System of Nomenclature	Indian Classification	American code of classification	**B Harmonized System of Nomenclature**

83	Exclusive economic zone extends to ___ nautical miles from the base line of the coast of India.	200 nautical miles	24 nautical miles	12 nautical miles	100 nautical miles	**A 200 nautical miles**
84	Assessable Value (A.V.) =Rs. 1 lakh (1) BCD- 10% (2) IGST-12% (3) SOCIAL WELFARE SURCHARGE @ 10% Calculate total duty payable	Rs 10,000	Rs 24,320	Rs 35,520	Rs 13,200	**B Rs 24,320**

85	Where the insurance amount is not available, for ascertaining the assessable value for customs duty, the percentage of FOB value to be taken is ___.	1%	1.13%	10%	20%	**B1.125 %**
86	Goods which are same in all respects, including physical quantity is known as ___.	Similar goods	Identical goods	Alike goods	Indistinguishable goods	**B Identical goods**

87	An importer imported some goods of Rs 4,10,000 on CIF basis. Following Euro rates on the date of presentation of BOE (Bill of Entry) is given. What is the exchange rate for customs valuation?	Inter-bank closing rate Rs 63.50 per Euro	RBI rate 1 Euro = Rs 63.75	Exchange rate notified by CBIC - 1 Euro = Rs 64.05	Rate at which bank has ready payment from importer 1 Euro = Rs 64.20	**C Exchange rate notified by CBIC - 1 Euro = Rs 64.05**
88	Social welfare surcharge is calculated at ___.	10% on IGST	10% on BCD	12% on BCD	18% on IGST	**B 10% on BCD**

89	Determine the Assessable value of imported goods if FOB value is 1000 USD, Freight charges are not known and Insurance is 10 USD.	1010 USD	1210 USD	1200 USD	1110 USD	**B1210 USD**

90	Exchange rate notified by RBI 1US $= Rs 73, Exchange rate notified by CBEC 1US $= Rs 72, Exchange rate at which bank realized payment from importer 1US $= Rs 69, Inter Bank Closing rate is 1US $ = 71. The relevant exchange rate for customs duty would be ___.	1US $= Rs 73	1US $= Rs 72	1US $= Rs 71	1 US$ = Rs 69	**B 1US $= Rs 72**

91	In case of imports other than imports by EOU the imported goods can be kept in Customs bonded ware-house for ___ days without paying any interest.	45 days	90 days	180 days	365 days	**B 90 days**
92	Bill of entry for warehousing is also known as ___.	Ex- bond	Cum-bond	Into-bond	No-Bond	**C Into-Bond**

93	Baggage rules shall apply to unaccompanied baggage provided such baggage arrives ___ before arrival of the passenger.	2 months	3 months	4 months	6 months	**A 2 months**
94	Drawback u/s 74 for re-export of used goods after 15 months but before 18 months shall be provided at ___ % of duty paid on imported goods. a) 65%	65%	60%	55%	Nil	**B 60%**

	b) 60% c) 55% d) Nil					
95	Mr A imported computers for office use and paid Rs 10,00,000. As import duty. The computers were re-exported after 14 months. The amount of duty drawback u/s 74 will be ___.	No duty drawback	Rs 600,000	Rs 650,000	Rs 950,000	**C Rs 650,000**

96	FOB value of exported goods is Rs 3000. Rate of amount of duty drawback is 1.5% of FOB Market Price of goods Rs 3100 Value of imported materials used in goods Rs 2,500 So, the amount of duty drawback is ___.	Nil	Rs 45	Rs46.50	Rs 37.50	**A Nil**
97	After visiting USA for a month, Mr Uday an Indian resident aged 35 years brought to India- a laptop valued at Rs 60,000;	Nil	Rs 42,350	Rs 3,850	Rs 19,250	**A Nil**

	personal effects valued at Rs 100,000 So the amount of custom duty payable by Mr Uday is ___.					
98	Refund / drawback / Input tax credit for IGST paid on imported goods shall be claimed under___.	CGST Act, 2017	Customs Act, 1962	Customs Tariff Act, 1975	Central Excise Act, 1944	**A CGST Act, 2017**
99	In case imported goods are being cleared from warehouse for home consumption ___ date shall be considered for determining rate of duty.	Date of ex-bond bill of entry	Date of into-bond bill of entry	Date of granting entry inward	Date of presentation of goods	**A Date of ex-bond bill of entry**

100	Male passengers returning to India after staying abroad for more than 1 year can carry gold jewellery up to ___ in baggage without payment of duty.	Nil	20grams	Rs 50,000	Lower of 20 grams or Rs 50,000	**D Lower of 20 grams or Rs 50,000**

NAME OF THE PAPER **SETTERS:**	**Class: T.Y.BCOM(ACCOUNTING & FINANCE)**
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SUBJECT: FINANCIAL ACCOUNTING – VII	**PAPER CODE: 85601**

UNIT 1: MUTUAL FUND ACCOUNTING

MULTIPLE CHOICE QUESTIONS

1	A person can earn 12% by investing in Equity shares on his own. Now he is considering a recently announced equity based mutual fund scheme in which initial expenses 5% and annual recurring expenses are 1.5%. How much should the Mutual Fund earn to provide him a return of 10%	11.04%	12.02%	12.63%	12.98%

2	XYZ Mutual fund had a net asset value of Rs. 10 at the beginning of a month, Made income and Capital Gain distribution of Rs. 0.05 and 0.02 respectively per unit during the month. The fund ended the month with a net asset value of Rs. 10.08. The monthly rate of return of XYZ mutual fund is	1.50%	1.90%	2.00%	2.20%
3	The following information is available to a Mutual Fund Scheme: Size of the scheme: 150 lakh Face value of the shares: 100 No. of the outstanding shares: 1.5 lakhs	145	145.9	146.6	147

	Market value of the fund's investments Receivables Liabilities NAV of the scheme is	 220 Lakhs 1 lakh 50,000				
4	A close ended Mutual Fund has a fixed		NAV	Fund Size	Rate of Return	Number of distributors
5	The maximum load that a fund can charge is determined by the		AMC	SEBI	AMFI	Distribution agents based on demand for the fund
6	Of the following fund types, the highest risk is associated with		Balanced Funds	Gilt funds	Equity growth funds	Debt funds
7	The NAV of mutual fund		Is always constant	Keeps going up at a steady rate	Fluctuates with market price movements	Cannot go down at all

8	The 'Load' charged to an investor in a Mutual Fund is	Entry fee	Cost of the paper on which the unit certificates are printed	The fee the agent charges to the investor	The Expenses incurred by fund managers for marketing a mutual fund scheme
9	A Mutual fund is owned by	The Government of India	SEBI	All its investors	AMFI
10	A Mutual fund is not	Owned jointly by all investors	A company that manages investment portfolios of high net worth individuals	A pool of Funds used to purchase securities on behalf of investors	An Alternative investment fund
11	The most important advantage of a money market mutual fund is:	Quick capital appreciation	High regular income	Safety of principal	No loads

12	The NAV of each scheme should be updated on AMFI's website:	Every quarter	Every month	Every hour	Every day
13	The greatest potential for growth in capital is offered by	Balanced Funds	Gilt funds	Equity growth funds	Debt funds
14	In Mutual Fund investors subscriptions are accounted for as	Liabilities	Deposits	Capital	Cash and Cash Subscriptions
15	Return on NAV is based on	Dividend	Capital gain	Change in price	Change in price + Dividend + Capital gain
16	Within how many days after declaration of dividend, warrant need to be sent to the investor	10 days	15 days	20 days	30 days
17	The difference between NAV and repurchase price is	Entry load	Expenses	Exit load	Taxes

18	What is an open ended fund	It is the fund that buy and sells units on continuous basis	Units are available after end of NFO	The funds returns closely the returns of a bench mark index	Fund that offers sale after certain interval period
19	For NAV calculation fixed income securities are consider at	Book value	Current yield	Cost price	Closing rate
20	Fund have lower risk	Gilt fund	Liquid fund	Sector fund	Dividend yield fund
21	Investment of mutual fund scheme are held by	Board of trustee	Custodian	Assets management company	Registrar and transfer agent
22	Offer documents of mutual fund are prepared by	Trustee	Assets management company	SEBI	Registrar and transfer agent
23	Maximum portion of convention debt investment is generally through	Capital gain	Interest	Dividend	Inflation

24	For NAV calculation all listed and traded securities are valued at	Ass per book value	Closing market rate	Current yield	Traded price

Unit: 2 Accounts of Electricity Company						
Sr. No.	Question	Option A	Option B	Option C	Option D	**Correct Answer**
25.	Profit on sale of Current is shown under	Other income	Revenue from operation	Reserve and Surplus	Other Assets	Revenue from operation
26.	Interest received on investment is shown under	Other Income	Reserve and surplus	Revenue from operation	Plus in investment	Other Income
27.	In balance sheet of electricity company Mains are shown under	Current assets	Other noncurrent assets	Fixed assets	Inventory	Fixed assets

28.	In accounts of electricity company Salaries and wages are shown under	Employees benefit cost	Finance cost	Other expenses	Operational expenses	Employees benefit cost
29.	Grant received under APDRP of Ministry of power is accounted for	As a liability	As a capital reserve	As a reserve	As a reduction in cost of fixed assets	As a capital reserve
30.	Interim dividend under double accounting system is shown in	Revenue account	Net Revenue account	Receipt and Expenditure account	General balance sheet	Net Revenue account
31.	Management expenses in double accounting system is shown in	Receipt and Expenditure account	Revenue account	Net Revenue account	General balance sheet	Revenue account

32.	Electricity companies are governed by	Electricity (Supply) Act, 1948	Electricity Act 1956	Electricity Act, 2003.	Electricity Regulatory Commissions Act, 1998	Electricity Act, 2003.
33.	Transformer in account of electricity company account is shown under	Fixed assets	Current assets	Long term liabilities	Reserve and surplus	Fixed assets
34.	Meter rent in account of electricity company is shown under	Other income	Other Expenses	Liability	Revenue from operation	Other income

Unit: 3 Accounts of Cooperative Society						
Sr. No.	Question	Option A	Option B	Option C	Option D	**Correct Answer**
35.	The Maharashtra coop societies Act was passed in	1960	1961	1984	1956	1960

36.	The amount of profit to be transferred to Reserve fund is	15%	20%	25%	30%	25%
37.	Dead stock should be shown under	Investment	Other current assets	Fixed assets	Other assets	Fixed assets
38.	Shares purchased should be disclosed under	Investment	Loans and Advances	Other assets	Current assets	Investment
39.	Profit and loss Account and balance sheet must be prepared under Maharashtra cooperative societies act in	Form C	Form N	Form M	Form D	Form N
40.	Payment of dividend by the society should not exceed	10%	12%	20%	15%	15%

41.	Maharashtra coop societies rules are framed in	1960	1961	1962	1963	1961
42.	Loose tools should be disclosed in balance sheet of cooperative society under	Other items	Fixed assets	Investment	Current assets	Fixed assets
43.	Provisions relating to maximum cash balance given in cooperative societies act	Bye law no.143	Bye law no.144	Bye law no.145	Bye law no.146	Bye law no.145

44.	Net profit of the cooperative society during the year is Rs.90,000. The amount transferred to reserve fund is	Rs.18,000	Rs.22,500	Rs.27,000	Rs.25,000	Rs.22,500

sr no	PARTICULARS	OPTION A	OPTION B	OPTION C	OPTION D	CORRECT C
45	Capital of a co-operative society is in the form of	A) Shar	B) Ear-	C) Corp	D) Reserv	A) Share
46	Working capital of a society as defined under the Maharashtra Co-op. Societies act includes	A) Paid	B) Fund	C) Mone	D) All of the above (a), (b) and (c)	D) All of

47	Under the Maharashtra Co-Op. Societies Act, audit of a Co-Op. society can be conducted by	A) A cha	B) A person who holds a Government Diploma in Co-Op. accounts and audits	C) A person who has served as an auditor in the Co-Operative department of the state government	D) All of	D) All of the Above
48	Under the Maharashtra Co-op. Societies Act, the team 'member' includes, in addition to a person duly admitted as a member	A) Only	B) Only	C) Only	D) All of	D) All of

49	The whole of the day to day management of a Co-operative society vests in	A) The C	B) The Managing Committee	C) The S	D) The C	B) The M
50	Under the Maharashtra Co-Op. Societies Act, a society must prepare the following financial statements for an accounting year.	A) The profit & Loss A/c and The Balance Sheet	B) Receipts and Payments Accounts; the Income & Expenditure A/c; and the Balance Sheet	C) The Income and Expenditure A/c; The Balance Sheet and the Cash Flow Statement vide AS 3	D) Revenue Account	B) Recei

51	Under the Maharashtra Co-Op. Societies Act, a society must prepare the Profit & Loss A/c and the Balance sheet for the Accounting Year	A) As pe	B) In Fo	C) In Fo	D) Form A	C) In Fo
52	A member who holds jointly a share of society with others, but whose name does not stand first in share Certificate.	A) Nomi	B) Symp	C) Asso	D) Co-M	C) Asso

53	Expulsion of a memb	A) By m	B) By the General Body by simple majority	C) By the General body by $3/4^{th}$ majority	D) By th	C) By th
54	Amendment of bye-laws of the society can be done	A) By the General body by $2/3^{rd}$ Majority	B) By the General body by $2/3^{rd}$ Majority subject to approval from Registrar	C) By the General Body by simple majority	D) By General Body by $3/4^{th}$ Majority	B) By th
55	Proper custody and maintenance of property belonging to the society is the function of	A) The C	B) The I	C) The S	D) The T	B) The M

Unit: 4 Investment Accounting						
Sr. No.	Question	Option A	Option B	Option C	Option D	**Correct Answer**

56.	Provisions relating to investment accounting are given in	AS 11	AS 12	AS 13	AS 14	AS 13
57.	Long term investments are carried at	Fair value	Market value	Cost price	Cost or market value whichever is less	Cost price
58.	Cost of investment includes	Purchases cost	Stamp Duty	Brokerage paid	Purchases cost + Stamp Duty + Brokerage paid	Purchases cost + Stamp Duty + Brokerage paid
59.	Profit on sale of rights shares	Credited to Profit and loss A/c	Credited to investment A/c	Debited to profit and loss A/c	Debited to investment A/c	Credited to Profit and loss A/c
60.	Bonus shares are issued at	Face value	Fair value	Market price	Free of cost	Free of cost
61.	Interest on bond and debentures is calculated on	Nominal value	Market value	Cost	Ex-interest price	Nominal value

62.	Which of the following is not fixed income earning investment	Government Bonds	Debentures	Preference share	Equity shares	Equity shares
63.	Short term investments are carried out at	Cost price	Market value	Cost or market value whichever is less	Fair value	Cost or market value whichever is less
64.	On 1st August 2018 Mr.Ajay purchase 200, 12% debentures of Rs.100 each of the company for Rs.20,000 at cum interest price. Interest is payable on 30th September and on 31st March every year. The cost of acquisition of 200 debentures is	Rs.20,800	Rs.19,800	Rs.20,000	Rs.19,200	Rs.19,200

65.	Mr.Sanjay purchase 400 equity shares of T ltd at Rs.22 per share. Out of these shares he sold 150 shares at Rs.24.5 per share. Profit on sale of shares is	Rs.375	Rs.500	Rs.250	Rs.625	Rs.375

66	Following is not a Fixed Income Bearing Security	a) Debentures	b) Equit
67	Interest is always calculated on the	a) Market value of the Security	b) Nomi the Secu

68	Interest is paid	a) To the holder of the security on the due date prorate as per his actual period of holding	b) To the investor security interest
69	A Security is transferred on 31st May 2020; while the next interest falls due on 30th June, 2020	a) The purchaser has the right to claim the interest up to 31st May, 2020 as his income	b) The s right to interest May, 20 income

70	Long term inves	a) Fair value	b) Cost price
71	Short term inves	a) Fair value	b) Cost price

72	B. Ltd. acquired 2,000 equity shares of AB Ltd on cum-right basis at Rs. 75 per share subsequently, AB Ltd made a right issue of 1:1 at Rs. 60 per share which was subscribed for by : Calculate the Total Price paid by B for purchase of Rights Shares and the Actual Shares:	a) 2,70,(	b) 1,50,000
73	Cost of investme	a) Purchases cost + Brokerages	b) Cost of Purchase only
74	Investment can	a) Cost - Ex Interest	b) Cost with cum interest

Unit: 5 Introduction to IFRS						
Sr. No.	Question	Option A	Option B	Option C	Option D	**Correct Answer**
75.	IFRS are issued by	IASB	ICAI	ICMA	ICSI	IASB

76.	IASC was formed on	#######	#######	#######	#######	#######
77.	IFRS for Insurance contract	IFRS 2	IFRS 3	IFRS 4	IFRS 5	IFRS 4
78.	The ICAI has decided to adopt IFRS wef.	#######	#######	#######	#######	#######
79.	Financial statements as per IFRS are presented at	Historical cost	Fair value	Market value	Replacement value	Fair value
80.	Exploration and evaluation assets	IFRS 5	IFRS 6	IFRS 7	IFRS 8	IFRS 6
81.	IFRS are applicable to All the entitles having network in excess of Rs.	Rs. 500 crores	RS.100 crores	Rs. 1000 crores	Rs. 10,000 crores	Rs. 500 crores
82.	Current assets are expected to realize within	12 months	24 months	20 months	36 months	12 months

83.	IFRS 1 was issued in	Jun-03	Jan-03	Jun-05	Jan-05	Jun-03
84.	Medium enterprises are those enterprises whose investment in plant and machinery is	More than Rs. 5 crores but less than Rs. 10 crores	More than Rs. 5.5 crores but less than Rs. 15 crores	More than 7.5 crores but less than Rs. 20 crores	More than Rs. 10 crores but less than Rs. 25 crores	More than Rs. 5 crores but less than Rs. 10 crores

Sample Questions	**Class: T.Y.B.Com**
Examination Code: 2C00136	**Semester: VI**
Subject: Cost Accounting II	**Paper Code: C 83007**

Sr. No.	Questions	Option A	Option B	Option C	Option D	Correct Answer
1	Under Non Integrated system _____ accounts and _____ accounts are maintained separately.	Cost, Financial	Personal, Cost	Only cost	Only real account	Cost, Financial

2	_____ contains each item of stores.	WIP ledger	Stores Ledger	Cost Ledger accounting	Finished Goods Ledger	Stores Ledger
3	Cost of unfinished work is shown by _____ Ledger.	WIP ledger	Stores Ledger	Cost Ledger accounting	Finished Goods Ledger	WIP ledger
4	Issue of material is _____ to stores ledger control A/c.	Under absorbed overheads	Debited	Credited	Added	Credited
5	Under / over absorption of overheads is shown by _____.	Factory overhead	Cost of finished work	WIP ledger	Cost of unfinished work	Factory overhead
6	N. P. / N. L. as per cost A/c is shown by _____.	Costing Profit & Loss A/c	Stores Ledger Control A/c.	WIP ledger	Factory overhead	Costing Profit & Loss A/c
7	Cost ledger contains all _____ accounts.	Impersonal	Personal	Only real account	Cost	Impersonal
8	Finished items are shown by _____ _____ Ledger.	Costing P & L A/c.	Finished Goods Ledger	WIP ledger	Stores Ledger	Finished Goods Ledger

9	Control accounts provide a basis_	For reconciliation of cost and financial accounts.	For reconciliation of cost and management accounts.	For reconciliation of financial accounts and management accounts.	For reconciliation of management accounts.	For reconciliation of cost and financial accounts.
10	The balance on Factory overhead Control A/c represents	Under absorption of overheads	Over absorption of overheads.	Either a) or (b)	Neither a) nor (b)	Either a) or (b)
11	The balance of Finished Goods Ledger control represents	Cost of goods remaining unsold	Cost of goods sold out	Cost of WIP.	Cost of Purchase	Cost of goods remaining unsold
12	The balance on cost of Sales A/c is transferred to __	Financial P & L A/c.	Costing P & L A/c.	Cost Ledger Control A/c	Balance Sheet	Costing P & L A/c.
13	Purchase of material is debited to ____	WIP ledger	Stores Ledger A/c	Cost Ledger accounting	Finished Goods Ledger	Stores Ledger A/c
14	Direct wages are debited to _____ _____ A/c.	WIP ledger	Stores Ledger A/c	Cost Ledger accounting	Factory overhead	WIP ledger

15	Indirect wages are debited to _____ A/c.	WIP ledger	Stores Ledger A/c	Cost Ledger accounting	Factory overhead	Factory overhead
16	Construction companies follow _____ costing.	Contract	Sub-contract A/c	Contractee's A/c	Contractor's	Contract
17	Work done but not certified is called _____.	Contract Price	Work Uncertified	Work Certified	Plant At Site	Work Uncertified
18	_____ is the person for whom the Contract job is undertaken.	Contractor	Contractee	Sub-contractor	Job-worker	Contractee
19	The degree of completion of work is determined by comparing the work certified with	Contract price	Work in progress	Cash received on contract	Retention money	Contract price

20	Profit on incomplete contract is calculated on the basis of _____ of completion.	Retention	Completion	Degree	Work in progress	Degree
21	Work uncertified is valued at _____.	Market price	Store	Cost	Future Price	Cost
22	Sale of scrap is _____ to contract A/c.	Debited	Completion	Credited	Added	Credited
23	2/3rd of Notional profit is considered when the work certified is _____ or more.	50%,less	20%, more	50%, more	70%, more	50%, more
24	_____ ensures the Contractee that the contractor will continue the work.	Work certified	Retention	Completion	Work uncertified	Retention

25	If cash received is 80,000 which is 80% of work certified, the value of work certified is ___.	Rs. 200000	Rs. 300000	Rs. 100000	Rs. 150000	Rs. 100000
26	On _____ of the contract entire profit is transferred to P & L A/c.	Work certified	Retention	Completion	Work uncertified	Completion
27	_____ indicates work done and certified.	Work certified	Retention	Completion	Work uncertified	Work certified
28	Work certified is valued in term of _____.	Contract Price	Completion	Retention	Degree	Contract Price
29	_____ Money is paid after a certain period.	Contract Price	Completion	Retention	Degree	Retention
30	If work done is less than _____ % no profit is credited to Profit and Loss A/c.	35%	25%	15%	55%	25%

31	Value of plant at site is shown on _____ side of contract A/c.	Debit	Credit	Degree	Completion	Credit
32	Sub-contract cost is _____ to contract A/c.	Debited	Completion	Credited	Added	Debited
33	Material supplied to site is debited to	Contract A/c	Contractee A/c	Contractor's A/c	Material control Account	Contract A/c
34	Cost of plant issued to site is debited to	Contract A/c	Contractee A/c	Contractor's A/c	Machinery A/c	Contract A/c
35	Cash received is equal to	Work certified – retention money	Contract price – work certified	Work certified + work uncertified	No Profit is transferred to Profit and Loss Account	Work certified – retention money
36	Sale of plant from site is	Credited to contract A/c	Debited to contract A/c	Debited to Insurance claim A/c	Debited to P & L A/c	Credited to contract A/c
37	Cost of rectification of defective work is	Debited to contract A/c	Credited to contract A/c	Ignored from contract A/c	Contractor's A/c	Debited to contract A/c

38	Work certified is Rs. 3,00,000 cash received is 80% cash received is	Rs. 340000	Rs. 240000	Rs. 200000	Rs. 250000	Rs. 240000
39	Value of work certified Rs. 2,50,000 cost of work certified Rs. 1,00,000 Notional profit is	Rs. 100000	Rs. 75000	Rs. 150000	Rs. 250000	Rs. 150000
40	Contract price is Rs. 5,00,000 work certified is 60% payment from the Contractee is 80% the amount of payment received is	Rs. 340000	Rs. 240000	Rs. 200000	Rs. 250000	Rs. 240000

41	Output is 2,500 units Normal Loss is 300 units abnormal loss is 200 units. The input is	2,000 units	3,000 unit	1,500 units	3500 unit	3,000 unit
42	Normal loss is _____ to process A/c.	Debited	Deducted	Credited	Added	Credited
43	Normal loss is _____ loss.	Cost	Controllable loss	Non-controllable	Added	Non-controllable
44	Abnormal loss is _____ loss.	Cost	Controllable loss	Non-controllable	Added	Controllable loss
45	In process costing cost of a product is ascertained at each _____.	Process	Added	Deducted	Cost	Process
46	Abnormal gain is excess of _____ output over _____ output.	Actual, Normal	Controllable loss	Non-controllable	Deducted	Actual, Normal

47	Balance on abnormal loss account is transferred to _____.	Costing, P & L A/C	Balance sheet	Process A/c	Deducted	Costing, P & L A/C
48	Abnormal gain is valued at _____.	Cost	Process	Normal	Actual	Cost
49	Output of previous process becomes the _____ of next process.	Process	Input	Output	Cost	Input
50	_____ has realizable value.	Scrap	Input	normal loss	Process	Scrap
51	_____ Loss is treated as cost of production.	Abnormal	Normal	Scrap	Input	Normal
52	_____ Loss is unavoidable.	Abnormal	Normal	Scrap	Input	Normal
53	Input is 950 units Normal Loss is 10% output is 840 units abnormal loss is	20 units	15 units	25 units	30 units	15 units

54	Normal Loss is 10% Input is 950 units Abnormal Loss 15 units The output is	840 units	750 units	740 units	800 units	840 units
55	Sale of By – Product is	Debited to process A/c	Credited to process A/c	Credited to Profit & Loss A/c	Debited to Normal A/c	Credited to process A/c
56	The product which has a lower sale value than the main product is a	Joint product	By – product	Economic product	Consumer product	By – product
57	Joint products are of _____ importance.	Considerable	Standard cost method	Economic product	Consumer product	Considerable
58	_____ _____ are produced simultaneously.	By–Product	Joint Products	Economic Product	Consumer Product	Joint Products
59	Process A/c is credited by	Output transferred to next process A/c	Material transferred to process A/c	Scrap value of normal loss	Both (a) and (c)	Both (a) and (c)

60	Balance on abnormal gain A/c after adjustments of scrap value is transferred to	Normal loss A/c	Costing P & L A/c	Process A/c	Abnormal gain A/c	Costing P & L A/c
61	If contribution is 20,000 and sales are 1, 00,000, P/V ratio is _____.	10%	20%	30%	40%	20%
62	Marginal cost is _____ cost.	Variable	Material	Fixed	Contract	Variable
63	If fixed cost is 6, 00,000 and P/V ratio is 10%, the BEP is _____.	50,00,000	40,00,000	60,00,000	70,00,000	60,00,000
64	Marginal costing is a _____ of costing.	Method	Technique	Type	Process	Technique
65	Under marginal costing cost is classified into _____ and _____ categories.	Marginal Cost, Material Cost	Fixed, Variable	Real, Nominal	Personal, real	Fixed, Variable

66	P/V ratio is = _____ / Sales × 100.	Contribution	Variable Cost	Fixed Cost	Marginal Cost	Contribution
67	BEP is no _____ no _____ stage.	Profit, Loss	Direct Material, Direct Labour	Fixed, Variable	Marginal Cost, Material Cost	Profit, Loss
68	Margin of Safety = _____ / P/V Ratio.	Profit	Fixed Cost	Variable Cost	Material Cost	Profit
69	Marginal cost equation is sales Less _____ cost.	Profit	Fixed Cost	Variable Cost	Material Cost	Variable Cost
70	Profit is excess of _____ over fixed cost.	Variable Cost	Contribution	Material Cost	Fixed Cost	Contribution
71	P/V ratio is improved by _____ variable cost.	Decreased	Increased	Contribution	Profit	Decreased
72	Sales are 1, 00,000, variable cost is 70,000 and fixed cost is 15,000. The P/V ratio will be	30%	10%	25%	50%	30%
73	Contribution margin is equal to	Fixed cost + variable cost	Sales – variable cost	Sales – fixed assets	Sales – profit	Sales – variable cost

74	Margin of safety is	Sales – contribution	Actual sales – Break even sales	Sales – fixed assets	Sales – profit	Actual sales – Break even sales
75	A company has sales of Rs. 2,00,000; P/V Ratio is 20% and fixed cost is Rs. 15,000; the profit will be	Rs. 25,000	Rs. 20000	Rs. 35000	Rs. 40000	Rs. 25000
76	Difference between standard cost and actual cost is called as __	Variance	Profit	Loss	Wastage	Variance
77	Excess of actual cost over standard cost is a	Favorable variance	Unfavorable variance	Abnormal gain	Normal loss	Unfavorable variance
78	Excess of standard cost over actual cost is a	Favorable variance	Unfavorable variance	Abnormal gain	Abnormal loss	Favorable variance
79	Material cost variance is favorable when	Actual cost of material is more than std. material cost	Standard cost of material is more than actual cost of material	Actual quantity of material is more than standard quantity of material	Actual quantity of material is less than std. material quantity	Standard cost of material is more than actual cost of material

80	Labour cost variance is a difference between	Std. Labour Cost And Actual Labour Cost	Std. Labour Hrs – Actual Labour Hrs	Std. Labour Rate – Actual Labour Rate	Actual Labour Hrs – Std Labour Hrs	Std. Labour Cost And Actual Labour Cost
81	Favorable labour efficiency variance indicates	Improvement in labour efficiency	Improvement in quality	Cost reduction	reduction in quantity	Improvement in labour efficiency
82	Labour rate variance is favorable when	Actual rate is lower than the std. rate	Actual time is less than std. time	Actual rate is higher than std. rate	Actual time is more than std. time	Actual rate is lower than the std. rate
83	Idle time variance is always	Favorable	Unfavorable	Controllable	uncontrollable	Unfavorable
84	MPV + MUV = _____.	MCV	Favorable	LEV	Unfavorable	MCV
85	Standard cost is decided _____.	In advance	Favorable	Unfavorable	Controllable	In advance
86	Material yield variance arises due to change in _____.	non–controllable	Wastage	Adverse	Controllable	Wastage
87	Standard material cost depends on standard quantity and _____.	Actual Quantity	Actual Price	Standard Price	Cost Price	Standard Price

88	Change in basic wage rate gives rise to _____.	Labour Rate Variance	Labour Efficiency Variance	Material rate Variance	Material usage variance	Labour Rate Variance
89	Incompetent supervision causes _____.	Labour Rate Variance	Labour Efficiency Variance	Material rate Variance	Material usage variance	Labour Efficiency Variance
90	Labour efficiency variance is favorable when actual labour hours are less than _____.	Standard Labour Hours	Actual Hours	Actual Rate	Standard rate	Standard Labour Hours
91	ABC is a	Method of costing	Method of allocation	Technique of costing	Part of Costing	Method of allocation
92	An activity which generates cost is a	Cost driver	Cost pool	Cost unit	Cost Centre	Cost driver
93	_____ is the process of comparing performance with the Benchmark.	Bench Marking	Growth	Maturity	Initial Cost	Bench Marking
94	ABC stands for	Activity Based Costing	ABC Analysis	Asset Based Control	Cost control	Activity Based Costing

95	Documentation activity has cost driver	No. of bookings	No. of spare parts	No. of proposals	No. of units	No. of bookings
96	The transactions which influence the cost are	Cost drivers	Input	Output	Cost center	Cost drivers
97	_____ is a primary element of target costing.	Coordination	Method Of Allocation	Technique Of Costing	Growth	Coordination
98	At Growth stage sales _____.	Initial Cost	Increase	Decrease	Neutral	Increase
99	____ is incurred at the initial stage.	Cost unit	Initial Cost	Operating Cost	Ordering cost	Initial Cost
100	Cost of material handling is _ _____.	Cost Unit	Operating Cost	Initial Cost	Value Engineering	Operating Cost

Sample Questions:					**Class: T.Y.B.Com**
Examination Code: 2C00136					**Semester: VI**
Subject: Direct & Indirect Tax II- GST					**Paper Code: C83015**
Sr. No.	**Questions**	**Option A**	**Option B**	**Option C**	**Option D**
1	GST is _____ based consumption taxation.	Indirect tax reforms	Goods and services tax networks	Destination	Production

2	GST is applicable on _____ of goods and services.	Productio n	Demand	Supply	Manufact uring
3	Import of goods would be treated as _____.	Intra-state Supply	Inter–Stat e Supplies	Exempt Supply	Non-taxable Supply
4	____ Petroleum products have been temporarily been kept out of GST.	One	Two	Four	Five
5	_____ is levied on Intra-State Supply of Goods and/or Services in Union Territory.	SGST	IGST	CGST	UTGST
6	GST was introduced in India on _____.	########	########	01-06-2018	########
7	Supply of the following is not liable to GST.	Alcoholic liquor for industrial consumption	Alcoholic liquor for medicinal consumption	Alcoholic liquor for human consumption	Alcoholic liquor for animal consumption

8	HSN Code Stands for	Home Shopping Network	Harmonized System of Nomenclature	Harmonized System Number	Home State Number
9	The export of goods or services is considered as a _____.	Zero-rated supply	Exempt Supply	Taxable Supply	Inward Supply
10	The Vice-chairman of the GST council is _____.	Union Minister of state in charge of Revenue.	Union Finance Minister	One elected person amongst the State Finance Minister's	Minister in charge of Finance or Taxation.
11	_____ is a tax that is shifted from one taxpayer to another.	Direct Tax	Indirect Tax	Entry Tax	GST
12	Indirect Tax is a _____.	Regressive tax	Progressive tax	Tax on tax	Value added tax.
13	Central & excise duty shall be levied in addition to GST on _____.	Petroleum Products	Alcohol products	Tobacco and tobacco products	Alcohol for human consumption

14	_____ of the total number of member of the GST council shall constitute the quorum at its meetings.	Two	One–half	All	Two-third
15	_____ would provide three front end services to the taxpayers namely, registration, payment and returns.	Goods and services tax networks	GST Council	Government	Income tax
16	CGST and SGST / UTGST will be charged on _____ transactions.	Intra-State	Inter–State	Import	Export

17	In an area inside the sea between 12 nautical miles to 200 nautical miles, _____ will be payable.	CGST	SGST	IGST	UTGST
18	Central sales Tax is a _____ to be subsumed under GST.	State Tax	Entry tax	Government	Central Tax
19	On Petroleum Crude, High Speed Diesel, Motor Spirit (commonly known as Petrol), Natural Gas, and Aviation Turbine Fuel	GST will never be levied at all	GST will be levied from a date to be notified on the recommendations of the GST Council	GST will be levied, but it will be exempt	GST will be levied fully
20	What does 'I' stands for in IGST?	International	Internal	Integrated	Intra

21	Services by a hotel, inn, guest house, club or campsite are exempted for residential / lodging purposes -	If the actual tariff for a unit of accommodation is below Rs. 10,000	If the actual tariff for a unit of accommodation is below Rs. 1,000	If the actual tariff for a unit of accommodation is exactly Rs. 1,000	If the actual tariff for a unit of accommodation is above Rs. 1,000
22	Exempt supply of any goods or services or both attracts _____ rate of tax	Nil	Zero	Subsidized	18%
23	In case of services by an insurance agent to Ms. ABC Insurance Co. Ltd., GST is to be paid by	Insurance Agent	ABC Insurance Co. Ltd.	Both Agent & Company	Neither agent nor company
24	One tooth paste and tooth brush and a toilet soap sold in a packet for Rs. 50, is __	Mixed supply	Composite supply	Joint Supply	Not supply

25	In the case of composite supply the rate of tax is____	Average Rate of tax	Rate of principal supply	Highest rate	Lowest rate
26	Activities undertaken by the Government, or any local authority in which they are engaged as public authorities are _____	Supply of Goods	Supply of Services	Supply of Both goods and services	Not supply
27	Composition scheme is available only for ___	Inter-state supplies	B2B supplies	Intra-state supplies	E-commerce operators
28	Services by an employee to the employer in the course of or in relation to his employment is _____	Supply of Goods	Supply of Services	Supply of Both goods and services	Not supply

29	The functions performed by the Members of Parliament, Members of State Legislature are ___	Supply of Goods	Supply of Services	Supply of Both goods and services	Not supply
30	Services of funeral, crematorium or mortuary including transportation of the deceased is –	Supply of Goods	Supply of Services	Supply of Both goods and services	Not supply
31	In the case of mixed supply the rate of tax is____	Average Rate of tax	Rate of principal supply	Highest rate	Lowest rate
32	The notified limit for payment of composition levy in the case of special category states is ___	Rs. 1 Crore	Rs. 20Lakh	Rs. 50 Lakh	Rs. 75 lakh

33	A person liable to pay tax under Reverse Charge Mechanism____	Cannot opt for composition	Can opt for composition	Cannot collect GST	Can collect composite tax
34	Supply of two or more taxable supplies naturally bundled and supplied is called _____	Mixed supply	Composite supply	Common supply	Continuous supply
35	Letting out of the residential house is a ___ supply.	Taxable Supply	Common supply	Non- taxable	Continuous supply
36	Rent received from letting of agricultural plot is ____.	Taxable Supply	Common supply	Non- taxable	Continuous supply
37	Sum received from cosmetic surgery to improve looks is ___	Taxable Supply	Exempt supply	Non- taxable	Continuous supply

38	Sale of time slot for advertisement on television is ___.	Taxable Supply	Exempt supply	Non- taxable	Continuous supply
39	Royalty received by Mr. Arijit for use of the song is ____	Taxable Service	Exempt Service	Non- taxable	Continuous Service
40	Rooms are let out for religious purpose where rent is 500 per day ____	Taxable Supply	Common supply	Non- taxable	Continuous supply
41	In case of mobile connection for telecommunication and internet services provided on postpaid basis, location of ___ becomes the place of supply.	Billing address of recipient as per PAN	Billing address of recipient as per government records	Billing address of recipient as per records of supplier	Billing address of supplier

42	Mr. Rajedra of Nagpur provides services to Mr. Virendra of Rajkot, this will classify as _____.	Intra-state supply	Inter–State supply	Exempt services	Non-taxable services
43	M/s Puran of Maharashtra supplies goods to M/s Viren of Delhi, this will classify as _____.	Intra-state supply	Inter–State supply	Exempt services	Non-taxable services
44	Place of supply when goods are imported into India is ____.	Location of Importer	Location of supplier	Location outside India	No location
45	Where goods are supplied on board a conveyance, place of supply of goods is the place where _____.	Conveyance commences	Conveyance ends	Goods are taken on board	Conveyance unloaded

46	Time of supply means the date of issue of invoice or date of payment	Whichever is earlier	whichever is later	any of the two	none of the above
47	In respect of the additional payment for value of supply like interest, late fee etc., the time of supply is	Date of additional payment	Date of original payment	Date on which supply was received	Any date at the option of the supplier
48	Under GST law value of supply ____	Shall not include GST paid	Shall include GST paid	Shall include taxes other than GST	Shall not include any tax
49	The liability to pay tax on goods shall arise at the _____.	Dispatch of goods	Removal of goods	Time of supply	Delivery of goods

50	Where goods are assembled or installed at site, place of supply is the place where they are _____.	Sold	Stored	Installed	Bought
51	For catering services provided at an opening ceremony of a cricket tournament, place of supply will be the place _____.	Where event is actually held	Location of supplier	Location of recipient	No Location
52	A desktop is supplied receiving Rs. 30,000 and a mobile phone worth Rs. 20,000. Value of supply –	Rs 20,000	Rs 30,000	Rs 50,000	Rs 10,000

53	Mr. Ajay supplied goods to Mr. Vijay on 15.06.2019. He raised an invoice on 10.07.2019 and received the payment on 15.07.2019. The rate of tax was changed from 15% to 18% on 01.07.2019. Time of supply will be _____.	10.07.2019	15.07.2019	15.06.2019	01.07.2019
54	____ will be the place of supply when the goods are supplied on the direction of the third party.	Location of the supplier	Location of the recipient	Location of the third party	Location of Factory

55	Subsidies provided by the Central / State Govt. ___.	Shall be excluded from the value of taxable supply	Shall be included from the value of taxable supply	Shall require no adjustment	Can be included or excluded from the value of the taxable supply
56	__ of supply is the amount upon which tax is levied and collected	Value	Cost	Turnover	Discount
57	Discounts are excluded from _____ value of supply.	Reverse charge	Transacti on	Recipient	Supplier
58	Where services in relation to training and performance appraisal to a registered person are provided, place of supply is _____.	Location of such registered person	Location of supplier	Location where training is provided	Location of recipient

59	Ms. Amruta issued an invoice to Ms. Ankita on 5–7–2018 for services rendered on 15–7–2018. Ms. Ankita paid this amount on 7–7–2018. The rate of tax was changed on 10–7–2018. The time of supply shall be	5–7–2018	7–7–2018	10–7–2018	15–7–2018
60	Place of supply in case of live concert performed at Delhi by a singer from Mumbai	Delhi	Mumbai	Maharashtra	Punjab

61	Tax collected at the time of supply of goods or services is called ___	Output tax	Input tax	Composite tax	Reverse tax
62	Input Tax credit cannot be availed if the payment for supply is not made within _____ from the date of issue of the invoice.	150 days	180 days	130 days	110 days
63	The _____ shall distribute the credit of integrated tax and central tax.	Inputs	central tax	Input service distributor	State Tax
64	ITC can be claimed by a registered person for	Taxable supplies for business purpose	Taxable supplies for non-business purpose	Exempted supplies	Non-taxable supplies

65	Input tax credit is not available for ___	Services	Zero Rated Supplies	Taxable Supplies	Exempt Supplies
66	Reversal of input tax credit happens when	Recipient does not pay the amount within 180 days	When goods are of inferior quality	Supplier refuses to accept payment	None of these
67	Rate of interest in case of belated payment of tax is _____.	1%	12%	18%	24%
68	The input credit of CGST can be utilized for payment of _____ and _____.	CGST, UTGST	CGST, PMT	CGST, IGST	SGST
69	The amount available in the Electronic _____ ledger may be utilized for making payment of tax, interest, penalty, fees or any other amount under GST.	Cash	Liabilities	Credit	Refund

70	Cross utilization of ITC is not allowed between _____.	CGST and SGST	SGST and IGST	IGST and CGST	IGST and IGST
71	The amount available in the Electronic _____ Ledger may be utilized for making payment towards output tax.	Cash	Liabilities	Credit	Refund
72	An e-commerce operator neither having physical presence in the taxable territory nor a representative in the said territory shall _____.	Not supply goods and/or services in that taxable territory.	Not be liable for collecting and paying taxes on supply in such taxable territory.	Ask the recipient to pay taxes on his behalf.	Appoint a person in the taxable territory for the purpose of paying taxes.

73	A Reconciliation statement is the statement reconciling _____ declared in the returns furnished for the financial year with the audited annual financial statements.	reconciliation statement	Electronic commerce	value of supplies	Value of tax
74	Late fee of _____ per day is to be paid for delay in issuance of TDS certificate.	Rs. 500	Rs. 10	Rs. 100	Rs. 1000
75	Any person required to deduct tax has to submit an application for registration in Form _____.	GST REG-07	GST PMT-01	GSTR-7A	GST REG-06

76	Every _____ shall furnish a return in Form GSTR-7.	Tax Deductor	Annual Return	reconciliation statement	Supplier
77	The amount collected U/s 52 shall be paid to _____ within 10 days after the end of the month in which it is collected.	Annual statement	Governm ent	Recipient	Supplier
78	Any person, who fails to furnish the information required by the notice served U/s 52(2), shall be liable to pay penalty up to _____.	Rs. 2,05,000	Rs. 20000	Rs. 25000	Rs. 2000

79	Interest @ _____ is payable on excess claim of credit / excess reduction of output tax liability.	24%	12%	18%	1%
80	The proper officer has to communicate _____ in Form GST REG 08.	Cancellation of registration	Electronic cash ledger	Grant of registration	Annual return
81	_____ means aggregate value of all taxable supplies, exempt supplies, export of goods or services or both and inter-state supplies.	Aggregate Turnover	Casual taxable person	Non-resident taxable person	Resident taxable person
82	In case of transfer of business _____ has to obtain a fresh registration.	Reverse charge	Transferee	Casual taxable person	Transferor

83	A supplier supplying goods or services or both from more than one state will have to take _____ registration in every state.	Separate	Not liable	Single	Liable
84	Persons making _____ taxable supply have to mandatorily get registered under GST.	Casual taxable person	Exempt supply	Inter-state	Intra-state
85	_____ has to submit application for registration in form GST REG-09	Non-resident taxable person	Reverse charge	Transferee	Resident taxable person
86	Casual Taxable person has to submit application for registration in form _____.	GST REG-01	GST REG-03	GST REG-30	GST REG-05

87	Non-resident taxable person can claim input tax credit in respect of _____.	Grant of registration	Import of goods and / or services	Exempt supply	Sales
88	Every person shall have a _____ in order to be eligible for grant of registration.	Permanent Account Number	Aadhar Number	Voting card	TAN
89	The first two characters of the Goods and service Tax Identification Number represents _____ code.	State	City	Grant of registration	Country
90	The _____ of registration shall not affect the liability of the person to pay tax.	Cancellation	revocation	Voluntary registration	Registration

91	Application for _____ cannot be filed if registration has been cancelled for failure of furnishing returns, unless such returns have been furnished.	Voluntary registration	Revocation	Cancellation	Return filling
92	Application for cancellation of Registration cannot be made by a person who has voluntarily registered for a period of _____ from the effective date of registration	6 month	3 month	1 month	1 year

93	The amount deposited as advance deposit of tax by casual Taxable person or Non-resident taxable person at the time of registration is credited to _____.	Electronic Cash Ledger	Electronic Credit Ledger	Electronic Liability Ledger	Electronic Cess Ledger
94	The Certificate of registration issued to a casual taxable person or non-resident taxable person shall be valid for _____.	the period specified in the application for registration	90 days from the effective date of registration	either (a) or (b), whichever is earlier	either (a) or (b), whichever is later
95	A casual taxable person or non-resident taxable person shall apply for registration _____.	Within 5 days from commencement of business	Within 60 days from commencement of business	At least 15 days prior to commencement of business	At least 5 days prior to commencement of business

96	Every person liable for registration U/s 22 or 24 shall apply for registration within _____ from the date on which he becomes liable for registration.	15 days	45 days	30 days	60 days
97	_____ can claim input credit of all inward supplies.	Casual Taxable Person	Non-Resident taxable person	Both Casual & Non-Resident	None of the above
98	_____ is the application form for registration of casual Taxable person	GST REG-04	GST REG034	GST REG-02	GST REG-01
99	A non-resident person having _____ may take registration as a casual taxable person.	TAN Number	PAN Number	Aadhar Number	Citizenship

100	A person is liable to be registered under GST LAW where his aggregate turnover exceeds _____.	Rs. 40 lakhs	Rs. 20 Lakhs	Either (a) or (b) as the case may be	Rs. 15 lakhs

	SAMPLE QUESTION:	**CLASS: TYBCOM**
	EXAMINATION CODE: 2C00136	**SEMESTER: VI**
	SUBJECT: FINANCIAL ACCOUNTING	**PAPER CODE: C 83001**

MULTIPLE CHOICE QUESTIONS

Sr No.	QUESTIONS	OPTION 1	OPTION 2	OPTION 3	OPTION 4	CORRECT OPTION
1	Amalgamation of companies is governed by _____.	AS–13	AS–14	AS–9	AS–11	AS–14
2	The scheme of amalgamation can involve _____ companies	none	two	one	three	two and three
3	The amalgamation requires approval of _____.	High Court	Registrar of Companies	Central Government	Directors	High Court

4	Approval by ____ a shareholders is necessary for treatment as in nature of merger.	51%	75%	90%	80%	90%
5	Approval by _____ % of shareholders is required for implementation of the scheme of amalgamation.	51%	75%	80%	90%	80%
6	In case of purchase method, transferee company should record assets at _____.	book value	cost	market value	agreed value	agreed value
7	In case of pooling of interest method, transferee company should record assets at _____.	cost	market value	agreed value	book value	book value

8	Amalgamation Adjustment Reserve Account is required in respect of _____.	general reserve	statutory reserve	security premium	capital reserve	statutory reserve
9	The excess of net asset value over consideration is _____.	capital reserve	security premium	profit or loss	goodwill	capital reserve
10	AS–14 covers amalgamation of _____.	companies	firms	firms and company	Directors and Partners	companies
11	On amalgamation, the transferer company transfer its assets to Realisation Account at _____.	agreed value	book value	market value	original cost	book value
12	Purchase consideration as per AS–14 is the amount payable to _____.	shareholders and debenture holders	shareholders and creditors	shareholders	none of the above	shareholders

13	For accounting mergers, the method followed is _____.	Pooling of Interest Method	Equity Method	Purchase Method	none of the above	Pooling of Interest Method
14	Under Pooling of Interest Method, the difference between purchase consideration and share capital of	General Reserve Account	Goodwill Account	Amalgamation Adjustment Account	none of the above	General Reserve Account
15	Pooling of Interest is a method of _____.	providing depreciation	valuation of inventory	accounting for amalgamation	none of the above	accounting for amalgamation
16	Under Purchase Method, any excess of purchase consideration over net assets acquired should be	goodwill	capital reserve	Profit & Loss Account	none of the above	goodwill
17	Profit on Realisation Account is transferred by transferor company to _____.	Equity Shareholders Account	Preference Shareholders Account	Profit & Loss Account	none of the above	Equity Shareholders Account

18	The asset, which is not taken under Net Asset Method of calculation of purchase consideration, is	discount on issue of shares	loose tools	furniture	bills receivable	discount on issue of shares
19	Companies may combine by _____.	Amalgamation	Absorption	External reconstruction	Any of the above	Any of the above
20	If Vijay Ltd. and Vishakha Ltd. are taken over by Swati Ltd. a new company it is called _____.	Absorption	External reconstruction	Amalgamation	Internal reconstruction	Amalgamation
21	Conversion of currency is covered in AS _____.	9	13	11	14	11

22	The exchange difference on settlement of liability specially for purchase of fixed asset is transferred _____.	asset	exchange difference	depreciation	profit & loss	asset
23	The balance in receivable as on the date of Balance Sheet is converted at rate _____.	on the date of sale goods	on the date of Balance Sheet	on the date of subsequent recovery	on the date of first recovery	on the date of Balance Sheet
24	The amount payable for purchase on the date of Balance Sheet is converted at _____.	on date of purchase	on date first payment	on date of subsequent payment	on date of Balance Sheet	on date of purchase
25	The depreciation on fixed assets is converted at rate _____.	on date of Balance Sheet	average during year	date of purchase	reopening date of year	date of purchase

26	The interest of loan is converted at rate on the date _____.	of loan borrowed	of accrual of interest	of payment	of Balance Sheet	of accrual of interest
27	The interest accrued on loan as on date of Balance Sheet is converted at rate on date of _____.	of payment	of Balance Sheet	of loan borrowed	average of (b) and (c)	of Balance Sheet
28	The balance in exchange difference on transaction of export sale is transferred to _____.	Sales Account	Debtors Account	Profit & Loss Account	Trading Account	Profit & Loss Account
29	The exchange difference arising due to import of raw material is transferred to _____.	purchase	trading	Profit & Loss Account	suppliers	Profit & Loss Account

30	The currency of the enterprise preparing account is called _____.	foreign currency	home currency	reporting currency	own currency	reporting currency
31	Following is not a monetary item :	Bills Receivable	Cash	Inventory	Bills Payable	Inventory
32	An exchange rate on the date of Balance Sheet is known as _____.	average rate	closing rate	non-monetary rate	monetary rate	closing rate
33	Non-monetary items are valued at _____.	market price	current price	historical cost	fluctuating price	historical cost
34	Reporting currency is the currency used in _____.	settling financial transactions	presenting financial statements	recording financial transactions	none of the above	presenting financial statements
35	Foreign currency is a currency _____.	used in recording foreign transactions	in presenting foreign financial statements	other than the reporting currency	none of the above	other than the reporting currency
36	Average rate is the rate _____.	on the Balance sheet date	is the mean of the exchange rates	is the proportion between two currencies	is rate at which asset could be exchanged	is the mean of the exchange rates

37	Exchange rate is the _____.	rate at the Balance sheet date	mean of the exchange rates	proportion between two currencies	rate at which asset is exchanged	proportion between two currencies
38	Following is not an example of a monetary item._____.	cash	payable	receivables	fixed assets	fixed assets
39	Following is an example of a non-monetary item _____.	Debtors	Creditors	Bank A/c	Stock	Stock
40	The mean of the exchange rates in force during a period is known as _____.	Average rate	Closing rate	Reporting rate	none of the above	Average rate
41	Equity shareholders are	Priority claimant	Second claimant	Last claimant	No claimant	Last claimant
42	Voluntary transfer is made by the company within	One year	Two years	Three years	Five years	One year
43	Liquidator's statement is prepared under section	143	153	156	173	156

44	In the case of compulsory winding up, official liquidator is appointed by	The Central Governm ent	The State Governm ent	The Registrar of Companie s	The High Court	The Central Governm ent
45	Liquidator is appointed by _____ in its _____ meeting.	Wages, Salaries	Company, General	Compulso ry, Voluntary	None of the above	Company, General
46	The Statement of Affairs is required to be submitted to the _____ _____ in case of compulsory winding up.	Preferenc e creditors	Official Liquidato r	Summary of Cash book	None of the above	Official Liquidato r
47	Deficiency or surplus A/c is given in list _____.	B	H	C	None of the above	H
48	Deficiency or surplus A/c is prepared as per list	H	B	C	E	H

49	Preferential creditors are included in list	List C	List B	List D	List E	List C
50	A liquidator is entitled to receive remuneration @ 2% of the assets realized 3% of Preference Creditors and 3% of the amount distributed among the unsecured creditors.Assets realized Rs 25,00,000 against which payment was made as follows : Liquidation expenses Rs.25,000 Preferential Creditors Rs. 75,000 Secured Creditors Rs.10,00,000	Rs. 90,000	Rs.91,505	Rs.95,000	Rs. 1,03,000	Rs.91,505

51	A liquidator is entitled to receive remuneration at 2% on the assets realized, 3% on the amount distributed to Preferential Creditors and 3% on the payment made to Unsecured Creditors. The assets were realized for ` 45,00,000 against which payment was made as follows : Liquidation Expenses Rs.50,000 Secured Creditors Rs 15,00,000 Preferential Creditors Rs. 1,25,000 The amount due to Unsecured Creditors was Rs.15,00,000.	Rs. 1,30,000	Rs. 1,45,000	Rs.1,38,750	Rs. 1,25,000	Rs. 1,38,750

52	Company went into liquidation whose creditors are Rs.36,000 including Rs.6,000 on account of wages of 15 men at Rs.100 per month for 4 months immediately before the date of winding up; Rs. 9,000 being the salaries of 5 employees at Rs.300 per month for the previous 6 months. Rent for godown for the last six months amounting to Rs. 3,000; Income–tax deducted out of salaries of employees Rs.1,000 and Directors fee Rs.500; in addition it is estimated that the company would have to pay Rs.5,000 as compensation to an employee for injuries suffered by him, which was contingent liability not accepted by the company and not included in above said creditors figure.	Rs. 12,500	Rs.10,000	Rs.7,500	Rs. 5,000	Rs.12,500

53	A Liquidator is entitled to receive remuneration at 2% on the Assets realized, 3% on the amount distributed to Preferential Creditors and 3% on the payment made to Unsecured Creditors. The assets were realized for Rs.25,00,000 against which payment was made as follows :Liquidation Expenses Rs.25,000 Secured Creditors Rs. 10,00,000 Preferential Creditors Rs.75,000	Rs.91,505	Rs.52,250	Rs.39,255	` Rs. 45,750	Rs.91,505
54	A contributory is a	Shareholder	Debentureholder	Secured creditor	Unsecured creditor	Shareholder

55	The Statement of Affairs is required to be submitted to the _____ _____ in case of compulsory winding up.	Preferenc e creditors	Official Liquidato r	Summary of Cash book	None of the above	Official Liquidato r
56	A company may be wound up by NCLT when	special resolution is passed	The company acted against National interest	Affairs of the company are conducted in a fraudulent manner	All of the above	All of the above
57	Petition of winding up can be filed by	Contribut ory	ROC	Company	All of the above	All of the above
58	Central Government can present a petition to NCLT for winding of the company if the company has acted against.	Sovereign ty and Integrity of India	Security	Public order	All of the above	All of the above

59	There are two types of winding up viz. (a) _____ (b) _____.	Compulsory, Voluntary	Wages, Salaries	Company, General	None of the above	Compulsory, Voluntary
60	Section _____ provide for compulsory winding up.	433 to 465	430 to 465	433 to 462	None of the above	433 to 465
61	Indian companies Act, requires companies to complete minimum subscription of _____ %.	90%	80%	20%	75%	90%
62	Section _____ places certain restrictions with reference to commission to be paid for underwriting the shares.	26	76	56	66	76

63	Commission cannot exceed _____% of the issue price of shares.	2%	5%	3%	1%	5%
64	Commission cannot exceed _____% of the issue price of debentures.	3½ %	2½ %	4½ %	5½ %	2½ %
65	Every Company issuing shares to public must collect within 15 days	80% of the issue	90% of the issue	45% of the issue	25% of the issue	90% of the issue
66	The time limit for collection of minimum subscription is	15 days	21 days	7 days	5 days	15 days
67	In case of shares commission cannot exceed	3 % of issue price	7.5 % of issue price	5 % of issue price	2.5 % of issue price	5 % of issue price
68	In case of Debentures the commission cannot exceed.	2.5 % of issue price	7.5 % of issue price	5 % of issue price	10 % of issue price	2.5 % of issue price

69	Underwriting commission is calculated on	Issue price of shares underwritten	Net liability value	Marked application value	Firm underwriting value	Issue price of shares underwritten
70	Unmarked applications are	Applications bearing no stamp of the underwriter	Firm underwriting	Applications received by the company	Applications issued by the company	Applications bearing no stamp of the underwriter
71	When all the shares are underwritten it is called	Firm underwriting	Partial underwriting	Full underwriting	All of the above	Full underwriting
72	When some of the shares are underwritten it is called	Full underwriting	Partial underwriting	Firm underwriting	None of the above	Partial underwriting
73	SV Ltd. issued a 10% Debentures of Rs.100 each at 20% discount. The underwriting commission will be paid on	Rs.100	Rs.80	Rs. 120	Rs.150	Rs.80

74	SV Ltd. issued shares of a face value of Rs.100 each at par. The MV is Rs. 120 cost is Rs. 90. The underwriting commission will paid on	Rs.100	Rs. 120	Rs. 90	none	Rs.100
75	Vide SEBI guidelines underwriting commission for Preference shares and Debentures upto Rs. 5,00,000 should not exceed.	2%	2.70%	2.50%	5%	2.50%

76	Vide SEBI guidelines underwriting commission for Preference shares and Debentures beyond Rs.5,00,000 should not exceed.	2.50%	1.50%	2%	5%	2%
77	An underwriter is a person	Who underwrites the issue	Who finds buyers for the shares	Who is a broker	None of the above	Who underwrites the issue
78	A person cannot act as an underwriter unless he holds a certificate granted by	RBI	SEBI	ROC	MCA	SEBI
79	When the benefit of firm underwriting is given to the underwriters	Firm underwriting is not treated as unmarked applications	Firm underwriting is not treated as marked applications	Firm underwriting is ignored	None of the above	Firm underwriting is not treated as unmarked applications

80	When the benefit of firm underwriting is not given to the underwriters	Firm underwriting is treated as unmarked applications	Firm underwriting is treated as marked applications	Firm underwriting is ignored	None of the above	Firm underwriting is treated as unmarked applications
81	The books of LLP are to be retained for _____ years.	6	7	8	5	8
82	The accounting year for LLP ends on _____.	31st May	31st July	31st March	31st December	31st March
83	Every LLP has to prepare a statement of accounts on or before _____ every year.	30th September	30th April	30th June	30th November	30th September
84	Audit is compulsory if the turnover of LLP exceeds ` _____.	` 40,00,000	Rs. 20,00,000	Rs.10,00,000	Rs.40,20,000	Rs.40,00,000
85	Solvency statement is filed with ROC in Form No. _____.	8	7	6	5	8

86	Annual Return of LLP is filed within _____ days of the end of the year.	60	50	40	20	60
87	Sec _____ of LLP Act provides for conversion of partnership into LLP.	55	25	35	15	55
88	At least _____ persons are required to form LLP.	1	2	4	3	2
89	Statement of Account & Solvency is signed by _____ partner.	Designated	An individual	A company	None of the above	Designated
90	Accounts of LLP are to be audited by	Chartered Accountant	Cost Accountant	Company secretary	Master of commerce	Chartered Accountant
91	Maximum number of partners in LLP is	20	50	100	No limit	No limit
92	Agreement for LLP is in filed with	ICAI	NCLT	ROC	MCA	ICAI

93	Certificate of incorporation of LLP is issued by	Registrar of firms	Registrar of companies	Registrar of co–operative societies	Registrar of Universities	Registrar of companies
94	A partner shall cease to be a partner on	Death	Retirement	Winding up	All of the above	All of the above
95	Liability of partners in LLP	Limited	Unlimited	a & b	None of the above	Limited
96	The consent of designated partners is filed with the ROC in	Form 1	Form 2	Form 3	E-Form 4	E-Form 4
97	Books of accounts of LLP are to be preserved for	5 years	7 years	8 years	9 years	8 years
98	Books of accounts of LLP are maintained on	Cash basis	Accrual basis	Cash basis or accrual basis	Cash basis and accrual basis	Cash basis or accrual basis
99	Contribution can be	Tangible	Intangible	Movable / Immovable Property	All of the above	All of the above
100	Contribution by a partner to LLP is	Compulsory	Not compulsory	As specified by the agreement	None of the above	As specified by the agreement

Sr. No	Question	Option A	Option B	Option C	Option D	Correct Answer
1.	---- is the second most populous state in India	Maharashtra	Gujarat	Madhya Pradesh	Tamilnadu	**Maharashtra**
2.	According to census 2011 the density of population was ----	602	457	382	554	**382**
3.	The rural India has more than ---- of the total population.	70%	90%	85%	65%	**70%**
4.	As per the Sample Registration System Report, the sex ratio in 2017 was-----.	898	896	900	902	**896**

5.	Annapurna scheme was introduced in -------	Apr-01	Apr-02	Apr-03	Apr-00	**Apr-00**
6.	Multidimensional Poverty Index is used by the ------ to estimate poverty	UN	Planning Commission	World Bank	RBI	**UN**
7.	The state of ------ created maximum job opportunities under MGNREGS IN 2011-12	Maharashtra	Delhi	Tamilnadu	Rajasthan	**Rajasthan**
8.	The size of India's population according to 2011 census is ------ millions.	1210.86	1300.23	1100.32	1500.24	**1210.86**
9.	----------is the known as the ' Aadhar Gaon'	Bundi Village	Thambali Village	Ganganagar Village	Karauli Village	**Thambali Village**

10.	----- Coefficient is used to measure the extent of inequality.	Lorenz	Gini	Index	Karl Pearson	**Gini**
11.	PradhanMantri Ujjwala yojna is concerned with ----	Electricity connection	Mobile connection	Television connection	LPG connection	**LPG connection**
12.	JNNURM stands for -------	Jawaharlal Nehru National Urban Reuse Mission	Jawaharlal Nehru National Unique Renewal Mission	Jawaharlal Nehru National Urban Renewal Mission	Jawaharlal Nehru National Urban Renewal Management	**Jawaharlal Nehru National Urban Renewal Mission**
13.	Price policy mainly benefits----------	Poor farmers	Skilled farmers	Urban farmers	Rich farmers	**Poor farmers**
14.	Demand for agricultural commodities----------	Elastic	Unit elastic	Inelastic	Relatively elastic	**Inelastic**

15.	High yielding variety seeds were used in the cultivation of--------	Wheat and rice	Sugar	Pulses	Rice	**Wheat and rice**
16.	Statutory minimum support price is applicable to ----------	Jute, sugarcane	Rice & Wheat	Pulses	Cotton	**Jute,Sugarcane**
17.	------ system of taxation is used to reduce inequality	Proportionate	Progressive	Regressive	Marginal	**Progressive**
18.	---------are used by the Government in recent times to strengthen the last mile delivery of the various welfare programmes of the Government.	JAM	RAM	CPAN	DTAN	**JAM**

19.	NSSO stands for-----	Natural Sample Survey Organisation	National Simple Survey Organisation	National Sample Survey Organisation	National Sample Systematic Organisation	**National Sample Survey Organisation**
20.	Unemployment among the educated people is known as---------	Seasonal Unemployment	Educated Unemployment	Disguised Unemployment	Open Unemployment	**Educated Unemployment**
21.	The unemployment rate in India in 2017-18 was ------ based on usual status	6.10%	7.20%	5-7%	4.90%	**6.10%**
22.	'Make in India' was launched in -------with the goal of making India a manufacturing a global hub.	2012	2013	2014	2015	**2014**
23.	PMKVY stands for------	Pradhan Mantri Kaushal Vikas Yojana	Pradhan Mantri Krishi Vikas Yojana	Pradhan Mantri Kaushal Vidhyala Yojana	Pradhan Mantri Kaushal Vijay Yojana	**Pradhan Mantri Kaushal Vikas Yojana**

24.	'Rajiv Awas Yojan' was announced by the Government to have a ----------	Slum free India	Poverty free India	Unemployment free India	Inequality free India	**Slum free India**
25.	Urbanisation ------ employment opportunity	Decreases	Increases	Not affected	mixed effect	**Increases**
26	During the British regime, the------- collected the land revenue from the farmers on behalf of the Government.	Tenant	Zamindars	Labour	Agents	**Zamindars**
27	Co-operative farming enables ------farming.	Small scale	Micro Scale	Medium scale	Large scale	**Large scale**

28	In 2013-14 , food grains production in India.	265.6 million tonnes	260.6 million tonnes	165.6 million tonnes	270.6 million tonnes	**265.6 million tonnes**
29	Public distribution system is handled by-----	CACP	FCI	Department of Agriculture	Price monitoring Board	**FCI**
30	CACP stands for-----	Commission for Agricultural cost and prices	Centre for Agricultural cost and prices	Commission for Agricultural commodity and prices	Commission for Agricultural cost and profit	**Commission for Agricultural cost and prices**
31	------ plays an important role in agricultural pricing	Demand	Weather condition	Supply	Fertility of soil	**Supply**
32	--------- is an apex bank for rural finance.	IDBI	NABARD	ICICI	SBI	**NABARD**
33	-----no. of private sector banks were nationalised in the year 1969	Fifteen	Fourteen	Nine	Twelve	**Fourteen**

34	The Kisan Credit Card is issued by -------	Governm ent	NABAR D	SBI	RRB	**NABAR D**
35	Five RRB's were started in -------	1976	1978	1975	1969	**1975**
36	Demand for agricultural commodity is-----	very elastic	Unitary elastic	Less elastic	Perfectly elastic	**less elastic**
37	Market information reduces exploitation of __	Farmers	traders	wholesal ers	middlem an	**Farmers**
38	Objective of National Agricultural Policy was to achieve & sustain growth rate at ___	2 % per annum	3% per annum	4% per annum	5% per annum	**4% per annum**
39	India has __ largest arable land	First	Second	Third	Fourth	**Second**

40	India has __ million hector of waste land	89.5	79.5	69.5	59.5	**79.5**
41	The general changes in the agriculture sector & it's related activities will help to promote _____	Rural development	Urban development	State development	Market development	**rural development**
42	Make in India was launched in	2014	2015	2016	2017	**2014**
43	India's rank in ease of doing business is __	100	101	102	103	**100**
44	Industrial development in India since 1956 was based on	Wage goods model	Consumer goods	Agro based goods	Mahalnobis model	**Mahalnobis model**

45	During the period 1976 to 1991 industrial growth in India was__	Recovered	Slowed down	Stagnant	Fast	**stagnant**
46	Which of the following crisis was responsible for the announcement of industrial policy	Balance of payment crisis	Gulf war	IMF crisis	Oil crisis	**Balance of payment crisis**
47	Locational restrictions were made flexible in the policy of	1948	1956	1973	1991	**1991**
48	Which of the following is not role of public sector in India	Export promotion	Import substitution	Increase in unemployment	Foreign exchange earnings	**Increase in unemployment**

49	The sale of equity in public sector enterprise is known as	Investment	Disinvestment	New investment	Further investment	**Disinvestment**
50	Public sector enterprise constitutes a major segment of ___activity in Indian Economy	Agriculture	Industrial	Service	Service and agriculture	**Industrial**
51	UAN stand for__	Udyog aadhar number	Udyog availability number	Udyog access number	Udyog activity number	**Udyog aadhar number**
52	____ is concerned with revival and rehabilitation of distressed MSMEs	Corrective action plan	Corrective action procedure	New action plan	Introduction of action procedure	**Corrective action plan**
53	MRTP was replaced by ___	Contract act	Industry act	Competition act	Factories act	**competition act**

54	Licensing system was ___ in the 1991 industrial policy	Introduced	Abolished	Revised	Amended	**abolished**
55	IT and ____is a very important component of the service sector	Internet	Digital India	ITES	Telecommunication	**ITES**
56	Services in the _____list are not taxed by the Government	Positive	Negative	Neutral	Nominal	**Negative**
57	Cooperative credit has _____ structure	Two Tier	Four Tier	Five Tier	Three Tier	**Three Tier**
58	Which of the following is a growth potential in the health care industry in India?	Growing Insurance market	Expanding Medical Tourism	Telemedicine	E-tourist visas	**Growing Insurance market**

59	.In Tourism Sector FDI is encouraged upto ----------	50%	49%	100%	45%	**100%**
60	E-tourist visa is concerned with ---- _____	Cultural Tourism	Medical Tourism	Adventure Tourism	Industrial Tourism	**Medical Tourism**
61	The Scheme launched to correct regional imbalances and to improve the quality of medical education --------	PMSSY	AYUSH	NRHM	NRLM	**PMSSY**
62	NRHM stands for_____	National Regional Health Mission	National Rural Health Mission	National Rehabilitation Health Mission	National Recovery Health Mission	**National Rural Health Mission**
63	Balance of payment always ------	Equal	Balances	Surplus	Deficit	**Balances**
64	Special Economic zones are meant for-------	International product	Export Promotion	Domestic Product	Import Promotion	**Export Promotion**

65	India’s rank in the World Bank’s Ease of Doing Business Report 2018 is ---- out of 190 countries	50	100	150	75	**100**
66	There is full convertibility of rupee in the -----	Capital account	Merchandise account	Current account	Trading account	**Current Account**
67	The share of exports from India’s manufacturing sector is ------	Decreasing	Nominal	Increasing	No change	**Increasing**
68	Merchandise account is included in --------account	Trading account	Capital account	Receipts and payments account	Current account	**Current**

69	Current account deficit is balanced by a -------- in the capital account	Deficit	Surplus	No change	Equal	**Surplus**
70	Adverse Balance of payments occurs when payments are --------- receipts	More than	Less than	Equals to	Constant	**More than**
71	India has a ------- in balance of trade.	Surplus	No change	Equal	Deficit	**Deficit**
72	The New Trade policy is announced in the	Union Budget 2013-2014	Union Budget 2012-2013	Union Budget 2015-16	Union Budget 2014-2015	**Union Budget 2015-16**
73	FDI flow has increased since----	1990	1991	1992	1984	**1991**

74	---- Equity participation is allowed in infrastructure development.	50%	35%	100%	25%	**100%**
75	The capital which flows into the equity market is known as ------	Growth Investment	Portfolio investment	Defensive investments	Shares	**Portfolio investment**
76	MNC’s stands for--	Multilayer companies	Multinational companies	Multinational committee	Multidimensional companies	**Multinational companies**
77	The foreign exchange reserves of India by March 2015 amounted to US $----- Billion.	400.2	350.5	341.6	525.8	**341.6**
78	FERA was replaced by ----------	GATS	WTO	FEMA	GATT	**FEMA**

79	SAARC STANDS FOR ----	South Asian Association for Rural cooperation	South Asian Association for Relative cooperation	South Asian Association for Regional cooperation	South Asian Association for Rigid cooperation	**South Asian Association for regional Cooperation**
80	At present ---- countries are members of WTO.	160	164	150	124	**164**
81	Singapore is one of the member nations of the ----------	SAARC	ASEAN	BREXIT	EU	**ASEAN**
82	WTO replaced ----- in 1995	FERA	GATT	FEMA	GATS	**GATT**
83	The tenth ministerial conference was held at ---- in December 2017.	South Africa	Malaysia	Nairobi	Kenya	**Nairobi**
84	Bhutan is a member of-----	ASEAN	BREXIT	EU	SAARC	**SAARC**

85	----- Market is the most volatile market.	Money market	Call money market	Commercial paper market	Treasury Bill Market	**Call money**
86	Certificate of deposits are issued by ------	Money market	Commercial banks	RBI	SEBI	**Commercial banks**
87	REPO means------	Relative purchase option	Regulated purchase option	Repurchase option	Reorganised purchase option	**Repurchase option**
88	There are ___ regulated agricultural market in India at present	8187	9167	7157	5127	**7157**
89	Primary marketing societies are at __	Village level	State level	Centre level	City level	**village level**
90	Money market is a market for___	Short term funds	Medium term funds	Ong term funds	Medium term and long term funds	**Short term funds**
91	Call money market period is for __	Only 2 days	2 days to 14 days	5 days to 13 days	6 days to 12 days	**2 days to 14 days**

92	Treasury bills are issued by ___ on behalf of government of India	Commercial bank	RBI	Co-operative bank	State government	**RBI**
93	Indigenous bankers are component of	RBI	Commercial bank	Co-operative bank	Unorganised money market	**Unorganized money market**
94	Which of given is not the main player of Indian money market	Primary dealers	Commercial bank	Co-operative bank	Over the counter exchange of India	**Over the counter exchange of India**
95	Certificate of deposits are issued by	Central bank	Commercial bank	Co-operative bank	Stock market	**Commercial bank**
96	__ was the first mutual fund established in India	UTI	LIC	GIC	HDFC	**UTI**

97	During inflation RBI __ securities to absorb excess liquidity	Buys	Sells	Issues	Repurchase	**Sells**
98	Capital Market is regulated by -------	RBI	SEBI	Money market	IRDA	**SEBI**
99	SEBI was established in ------	1969	1970	1988	1990	**1988**
100	The National Stock Exchange was started in------	1990	1991	1992	1993	**1992**

Name Of the Professor:	Class: T.Y.B.Com (Accounting and Finance)
Examination Code: 4C00456	Semester: VI/CBCS
Subject: Economics III (Indian Economy)	Paper Code:85607

Name of the Professor : **Class : TY B.Com (**
Examination Code: 2C00456 **Semester VI/CBCS**
Subject : Cost Accounting IV **Paper Code 85602**

Sr. No	Question	Option A	Option B	Option C	Option D	Correct Answer
1	One of the element is not a basic element of a budget	defines the responsibility of each employee	comprehensive plan	expressed in financial terms	future plan for a specified period	defines the responsibility of each employee
2	The non availability of scarce factor can _____	increase the production	increase the sale	stop the production	produtio remains constant	stop the production
3	Flexible budgets are useful for	planning purpose only	planning performance evaluation and feedback control	control of performance only	performance only	planning purpose only
4	Which is of the budget is prepared for a long period of time	production budget	purchase budget	cash budget	capital expenditure budget	capital expenditure budget
5	A flexible budget takes into account	fixed cost only	variable cost only	semi-variable cost only	fixed, variable and semi-variable cost	fixed, variable and semi-variable cost

6	Budget period depends on	type of budget	management policy	government policy	taxation policy	management policy
7	The object of budgetary control is	planning purpose only	organising	past experince	taxation policy	planning purpose only
8	Budget manual is a	detailed information plans , policies, procedures and operations	Annual magazine	note book	budgeted prepared manually	detailed information plans , policies, procedures and operations
9	Performance of any organisation depends on	political factors only	social factors	critical factor	emotional factor	critical factor
10	Sales budget shows	estimate of future sales	estimate fo future production	estimate of inventory	estimates of labour	estimate of future sales
11	Production budget is expressed in	quantity only	cost only	quantity and cost	price	quantity only
12	The budget which helps to plan and control of cash is	production budget	Cash budget	Sales budget	flexible budget	Cash budget

13	The budget which is dynamic is	Fixed budget	Flexible budget	cash budget	Sales budget	Flexible budget
14	The budget which covers all the functional budget is	Master budget	sales budget	production budget	Cost budget	Master budget
15	Production cost budget shows	Budgeted cost of production	Budgeted cost of sales	Budgeted purchases	Budgeted capacity	Budgeted cost of production
16	The scarce factor of production is knowns as_____	limiting factor	least factor	latest factor	largest factor	limiting factor
17	Flexible budget is drawn for _____ level of activity	one year	multiple	three	fixed	multiple
18	Budgetary control is costly for organisation	small	large	corporate	industry	small

19	Sales budget shows estimate of _____ sale	future	past	present	standard	future
20	Cash budget shows budgeted	receipts and payments	income and expenditure	profit and loss	under absorption and overabsorptin	receipts and payments
21	_____ is taken for comparison from previous year	flexible	fixed cost per unit	current	basic budget	basic budget
22	Sales budget is prepared by _____manager	production	sales	assistant	purchase	sales
23	_____ is shown in receipts column in cash budget	rent received	rent paid	credit sales	depreciation	rent received
24	_____are not considered in cash budget	Preliminary expenses	cash sales	sales commission paid	rent received	Preliminary expenses

25	Contribution is equal to ?	Fixed Cost + Profit	Sales + Variable Cost	Fixed Cost + Variable Cost	Sales + Fixed Cost	Fixed Cost + Profit
26	Which of the following costs will be deducted from Sales Revenue for calculating Contribution?	Direct Materials	Office Rent	Fixed Factory Overheads	Sale of scrap	Direct Materials
27	P/V ratio is equal to ?	Profit/Fixed Cost	Contribution/Sales	Profit/Contribution	Profit/Sales	Contribution/Sales
28	What is the formula to calculate Break Even Point ?	Fixed Cost / PV Ratio	Fixed cost X Sales/Total Contribution	Fixed Cost / Contribution per unit	Fixed Cost / Total Contribution	Fixed Cost / Contribution per unit
29	What will happen to Break Even Point if Variable Cost increases ?	Break Even Point Increases	Break Even Point Decreases	Break Even Point Remains the Same	Break Even Point Becomes Zero	Break Even Point Increases

30	What is the formula to calculate Margin of Safety ?	Profit / Fixed Cost	Actuals Sales - Break Even Point Sales	Contribution/Sales	Profit/Contribution	Actuals Sales - Break Even Point Sales
31	CVPA stands for ?	Cost Volume Profit Analysis	Cost Value Profit Analysis	Contribution Volume Profit Analysis	Contribution Value Profit Analysis	Cost Volume Profit Analysis
32	The selling price per unit less the variable cost per unit is known as ?	Fixed cost per unit	Gross profit per unit	Net profit per unit	Contribution per unit	Contribution per unit
33	At Break Even Point , contribution will be equal to ?	Variable cost	Fixed cost	Sales	Zero	Fixed cost
34	Which of the following options best describes the utility of CVP Analysis ?	It is used as a tool of Profit Planning	It is used for for taxation planning purposes	It is used to prepare external financial statements	It is used to correct financial results	It is used as a tool of Profit Planning

35	The P/V Ratio of a company is 20%, contribution is Rs. 1,00,000, what would be the Sales of the company ?	1,00,000	2,00,000	4,00,000	5,00,000	5,00,000
36	Which costing technique charges Fixed as well as Variable Costs to the products ?	Absorption Costing	Marginal Costing	Standard Costing	Contract Costing	Absorption Costing
37	Which of the following is the assumption of Marginal Costing ?	Operating Efficiency will increase	There will be a change in the selling price per unit	Variable Cost per unit will increase	Fixed Cost will remain constant	Fixed Cost will remain constant
38	Which cost is treated as period cost ?	Variable Cost	Fixed Cost	Total Cost	Semi Variable Cost	Fixed Cost

39	Which of the following is the limitation of Absorption Costing ?	It takes into consideration Cost Volume Relationship	It charges fixed costs to the products	It does not include Fixed Cost in Closing Stocks	It helps in taking product mix decision	It charges fixed costs to the products
40	Which cost is also known as Variable Cost?	Marginal Cost	Fixed Cost	Total Cost	Semi Variable Cost	Marginal Cost
41	A chart which indicates different amount of sales and costs at different volumes is known as	Break Even Chart	Break Revenue Chart	P/V Ratio Chart	Profit Chart	Break Even Chart
42	Which of the following is the limitation of Marginal Costing ?	Separation of costs into fixed and variable is difficult	Marginal Costing does not help in profit planning	Marginal Costing does not help in taking managerial decisions	Marginal Costing does not help in production planning.	Separation of costs into fixed and variable is difficult

43	What is the P/V Ratio if Selling Price Per Unit is Rs. 20, Variable Cost per unit is Rs. 8 ?	20%	25%	50%	60%	60%
44	For Alpha Ltd. Profits for Year 1 are Rs. 10,000 and Profits for Year 2 are Rs. 20,000. For this company, Sales for Year 1 are Rs. 50,000 and Sales for Year 2 are Rs. 1,00,000. What is the P/V Ratio ?	20%	25%	50%	60%	20%

45	P/V Ratio of a company is 30%, What is the Variable Cost of this company, if Sales is Rs. 9,00,000	2,70,000	6,30,000	2,00,000	6,50,000	6,30,000
46	Fixed Cost of a Company is Rs. 2,00,000 , P/V Ratio is 50%. How much sales company should undertake to earn profits of Rs. 2,00,000?	Rs. 10,00,000	Rs. 8,00,000	Rs. 4,00,000	Rs. 6,00,000	Rs. 8,00,000

47	Contribution to Sales Ratio of a company is 40%, therefore Variable Cost is how much percentage of Sales ?	40%	60%	100%	Cannot be determined	60%
48	Total Fixed Cost of a company is Rs. 10,00,000 and Contribution per unit is Rs. 10. What will be the Break Even Point of the company in units ?	10,000 units	100 units	1,000 units	1,00,000 units	1,00,000 units

49	If Margin of Safety if Rs. 20,000 and P/V Ratio is 40%, what will be the profit ?	Rs. 800	Rs. 8000	Rs. 12,000	Rs. 1200	Rs. 8000
50	In Break Even Chart, at Break Even Point which two lines intersect ?	Sales Line and Total Cost Line	Sales Line and Variable Cost Line	Sales Line and Fixed Cost Line	Variable Cost and Fixed Cost Line	Sales Line and Total Cost Line
51	Angle of Incidence in Break Even Chart shows relationship between ?	Profit and Sales	Profit and Variable Cost	Variable Cost and Fixed Cost	Variable Cost and Total Cost	Profit and Sales

52	A company makes three products A,B and C and all of these require a special material Alpha which is scarce in nature. What should be the decision critera to allocate the raw material to these three products ?	On the basis of Contribution per unit of Alpha	On the basis of Profit Volume Ratio of three products A, B and C	On the basis of Total Profits of three products A, B and C	On the basis of Variable Cost of Three Products A, B and C	On the basis of Contribution per unit of Alpha
53	Limiting Factor is also known as	Key Factor	Less Factor	Least Factor	Large Factor	Key Factor

54	Assume that no limiting factor is in operation, which of the following statements is true with regards to taking a decision of buying the component from outside rather than making it inhouse?	If the bought out price of component is lower than its marginal cost, company should buy the component	If the bought out price of component is higher than its marginal cost, company should buy the component	If the bought out price of component is higher than its total cost, company should buy the component	If the bought out price of component is higher than its fixed cost, company should but the component	If the bought out price of component is lower than its marginal cost, company should buy the component

55	A company can choose any of these Sales Mix - (1) 250 units of A and 250 units of B, (2) 400 units of A and 100 units of B, (3) 150 units of A and 350 units of B. How should the company take this decision ?	On the basis of Contribution per unit of Product A and Product B	On the basis of Fixed Cost	On the basis of Variable Cost per unit	On the basis of Selling Price per unit	On the basis of Contribution per unit of Product A and Product B

56	Contribution per unit of Product A, B and C is Rs. 25, 24 and 22 respectively. Direct Labours Hours required per unit of A, B and C are : 4 hours, 3 hours and 2 hours respectively. What is the Contribution per hour for Product B ?	6.25	8	11	12	8

57	Contribution per unit of Product A, B, C and D is Rs. 20, 15, 30 and 25 respectively. Raw material in kgs required per unit of A, B, C and D is : 2 kg, 5 kg , 10 kg and 5 kg respectively. Which product is more profitable if raw material availability is the limiting factor ?	Product A	Product B	Product C	Product D	Product A

58	Contribution per unit of Product A, B, C and D is Rs. 40, 50, 30 and 35 respectively. Raw material in kgs required per unit of A, B, C and D is : 2 kg, 10 kg , 15 kg and 3 kg respectively. Which product is more profitable if sales volume is the limiting factor ?	Product A	Product B	Product C	Product D	Product B

59	A company is manufacturing three products A, B and C .Sales for three products is Rs. 30,00,000, Rs. 15,00,000 and Rs. 9,00,000 respectively. Total Variable Cost is Rs. 18,00,000, Rs, 10,00,000 and Rs. 8,00,000 respectively. Total Fixed Cost is 5,00,000, Rs. 2,50,000 and 1,50,000 respectively. Should Product C be continued or discontinued ?	Product C should be discontinued as it is giving loss of Rs. 50,000	Product C should be discontinued as it is giving loss of Rs. 1,00,000	Product C should not be discontinued as it is giving positive contribution of Rs. 1,00,000	Product C should not be discontinued as it is giving positive contribution of Rs. 1,50,000	Product C should not be discontinued as it is giving positive contribution of Rs. 1,00,000

60	A company's current sales are Rs. 7,60,000 and Variable Cost is Rs. 5,70,000. Fixed Cost are Rs. 3,50,000. Since the company is incurring losses, so management plans to shut down the plant. The fixed cost after shut down will be reduced to Rs. 1,30,000 and additional cost of shut down will be Rs. 15,000. Should the plant be shut down ?	The plant should not be shut down as it is giving contribution of Rs. 3,90,000	The plant should be shut down as loss will be reduced by Rs. 15,000	The plant should be shut down as loss will be reduced by Rs. 25,000	The plant should not be shut down as loss will be increased by Rs. 15,000	The plant should be shut down as loss will be reduced by Rs. 15,000

61	A company would sell 40,000 units of a product if the unit selling price was set at Rs. 10 and these would generate a total contribution of Rs. 1,60,000. Setting unit selling price of Rs, 10.50 and 11 would result in sales of 36000 and 31000 units respectively. What is the amount of contribution if 36000 units are sold ?	Rs. 1,54,000	Rs. 1,60,000	Rs. 1,62,000	Rs. 1,55,000	Rs. 1,62,000

62	A company manufactures and sells 2 products (X and Y) both of which utilise the same skilled labour. For the coming period, the supply of skilled labour is limited to 2000 hours. Selling price per unit of X is Rs. 20 and Y is Rs.40 Variable cost per unit of X is Rs.12 and Y is Rs. 30. Skilled labour hours required are 2 hours for X and 4 hours for Y. Maximum demand for X is 800 units and Y is 400 units. In order to maximise profit in the coming period, how many units of each product should the company manufacture and sell?	200 units of X and 400 units of Y	400 units of X and 300 units of Y	600 units of X and 200 units of Y	800 units of X and 100 units of Y	800 units of X and 100 units of Y

63	A manufacturer is selling 15000 units in the domestic market. The selling price in the domestic market is Rs. 2 per unit , and Variable Cost is Rs. 1.50 per unit. Fixed Costs are Rs. 7000. The manufacturer has received a enquiry from an overseas organisation for purchasing 6000 units at Rs. 1.45 per unit. Should the offer be accepted assuming there will be no change in variable cost ?	The overseas offer should be accepted as it will generate additional sales revenue of Rs. 8700	The overseas offer should be accepted as it will generate additional profits of Rs. 200	The overseas offer should not be accepted as price offered is less than the variable cost.	The overseas offer should be accepted as it will increase the sales by 6000 units	The overseas offer should not be accepted as price offered is less than the variable cost.
64	Which technique of costing considers that variable costs are important for decision making purposes ?	Absorption Costing	Marginal Costing	Standard Costing	Contract Costing	Marginal Costing

65	Which of the following is true about absorption costing ?	Both fixed and variable costs are considered for product costing	Only variable cost are considered for product costing	The profitability of different products is judged by P/V ratio	Cost per unit reamins the same	Both fixed and variable costs are considered for product costing
66	If Fixed Costs are Rs. 1,40,000 ans P/V Ratio is 20%, what will be the Break Even Point in Rs. ?	Rs. 7,00,000	Rs. 10,00,000	Rs. 12,00,000	Rs. 15,00,000	Rs. 7,00,000
67	All other things remaining the same, An increase in selling price will lead to ?	Increase in P/V Ratio	Decrease in P/V Ratio	No Change in P/V Ratio	Cannot be determined	Increase in P/V Ratio

68	If Variable Cost is 30% of Sales, what will be the contribution at Sales Level of Rs. 15,00,000 ?	Rs. 3,00,000	Rs. 10,00,000	Rs. 10,50,000	Rs. 8,00,000	Rs. 10,50,000
69	The contribution to sales ratio of a company is 20% and profit is Rs. 64500. If the total sales of the company are Rs. 7,80,000, the fixed cost is ?	Rs. 156000	Rs. 120000	Rs. 105600	Rs. 91500	Rs. 91500

70	The profit volume ratio and margin of safety ratio are 30% and 40% respectively. If the total sales is Rs, 3,00,000, the proft of the firm is ?	Rs. 54000	Rs. 48000	Rs. 36000	Rs. 30000	Rs. 36000
71	Cost variance is a difference between _____ and _____.	Standard, actual cost	Material, Labour, expenses	Production Manager, Sales Manager	Direct cost, Indirect cost	Standard, actual cost
72	Cost variance = Actual Cost – _____.	Standard cost	Actual Cost	Variance	direct cost	Standard cost

73	Material Cost Variance is favourable when actual cost is _____ than the standard cost.	Less	More	Controllable	not controllable	Less
74	_____ variance arises due to controllable factors.	Controllable	Non-controllable	Abnormal gain	Abnormal loss	Controllable
75	Material cost variance is non controllable when it arises due to	Change in quantity	Change in wastage	Change in tax rate	change in time	Change in tax rate
76	Material mix variance is a difference between	SMC – AMC	Std. Quantity – Actual Quantity	(revised std mix – actual mix) x std. rate	Std. price - Actual price	(revised std mix – actual mix) x std. rate
77	Material yield variance arises due to change in the	Wastage	Input	Output	time	Wastage

78	Material cost variance is equal to	MPV + MUV	MUV + MYV	MYV + MPV	MPV + MUV + MYV	MPV + MUV
79	Labour cost variance is a difference between	Std. labour cost and actual labour cost	Std. labour hrs – actual labour hrs	Std. labour rate – actual labour rate	std. labour mix - actual labour mix	Std. labour cost and actual labour cost
80	Favorable labour efficiency variance indicates	Improvement in labour efficiency	Improvement in quality	Cost reduction	increase in cost	Improvement in labour efficiency
81	Labour rate variance is favourable when	Actual rate is lower than the std. rate	Actual time is less than std. time	Actual rate is higher than std. rate	actual rate = std. rate	Actual rate is lower than the std. rate
82	Idle time variance is always	Favourable	Unfavourable	Controllable	uncontrollable	Unfavourable
83	Labour mix variance is	SLH – ALH	SLR – ALR	std. cost – actual cost	SCSLM – SCALM	SCSLM – SCALM
84	Labour yield variance is	SLC – ALC	SLR – ALR	Idle hrs × std. rate	SLY – ALY × SR	SLY – ALY × SR
85	Overheads include	Indirect material, indirect labour	Indirect material, indirect labour, indirect expenses	Fixed overheads	only direct cost	Indirect material, indirect labour, indirect expenses

86	Variable overhead variance is	std. cost – actual cost	std. variable overheads – actual variable overheads	std. output –actual output	actual output - std. output	std. cost – actual cost
87	Fixed overheads variance is favourable when	Actual fixed overheads are less than std fixed overheads	std. fixed overheads are less than actual fixed overheads	std. fixed overheads are equal to actual fixed overheads	fixed capacity overheads = variable expenditure overheads	Actual fixed overheads are less than std fixed overheads
88	Fixed overheads expenditure variance is a difference between	Budgeted fixed overhead and actual fixed overheads	std. fixed overheads and actual fixed overheads	Fixed over heads and variable over heads	fixed capacity overheads & variable expenditure overheads	Budgeted fixed overhead and actual fixed overheads
89	Fixed overhead efficiency variance is a difference between	Recovered overheads – std. over heads	std. cost – actual cost	std. hours – actual hours	actual hours - Std. hours	Recovered overheads – std. over heads

90	Fixed overheads capacity variance is a difference between	std. overheads and budgeted overheads	Fixed overheads and actual overheads	std. capacity and actual capacity	variable overheads and actual overheads	std. overheads and budgeted overheads
91	Fixed overheads calendar variance arises due to	Change in the number of working days	Change in the labour hours	Change in output	Change in input	Change in the number of working days
92	Sales value variance is	SPV + SVV	SPV + SMV	Budgeted sale – actual sale	Actual sales - Budgeted sales	SPV + SVV
93	Labour strike causes	Material price variance	Idle time variance	Material yield variance	Labour efficiency variance	Idle time variance
94	Sales volume variance is	(AQ – SQ) × SP	(AP – SP) × AQ	AM – SM	SSQ-ASQ	(AQ – SQ) × SP
95	Sales mix variance is	SSVAM – SSVRSM	SCSM – SCAM	SLH – ALH × SR	SSP-ASP	SSVAM – SSVRSM
96	Idle time variance is caused due to	Power Failure	Change in quantity	Change in efficiency	change in price	Power Failure
97	The manager responsible for idle time variance is	Production manager	Sales manager	M.D.	Chief accountant	Production manager

98	In a factory where standard cost system is operating 2,000 kgs of a material @ Rs. 12 per kg are used for a product resulting in a price variance of Rs. 6,000 F and usage variance of Rs. 3,000 (Adv). Then standard material cost for actual production was	Rs. 24,000	Rs. 27,000	Rs. 36,000	Rs. 38,000	Rs. 27,000

99	A company budgets for fixed over heads of Rs. 24,000 and production of 4,800 units. Actual production is 4,200 units and fixed over heads incurred is Rs. 22,000. The fixed over heads volume variance is	3,000 A	1,500 A	2,500 F	3,500 F	3,000 A

100	XYZ Ltd purchased 6,850 kg of material for Rs. 21,920. The material price variance was Rs. 1,370 (f). The standard price per kg was	Rs. 3.40	Rs. 3.25	Rs. 3.15	Rs. 3.50	Rs. 3.40

GE OF COMMERCE & ECONOMICS

Programme: T.Y.B.F.M.

Semester : VI

Course: AUDITING AND ASSURANCE

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Questions:

UNIT III

1. The title of AAS-2 issued by Council of ICAI is ___

a) Objective and Scope of the Financial Statements

b) **Objective and Scope of the Audit of Financial Statements**

c) Objective and Scope of Business of an Entity

d) Objective and Scope of Financial Statements Audit

2. A sale of Rs. 50.000 to A was entered as a sale to B. This is an example of _

a) Error of omission **b) Error of commission** c) Compensating errord) Error of principle

3. Which of the following is not a limitation of audit as per AAS-4?

a) **Objectivity of auditor's judgment** b) Selective testing

c) Persuasiveness of eviden d) Limitations of internal control system.

4. How many principles are listed in AAS-1 which govern auditor's professional obligation?

a) **Nine** b) Fourteen c) Seven d) Eight

5. Both auditing and accounting are concerned with financial statements. Which of the following

a) Auditing uses the theory of evidence to verify the financial information made available by Accountancy

b) **Auditing lends credibility dimension and quality dimension to the financial statements prepared by the accountant.**

c) Auditor should have through knowledge of accounting concepts and convention to enable him to express an opinion on financial statements

d) All of the above.

6. The risk of management fraud increases in the presence of :

a) Frequent changes in supplies

b) Improved internal control system

c) Substantial increases in sales

d) Management incentive system based on sales done in a quarter

12. Auditing standards differ from audit procedures in that procedures relate to

a) **Audit assumptions** b) acts to c) quality d) methods of work

UNIT II

13. Which of the following factors likely to be identified as a fraud factor by the auditor?

a) The company is planning a initial public offer of quality shares to raise additional capitalfor expansion.

b) Bank reconciliation statement includes deposits-in-transit.

c) Plant and machinery is sold at a loss

d) **The company has made political contributions**

14. The most difficult type of misstatement to detect fraud is based on:

a) Related party purchases b) **Related party sales**
c) The restatement of sales d) Omission of a sales transaction from being recorde

20. The audit engagement letter, generally, should include a reference to each of the following except

a) limitations of auditing b) responsibilities of management with respect to aud

c) **expectation of receiving a written management representation letter.**

d) a description of the auditor's method of sample selection.

21. The use of an audit engagement letter is the best method of assuring the auditor will have which of the following?

a) Auditor will obtain sufficient appropriate audit evidence.

b) Management representation letter

c) Access to all books, accounts and vouchers required for audit purpose

d) **Cooperation from other auditors**

22. The Delhi Government had constructed six bungalows for its ministers. They are lying unoccupied for last three years. This would be a matter of concern for-

a) Propriety Auditor
b) Performance Auditor
c) Financial Auditor
d) None of the above

23. Balance sheet does not include-

b) Verification of assets and liabilities

c) Vouching of income and expense accounts related to assets and liabilities

d) Examination of adjusting and closing entries

d) **Routine checks**

24 The working papers which auditor prepares for financial statements audit are : _

a) evidence for audit conclusions

b) owned by the client

c) **owned by the auditor**

d) retained in auditor's office until a change in auc

25. For what minimum period should audit working papers be retained by audit firm?

b) For the time period the entity remains a client of the audit firm.

c) For a period of ten years

d) **For a period auditor opines them to be useful in servicing the client**

26. Which of the following

expenses should not be treated as capital expenditure?

a) Expenses paid on installation of a plant.

b) **Cost of dismantling a building in case a new building is to be constructed on the land**

c) Legal expenses

incurred to defend a suit related to title of patent. The suit has been lost

d) The fees paid to engineer who constructed the plant.

27. Which of the following is not a revenue expense?

a) **Cost of raising a loan**

b) Cost of accessories of motor vehicles spent at the time of purchase

c) Expenses incurred for laying of sewers on land purchased

d) Insurance premium paid at the time of registration of the ship

UNIT IV

28. As per the requirements of section 226(3) and 226(4) a person is disqualified from being appointed as a statutory auditor if he holds-

a) Equity shares or debentures of the company

b) Equity shares carrying voting of the company

c) Shares carrying voting rights of the company

d) **Security carrying voting rights of the company**

29. The board of directors shall appoint first auditor of a company

e) With in one month of completion of capital subscription state of the company

f) With in one month of the promotion of the company

g) With in one month of the commencement of the business of the company

h) **With in one month of incorporation of the company**

30. The term of the auditor ship of first auditor would be from the date of appoint ment till__

i) the conclusio n of statutory meeting

j) **the conclusi on of first annual general meeting**

k) the conclusio n of next annual general meeting

d) the date of removal

31. In case the direction s fail to appoint first auditor (s), the sharehol ders shall appoint them

at.....by passing a resolution

a**) a general meeting**

b) first annual general meeting

c) statutory meeting

d) annual general meeting

32. If a casual vacancy in the office of auditor arises by his resignation it should only be filled by the company in a……..

a) Board meeting

b) extraordinary general meeting

c) **General meeting**

d) annual general meeting

33. For the purposes of section 224(IB) the number of partners of a firm which shall be taken into account would be as on the date of _

b) completion of audit

b) auditor's report

c) **acceptance of audit**

d) Starting of audit work

34. Which audit out of the following would not be regarded as one audit for the purposes of section 224(IB)?

c) **Audit of one branch each of two different companies**

d) Joint audit

c) Audit head office & branches

d) Audit of one or more branches of a company

35. A statutory auditor has a right of access at all times to

a) Books and accounts of a company b) Books, accounts and documents of the comp

36. The principal auditor, as per clarification issued by the ICAI, does not have any right to-

a) **Inspect working papers of the branch auditor**

b) Visit branches

c) Seek information necessary for audit purposes

d) Incorporate the branch audit report in his audit report

37. Auditor of a ……company does not have right to visit foreign branches of the company

a) Unlimited liability b) **Manuf** c) Bankin d) Non-profit making

38. Section 227(2) of the Companies Act, requires the auditor to give his report to the members of the company on certain matters. Which of the following is not included in the above?

a)Accounts examined by him

b) Every balance sheet and profit and loss account laid before a general meeting during his tenure

c) Every document that is a part of or 'annexed to' the balance sheet

d) **Every document which is attached to the profit and loss**

UNIT I

39. Which of the following documents is not relevant for vouching cash sales?

a) Daily cash sales summary

b) Salesmen's summary

c) **Monthly statements se**

d) Bank statement

40. The auditor should examine subsequent realization of revenue such as dividends, interest, commission, etc to-

b) **identify cases of unrecorded revenue**

c) ensure proper disclosure in the balance sheet

d) recompute accrued income on the data of balance sheet

d) Any of these

41. To test whether sales have been recorded, the auditor should draw a sample from a file of

e) purchase orders | b) sales orders | c) **sales invoices** | d) bill of loading

43. For vouching of which item, the auditor is most likely to examine cost records?

f) Commission earned | b) Bad debts recorded | c) Credit sales | d) **Sale of scrap**

44. An auditor conducts a surprise check on the pay day (i.e) the day wages and salaries are paid. The primary purpose of this audit procedures is

a) to ensure that there are no ghost workers

b) to ensure the casual workers employed are authorized by the supervisor

c) **to test procedures for distributing pay cheques**

d) to obtain understanding of internal control system

45. While vouching wages, auditor should examine whether there is proper segregation of duties. Which of the following activities should not be done by same department?

a) Maintaining personnel records and approving changing in wages rates

b) **Proposing pay roll summary and disbursement of wages**

c) Making salary statements and filing tax returns

d) Comparing time clock records with time reports prepared by supervisors and preparing list of workers employed along with the units of production for each one of them

46. In order to vouch, which of the expenses, the auditor will examine Bill of Entry?

a) **Custom** b) Excise duties c) Sales tax d) Income tax

47. In case of sales return, the auditor should examine which documents?

a) Credit notes, advice notes and inward return notes

b) Debit notes, advice notes and inward return notes

c) Purchase invoices, advice notes and inward return notes

d) **Credit notes, inspection report and inward return notes**

48. An internal auditor discovered that fictitious purchases have been recorded by the purchase clerk. This indicates absence of which control?

a) **Purchase invoices are independently matched with purchase orders and goods received notes**

b) Goods received notes requires the signature of individual who authorized the purchase

c) Routine checks are performed by internal auditor fortnightly.

d) Purchase function and production function are clubbed in one department

49. Which of the following is most crucial to a purchase department?

a) Reducing the cost of acquisition

b) Selecting supplies

c) A**uthorizing the acquisi**

d) Assuring the quality of goods

50. The auditor is most likely to examine related party transactions very carefully while vouching

a) credit sales | b) sales returns | c) **credit purchases** | d) cash purchases

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Q1. Organization structure primaril
a. how activities are coordinated &
b. how resources are allocated
c. the location of departments and c
d. the policy statements developed l

Q1. Organization structure primarily refers to

A. How activities are coordinated & controlled.
B. How resources are allocated.
C. The location of departments and office spaced. T
D. The policy statements developed by the firm

Q2. The purpose of job enrichment is to
a.expand the number of tasks an individual can do
b.increase job efficiency
c. increase job effectiveness
d.increase job satisfaction of middle management

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A. expand the number of tasks an individual can do
B. increase job efficiency
C. increase job effectiveness
D. increase job satisfaction of middle management

Q3. Strategic planning as a broad concept consists of
corporate strategy and business strategy

a.strategy formulation and strategy implementation
b.inputs and outputs
c.environmental analysis and internal analysis
Q3. A major problem with a task force type of management is

A. here is no logical basis for task force information
B. Its status is too inflexible
C. Accountability
D. lack of planning

Q4. According to Herzberg, which of the following is a maintenance factor?

A. Salary
B. Work itself
C. Responsibility
D. Recognition

Q5. Functional managers are responsible

A. for a single area of activity
B. to the upper level of management and staff
C. for complex organizational sub-units
D. for obtaining copyrights and patents for newly developed processes and equipment

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c. Responsibility
d.
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a.Salary
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c. Responsibility
d.
Recognition

Q6. Policies are sometimes defined as a (n)

A. shortcut for thinking
B. action plan
C. substitute for strategy
D. substitute for management authority

A study of the culture and practises in different societies is called
a)Personality
b)Anthropology
c)Perception
d)

Attitudes

Q7. A study of the culture and practises in different societies is called

A. Personality
B. Anthropology
C. Perception
D. Attitudes

Q8. _____embodies a team concept, is based on the principle of mutual contri

A. Autocratic model
B. Custodial model
C. Supportive Model
D. Collegial Model

Which of the following forms the basis for the autocratic model of OB

a) Obedience
b) Authority
c) Power
d) Dependence on boss

Q1. Organization structure primarily refers to

a.how activities are coordinated & controlled
b.how resources are allocated
c. the location of departments and office space
d.the policy statements developed by the firm

Q9. Which of the following forms the basis for the autocratic model of OB

A. Obedience
B. Authority
C. Power
D. Dependence on boss

Q1. Organization structure primarily refers to

a. how activities are coordinated & controlled
b. how resources are allocated
c. the location of departments and office space
d. the policy statements developed by the firm

Q10. OB is the study of _____ in the organisation

A. Human
B. Human Behaviour
C. Employer
D. Employees

Q11. Now a days a lot of stress is being put on the_____of the employee in the org

A. Character
B. Improvement

C. Behaviour
D. Reward

Q12. Scope of OB does not include
A. Leadership
B. Perception
C. Job Design
D. Technology

Q13. Job Satisfaction have _____ related to Absenteeism and Turnover
A. Positively
B. Negatively
C. directly
D. Elastically

Q14. A manager with good _____ can make the work place more pleas
A. Communication
B. knowledge
C. experience
D. Interpersonal Skills

Q15. _____explains internal processes of choice among different behaviours
A. Equity Theory
B. Expectancy theory
C. Goal attain theory
D. Goal setting Theory

Q16. Concerning organizational cultures,
A. strong culture is a more productive environment
B. a weak culture is a more productive environment
C. the specific culture that contributes to positive effectiveness is well known
D. the stronger the culture, the more influential it is on employee behaviour

Q17. What is the key word in understa

a. Control b. Change c. Process d. I

Q17. What is the key word in understanding organization structure?
A. Control
B. Change
C. Process
D. Delegation

Q18. Organization structures

A. affect group behaviour more than individual behaviour
B. change rapidly to meet environmental and market changes
C. contribute positively to organizational performance
D. can be defined simply as activities that occur regularly

Q19. Groups created by managerial decision in order to accomplish stated goals of the or

A. formal groups
B. informal groups
C. task groups
D. interest groups

Q20. Continued membership in a group will usually require

A. Supporting the group leader
B. conforming to group norms
C. encouraging cohesiveness in the group
D. developing a status system

Q21. The Least used communication channel in an organization is usually

A. upward
B. downward
C. diagonal
D. Horizontal

Q22. _____ means the mental action or process of acquiring knowledge and u

A. Learning
B. Development
C. Cognition
D. Training

Q23._____ states that along with cognitive and external situation the expe

A. Behaviouristic Framework
B. Cognitive Framework
C. Social Cognitive Framework
D. Social Framework

Q24. Common uniform, canteen, office does not mean common treatment is limitation of

A. Organizational Cultural
B. Organizational Structure
C. Organizational Behaviour
D. Organisational Value

Q25. If modern day managers donot positively address and manage work force diversity

A. more difficult communication

B. Increased creativity and innovation
C. more interpersonal conflicts
D. potential for higher employee turnover

Q26. The structure of an OB model includes 3 levels of analysis individual, group and or
A. change and stress
B. Organisational culture and commitment
C. Power and politics
D. work design and technology

Q27. Some of OB's challenges and opportunities include all of the following except
A. reinforcing the importance of traditional methods of management
B. offering specific insights to improve interpersonal and people skills
C. helping us learnt to cope in a continues changing world
D. facilitating the improvement of quality and employee productivity

Q28. A program that asks managers to reconsider how work would be done and the orgar
A. reengineering
B. MBO
C. TQM
D. Diversity training

Q29. Success of each organization is depending upon the performance of
A. Employer
B. Management
C. vendor
D. employee

Q30. The job satisfaction of an employee is depend on the
A. behaviour
B. attitude
C. personality
D. employer

Q31. A satisfied employee will be a
A. motivator to others
B. manager
C. High performer
D. Team Leader

Q32. _____ is not a capability of an employee having Positive attitude
A. Focus
B. creativity
C. Pessimism

D. Confidence

Q33. Belief, opinion, knowledge, emotions feelings intention are the components of

A. OB
B. Job satisfaction
C. Attitude
D. Personality

Q34. Which is not the Maslow's needs?

A. Esteem
B. Control
C. Self-actualisation
D. Social

Q35. Which of the following is/are not 'Non-financial incentives'?

A. Job Enlargement
B. Welfare activities
C. Person
D. Responsibility

Q36. The philosophy that guides an organisation's policies towards its employees and cu

A. Management strategy
B. Organisation behaviour
C. Organisational culture
D. Organisation development

Q37. The field of organisational behaviour examines such questions as the nature of lead

A. Interpersonal conflict resolution; motivation of individuals
B. Organisational control; conflict management
C. Motivation of individuals; planning
D. Planning; development

Q38. _____ are programs designed to help employees whose job performance is sufferi

A. Employee Assistance Programs
B. Wellness Programs
C. Safety Programs
D. Managed health

Q39. Following are the phases of the Motivational Process except

A. Need Identification
B. Selecting Goals
C. Extinction
D. Consequences of performance Reward/punishments

Q40. Which dimension of Big 5 personality traits represents artistically sensitive, refined
A. Culture
B. Emotional stability
C. Conscientiousness
D. Extroversion

Q41. _____ refers to the network of personal and social relations that is develop
Spontaneously between people associated with each other.
A. Formal organization
B. Informal organization
C. Business organization
D. Government organization

Q42. According to Katz, when managers have the mental ability to analyse and diagnose
A. Technical
B. Leadership
C. problem-solving
D. conceptual

Q43. _____is the ability of influencing people to strive willingly for mutual ol
A. Motivation
B. Control
C. Leadership
D.Supervision

Q44. _____leadership emphasize on rules and regulation in an organization
A. Democratic
B. Autocratic
C. Laissez-faire
D. Bureaucratic

Q45. What is the most relevant application of perception concepts to OB?
A. the perceptions people form about each other
B. the perceptions people form about their employer
C. the perceptions people form about their culture
D. the perceptions people form about society

Q46. _____is the attractiveness of the members towards the group or resistance t
A. Group norms
B. Group behaviour
C. Group cohesiveness
D. Group structure

Q47. Which of the following is not one of the four primary management functions?

A. Controlling
B. Planning
C. Staffing
D. organizing

Q48. ----------leader is self-confident and can attract followers by his great influence
A. Charismatic
B. Autocratic
C. Laissez-faire
D. Bureaucratic

Q49. What term is used to describe voluntary and involuntary permanent withdrawal fron
Organization?
A. Absenteeism
B. Turnover
C. Downsizing
D. truancy

Q50. Which of the following is a reason that the study of organizational behaviour is usef
A. Human behaviour does not vary a great deal between individuals and situations.
B. Human behaviour is not random.
C. Human behaviour is not consistent.
D. Human behaviour is rarely predictable.

END

Name of the Professor: DR. RAJESH MANKANI	**Program: BACHELOR OF COMMERCE (FINANCIAL MANAGEMENT)**
Examination: SEM VI REGULAR (CHOICE BASED)	**Semester: VI**

Subject:: ORGANIZATIONAL BEHAVIOUR	Paper Code: 85705

SR NO.	QUESTION	OPTION A	OPTION B	OPTION C	OPTION D	CORRECT ANSWER
1	One of the goals of OB is to _____	Control businesses	Manage managers	encourage employees	control behaviour	control behaviour
2	_____ refers to the disagreement over the attainment of goals or the means to achieve the goals	Organizational Conflict	Organizational Behaviour	Organizational Attitude	Organizational values	Organizational Conflict
3	_____ is one of the reasons why people join groups	Politics	Status	Fear	Boredom	Status
4	Stress within limits is _____ in nature	Harmful	Coercive	Beneficial	Ineffective	Beneficial

5	In the _____ model there is no boss & no subordinate, but all are colleagues who have to work as a team	Autocratic	Custodial	Systems	Collegial	Collegial
6	_____ conflict takes place when one group such as a department, disagrees with another group	Intergroup	Interpersonal	Intrapersonal	Intense	Intergroup
7	_____ groups help in establishing and maintaining norms of acceptable behaviours	Formal	Informal	Peer	Task	Informal
8	_____ is a behavioural effect of stress	Depression	Paralysis	Insomnia	Hypertension	Insomnia

9	_____ is one of the factors that influence the perception	Motivation	Characteristics of family	Value	Characteristics of Perceiver	Characteristics of Perceiver
10	_____ conflict is commonly known as “Clash of Personalities”	Emotional	Personal	Task	Role	Emotional
11	In the _____ stage, the group prepares for disbanding	Storming	Adjournment	Norming	Forming	Adjournment
12	Career concerns causing stress are an example of _____	Extra-Organizational Stressors	Organizational Stressors	Internal Stressors	External Stressors	Internal Stressors
13	_____ is one of the functions of attitudes	Satisfaction function	Judgmental function	Behavioural function	Adjustment function	Adjustment function

14	Dysfunctional conflict is also called as _____	Destructive conflict	Goal conflict	Role conflict	Functional conflict	Destructive conflict
15	_____ refers to the degree to which members are attracted to each other and are motivated to stay in the group	Group size	Group Cohesiveness	Group Conformity	Group Status	Group Cohesiveness
16	Discussions with employees of a problem that usually has emotional content in order to help the employee cope with it better is known as _____	Retrenchment	Induction	Counselling	Orientation	Counselling

17	The first goal of OB is to _____	Employ good managers	Increase motivation	Improve groups	Describe behaviour	Describe behaviour
18	Among the conflict resolving strategies, the _____ strategy believes in middle path i.e. giving something for gaining something	Compromising	Avoiding	Accommodating	Collaborating	Compromising
19	Groups of 10 to 15 people who take on responsibilities of their former supervisors and given authority to implement their solutions are known as _____	Problem solving teams	Self-managed teams	Virtual teams	Cross-functional teams	Self-managed teams

20	_____ tends to disrupt the existing equilibrium in an organization	Policies	Rules	Change	Management	Change
21	The term _____ describes a positive feeling about a job, resulting from the evaluation of its characteristics	Employment	Job Description	Job Specification	Job Satisfaction	Job Satisfaction
22	_____ power that is resultant of the personality of a person	Referent	Legitimate	Expert	Coercive	Referent
23	A _____ team is a geographically dispersed team	Self-managed	Virtual	Cross-functional	Problem Solving	Virtual

24	_____ is one of the ways to build support for change	Fear	Attitude	Shared rewards	Enforcement	Shared rewards
25	Among the conflict resolving strategies, _____ strategy is also known as “Problem Solving” strategy as it truly tries to resolve the conflict	Confronting/Collaborating	Avoiding	Accommodating	Compromising	Confronting/Collaborating
26	All the unique traits & patterns of adjustment of the individual are known as _____	Personality	Responsibility	Creativity	Authority	Personality

27	Organizational_____ is the systematic process by which an organization brings a new employee into its culture	Socialization	Development	Behaviour	Structure	Development
28	The stage which relates to development of decision making abilities, interpersonal and technical competencies is known as:	Storming	Norming	Forming	Worming	Norming
29	Organizational objectives can be achieved by	Group work	Division of labour	Hierarchy of authority	Individual work	Group work

30	"———— are social inventions for accomplishing goals through group efforts"	Management	Organization	Leadership	Behaviour	Management
31	_____ are individuals who get things done through other people	Leaders	Managers	Psychologists	Organizational staff	Managers
32	An interdisciplinary field, dedicated to the study of how individuals and groups tend to act in organizations, is called:	Sociology	Cultural anthropology	Psychology	Organizational behaviour	Organizational behaviour

33	Organizational behaviour incorporates two distinct features which are:	Interdisciplinary & scientific	Interdisciplinary & explanatory	Explanatory & systematic	Interdisciplinary & systematic	Interdisciplinary & scientific
34	People and environmental factors introduce which of the following to the process of management?	Complexity & uncertainty	Conflict & uncertainty	Resistance & unpredictability	Complexity & unpredictability	Complexity & uncertainty
35	The critical tradition to studying organizations does NOT require which of the following to be included	Embedded	Socially transforming	Multipurpose	Reflexive	Multipurpose

36	Which of the following is NOT one of the levels, within Maslow's theory of motivation?	Society needs	Physiological needs	Self-actualization needs	Esteem needs	Society needs
37	The distinguishing personal characteristics of a leader are known as:	Traits	Sources of power	Leadership styles	Personal preferences	Traits
38	Leader who tends to change the entire organisation for the benefit of all its people	Trait leader	Democratic leader	Autocratic leader	Transformational leader	Transformational leader

39	The confusion that exists, in the minds of people, as to what their roles are at any particular time.	Role confusion	Role incompatibility	Role ambiguity	Role conflict	Role ambiguity
40	A team made up of representatives from the sales, order-processing, invoicing, inventory control, and logistics departments would be an example of:	A team in the norming stage of development	A self-managing team	A cross-functional team	A virtual team	A cross-functional team

41	The following styles, of conflict management, results in one party to the dispute subjugating themselves to the wishes of the other	Collaborating	Avoiding	Accommodating	Compromising	Accommodating
42	_____ _____ developed a three stage model of how successful organizational change efforts can be implemented	Kurt Lewin	Gordon Allport	Henry Fayol	Phil Crosby	Kurt Lewiin

43	_____ _____ is the tendency of people to perceive what they expect to perceive	Selective perception	Selective acceptance	Selective rejection	Selective cognizance	Selective perception
44	_____ is the study of societies to learn about human beings & their activities	Sociology	Anthropology	Psychology	Physiology	Anthropology
45	In the _____ model of OB, the boss is like the dictator – he knows best and no worker is allowed to think	Autocratic	Systematic	Collegial	Supportive	Autocratic

46	_____ resistance to change is a product of a challenge to group interests, norms & values	Psychological	Logical	Sociological	Extraordinary	Sociological
47	Organizations typically show a _____ in effectiveness in the period that follows change	Growth	Stagnancy	Slowdown	Decline	Decline
48	Considerable managerial skills & hard work are needed to develop _____	Effective teams	Friendship groups	Good employees	Blue-collared employees	Effective teams

49	The tendency to engage in political behaviour is an outcome of both _____ & _____ factors	Internal & external	Vertical & horizontal	Individual & organizational	Inwardly & outwardly	Individual & organizational
50	_____ need in maslow's theory of needs includes drive to become what we are capable of becoming, includes growth, achieving our potential & self-fulfilment	Esteem	Self-actualization	Safety	Security	Self-actualization

Name of the Professor : DR. RAJESH MANKANI	**Program: BACHELOR OF COMMERCE (FINANCIAL MANAGEMENT)**

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	Name of the Professor-	**Class- TYBFM**				
	Subject- Corporate Accounting- IV	**Semester- VI**				

Sr.No.	Question	Option1	Option2	Option3	Option4	CorrectAns
1	X Ltd. goes into liquidation and a new company Z Ltd. is formed to take over the business of X Ltd. It is a case of:	a) Amalgamation	b) Absorption.	c) Internal reconstruction.	d) External reconstruction.	d) External reconstruction.
2	X Ltd. goes into liquidation and an existing company Z Ltd. purchases the business of X Ltd. It is a case of:	a) Amalgamation.	b) Absorption.	c) Internal reconstruction.	d) External reconstruction.	a) Amalgamation.
3	Accumulated profits include:	a) Provision for doubtful debts.	b) Superannuation fund.	c) Workmen's compensation fund.	d) Sinking fund.	c) Workmen's compensation fund.

4	Liabilities (not accumulated profits) of a company include	a) General reserve	b) Pension fund.	c) Dividend equalisation fund	d) Equity Reserve	b) Pension fund.
5	When the expenses of liquidation are to be borne by the vendor company, then the vendor company debits:	a) Realisation account.	b) Bank account	c) Goodwill account	d) Asset Account.	a) Realisation account.
6	When the expenses of liquidation are to be borne by the purchasing company, then the purchasing company debits:	a) Vendor company's account.	b) Bank account.	c) Goodwill account	d) Debtors Account.	c) Goodwill account

7	When the purchasing company makes payment of the purchase consideration, it debits:	a) Business purchase account	b) Assets account	c) Vendor company's account..	d) Investment Account.	c) Vendor company's account..
8	The vendor company transfers preliminary expenses (at the time of absorption) to:	a) Equity shareholders' account	b) Realisation account	c) Purchasing company's account	d) Preference Shareholder's Account.	a) Equity shareholders' account
9	For paying liabilities not taken over by the purchasing company, the vendor company credits:	a) Realisation account.	b) Bank account	c) Liabilities account..	d) Assets Account	b) Bank account

10	In case of inter-company holdings, the purchasing company, at the time of payment of the purchase consideration, surrenders the shares in the vendor company by crediting:	a) Vendor company 's account.	b) Shares in the vendor company account.	c) Share capital account	d) Realisation account.	b) Shares in the vendor company account.

11	The share capital, to the extent already held by the purchasing company, is closed by the vendor company by crediting it to:	a) Share capital account	b) Purchasing company's account	c) Realisation account	d) Goodwill Account	c) Realisation account
12	In the case of sub division of share capital under Internal Reconstruction, the total number of shares	a) Increases	b) Decreases.	c) Averages.	d) Does not change.	a) Increases

13	If the shares of smaller denominations are converted into the shares of higher denominations without changing the total amount of share capital, then it is case of	a) Consolidation of Share Capital.	b) Increase in share capital	c) Decrease in share capital.	d) Sub-division of share capital	a) Consolidation of Share Capital.
14	Share allotment account is a ----------.	a) Personal account	b) Real account.	c) Nominal account.	d) Impersonal account.	a) Personal account

15	Expenses of liquidation of transferor company may be shown as 'Reimbursement' in transferor company's books, if the expenses are agreed to paid by----------.	a) Transferor company	b) Transferee company	c) Both the companies	d) SEBI.	b) Transferee company

16	In the asset side of the company's balance sheet, fictitious asset like Discount on issue of debentures are shown under the heading	a) Fixed Assets.	b) Investments.	c) Current Assets	d) Miscellaneous Expenditure	d) Miscellaneous Expenditure
17	In what form is the profits of the company are distributed amongst the shareholders?	a) Shares.	b) Premium from issue of share.	c) Reserves	d) Dividend	d) Dividend
18	To carry out Capital reduction, permission is required from:	a) The Competent Court.	b) Company Law Board.	c) Central Government	d) SEBI.	a) The Competent Court.

19	Amount sacrificed by shareholders are credited to	a) Capital Reduction Account.	b) Shares Surrendered Account	c) Capital Reserve Account	d) Revenue Reserve Account	b) Shares Surrendered Account
20	Any loss on the revaluation of the Assets at the time of Internal Reconstruction is charged from	a) Revaluation Account	b) Share Capital Account.	c) Capital Reduction Account.	d) Share Premium Account	c) Capital Reduction Account.
21	When a company converts its equity shares into the Capital stock, then account to be credited is	a) Equity Share Capital Account	b) Equity Capital Stock Account	c) Stock Account	d) Premium Account	b) Equity Capital Stock Account

22	In a scheme of reorganisation amount of shares surrendered by the shareholders is transferred to:	a) Capital Reduction Account.	b) Shares surrendered Account	c) Capital Reserve Account	d) Reserve Capital Account.	b) Shares surrendered Account
23	If the creditors are willing to reduce their claims against the company, then their claim will be transferred to:	a) Share Capital Account	b) Creditors Account.	c) Capital Reduction Account.	d) General Reserve Account.	c) Capital Reduction Account.
24	Maximum number of members in public limited company is ----------	a) 10.	b) 30.	c) 200	d) Unlimited.	d) Unlimited.

25	Trade Payables are recorded in.....	a) Asset side of B/S.	b) Liability side of B/S	c) Expenses Side.	d) Income side	b) Liability side of B/S
26	On amalgamation, Share issue Expenses A/c appearing on Assets side of the balance sheet of the vendor company	is closed by debit to Realisation A/c	is closed by debit to Equity Shareholders A/c	is closed by debit to Profit & Loss A/c	is closed by credit to Equity Shareholders A/c	b) is closed by debit to Equity Shareholders A/c
27	The asset which is not taken under the Net assets method of calculating purchase consideration is	Loose Tools	Bills Receivables	Machinery	Share issue Expenses	d) Share issue Expenses

28	Under payments method, puurchase consideration for the amalgamation means	Aggregate of shares and cash to shareholders	Aggregate of shares, cash and payment to debenture holders	Shares, cash, payment to debenture holders and expenses of realisation	Aggregate of shares to shareholders	a) Aggregate of shares and cash to shareholders
29	In which of the following methods, the purchase consideration is calculated on the basis of the agreed value of the shares of the transferor company ?	Net Asset Method	Net Payment Method	Intrinsic Value Method	Net Liability Method	c) Intrinsic Value Method

30	The adjustment entry passed to eliminate the inter-company bills of exchange is	Debit bills payable a/c credit bills receivable a/c	Debit bills payable a/c credit bills receivable a/c	Debit amalgamation adjustment a/c, credit statutory reserve a/c	Debit bills receivable a/c credit bills payable a/c	(a) Debit bills payable a/c credit bills receivable a/c
31	When amalgamation is in the nature of merger, the accounting method to be followed is :	Equity method	Purchase method	Pooling of interests method	Equal method	c)Pooling of interests method
32	Amalgamation Adjustment Reserve	should be shown as a Fixed Asset in the balance sheet of the purchasing company	should be shown as a Fictitious Asset in the balance sheet of the vendor company	should be shown under Reserves and Surplus in the balance sheet of the purchasing company	should be shown as a Fictitious Asset in the balance sheet of the purchasing company	c) should be shown under Reserves and Surplus in the balance sheet of the purchasing company

33	When the merger involves liquidation of one or more existing companies and formation of no new company, it is called	internal reconstruction	absorption	external reconstruction	amalgamation	b) absorption
34	A feature which is common in all cases of merger viz. absorption, amalgamation and external reconstruction is	purchase of one company by another company	liquidation of at least two companies	formation of at least one new company	liquidation at least one existing company and formation of at least one new company	a) purchase of one company by another company

35	On amalgamation, Share issue Expenses A/c appearing on Assets side of the balance sheet of the vendor company	is closed by debit to Realisation A/c	is closed by debit to Equity Shareholders A/c	is closed by debit to Profit & Loss A/c	is closed by credit to Equity Shareholders A/c	b) is closed by debit to Equity Shareholders A/c
36	According to AS 14, Transferee Company means the Company	which is amalgamated into another Company	into which a Company is amalgamated	which is liquidated	which is mergerd	b) into which a Company is amalgamated
37	On amalgamation, Profit & Loss A/c (Dr.) balance of the vendor company	is closed by debit to Realisation A/c	is closed by debit to Equity Shareholders A/c	is closed by credit to Equity Shareholders A/c	is closed by credit to Realisation A/c	b) is closed by debit to Equity Shareholders A/c

38	the ABC Limited and DEF Limited are taken over by a new company XYZ Limited	it is called absorption	it is called amalgamation	it is called external reconstruction	it is called internal reconstruction	b) it is called amalgamation
39	XYZ Company purchased ABC Company. If the purchase consideration paid by XYZ. Company exceeds the value of net assets of ABC Company, the balance is	debited to Goodwill A/c	debited to Capital Reserve A/c	credited to Goodwill A/c	credited to Capital_ Reserve Alc	a) debited to Goodwill A/c

40	When the amount of investment in subsidiary is more than the nominal value of the share capital acquired by the holding company, the difference represents	Capital Reserve	Securities Premium	Capital Profit	Goodwill A/c	d) Goodwill A/c
41	Minority interest consists of	Face value of the share held by outsider & proportional capital and revenue profits	only Proportional capital profit	only Proportional revenue profits	only Face value of shares	a) Face value of the share held by outsider & proportional capital and revenue profits

42	Where should minority interests be presented in the consolidated balance sheet?	Within long-term liabilities	In between long-term liabilities and current liabilities	within the parent shareholders' equity	Within equity but separate from the parent shareholders' equity	d) Within equity but separate from the parent shareholders' equity
43	If the proposed dividend appears in the balance sheet of subsidiary company, while prepanng the Consolidated Balance Sheet, the share of minority shareholders should be	shown under proposed dividend in the Consolidated Balance Sheet	credited to Investment Account	credited to Consolidated Profit and Loss Account	added to minority interest in Consolidated Balance Sheet	a) shown under proposed dividend in the Consolidated Balance Sheet

44	Capital profits are	post-acquisition profits of the subsidiary company	profits earned by the subsidiary company up to the date of acquisition of shares by the holding company	post-acquisition profits of the holding company	pre-acquisition profits of the holding company	b) profits earned by the subsidiary company up to the date of acquisition of shares by the holding company
45	The share of holding company. in the proposed dividend of the subsidiary company from its pre-acquisition profit should be	Credited to the Investment account	debited to the Investtnent account	credited to Consolidated Profit and Loss account	debited to Consolidated Profit and Loss account	a) Credited to the Investment account

46	The assets of the subsidiary company are revalued as on the date of acquisition by the holding company. In the consolidated Balance Sheet, the reduction in the value of assets (if any) of the subsidiarycompany is to be debited to	Capital reserve of the holding company	Profit and loss account of the holding company	Goodwill A/c	Profit and loss account of the subsidiary company	c) Goodwill A/c
47	Revenue profits for consolidation of balance sheet of holding company and subsidiary company are	the post-acquisition profits of holding company	the post-acquisition profits of subsidiary company	the profits after the financial year but before the date of acquisition of subsidiary company	the profits earned by the holding company from regular transactions	b) the post-acquisition profits of subsidiary company

48	Revenue profits are	the post-acquisition profits of subsidiary company	post-acquisition profits of holding company	the profits earned by the subsidiary company from regular transactions	the profits earned by the holding company from regular transactions	a) the post-acquisition profits of subsidiary company
49	The credit balance in capital reduction a/c is utilised for	Paying off dissentient shareholders	Writing off deferred expenses	Issuing bonus shares	Issuing prefrence shares	b) Writing off deferred expenses
50	For capital reduction under internal reconstruction, authorisation / approval is required from	Shareholders	Articles of Association	Tribunal	Shareholders and tribunal and articles of association	d) Shareholders and tribunal and articles of association

51	Arhan Ltd. holds 60% shares in Azlan Ltd. who is subsidiary of Arhan Ltd. Azlan Ltd. holds 45% shares in Rayan Ltd. who is Associates of Azlan Ltd. So, what is % of the Minority Shares.	60%	40%	5%	55%	**B. 40%**

52	Motu Company purchased Patlu Company. If the purchase consideration paid by Motu Company exceed the value of net assets of Patlu Company, the balance is	Debited to Capital Reserve A/c	Credited to Capital Reserve A/c	Debited to Goodwill A/c	Credited to Goodwill A/c	**C. Debited to Goodwil l A/c**
53	Issue of bonus shares out of pre-acquisition profit of a subsidiary company shall result in ____.	No change in cost of control	Decrease in the amount payable to minority	Decrease in cost of control as revaluati on profit will be capitaliz ed	Increase in cost of control	**A. No change in cost of control**

54	Revenue profits are the	Post-acquisition profit of holding company	Profit earned by subsidiary company from regular transaction	Post-acquisition profit of subsidiary company	Profit earned by holding company from regular transaction	**C. Post-acquisition profit of subsidiary company**
55	STV owns 75% of the ordinary share capital of its subsidiary TUW. At the group's year end, 31st March 2007, STV's payables include Rs. 3,600 in respect of inventories sold to it by TUW. TUW receivables include Rs. 6,700 in respect of inventories sold to STV. Two days before the year STV sent a payment of Rs. 3,100 to TUW to settle the net dues that was not recorded by the latter until two days after the year end.	Rs. 2,325 to be included as cash in transit	Rs. 3,100 to be added to inventories in transit	Rs. 3,100 to be included as cash in transit	Rs. 3,100 to be included in consolidated payables	**C. Rs. 3,100 to be included as cash in transit**

56	Capital profits are the	Profit earned by holding company up to the date of acquisition of shares by the subsidiary company	The profits earned by the holding company as a result of consolidation	Profit earned by subsidiary company up to the date of acquisition of shares by the holding company	The profits earned by the subsidiary company from sale of fixed assets	**C. Profit earned by subsidiary company up to the date of acquisition of shares by the holding company**
57	Bills payable of Balu Ltd. includes Rs. 4,000 issued to Alok Ltd. which the company discounted for Rs. 1,000. In the consolidated balance sheet of Alok and Balu you will	Deduct Rs. 3,000 from bills receivable	Add Rs. 3,000 to bills receivable	Add Rs. 3,000 from bills receivable as well as bills payable	Deduct Rs. 3,000 from bills receivable as well as bills payable	**D. Deduct Rs. 3,000 from bills receivable as well as bills payable**

58	Holding Ltd. acquired 75% shares in Subsidiary Ltd. Subsidiary Ltd. supplied to Holding Ltd. goods of the invoice value of Rs. 50,000 of which 60% of the goods were still in stock of Holding Ltd. Subsidiary Ltd. made a total profit of Rs. 10,000 on goods sold to Holding Ltd. at the same time of preparation of consolidation of balance sheet the adjustment will	Reduce Rs. 5,625 from profit & loss account	Reduce Rs. 4,500 from profit & loss account	Reduce Rs. 4,500 from stock account	Reduce Rs. 5,625 from stock account	**B. Reduce Rs. 4,500 from profit & loss account**
59	Excess of paid up value of the share over cost of _____ is considered as Capital reserve.	Goodwill	Minority interest	Capital profit	Investment	**D. Investment**

60	Profit earned _____ of share is treated as Revenue profit.	after acquisition	after appropriation	before appropriation	before acquisition	**A. after acquisition**
61	Minority interest shown in the _____ is the equity held by the outsiders in the Subsidiary company.	Financial Balance Sheet	Reporting company	Consolidated Balance Sheet	Parent company	**C. Consolidated Balance Sheet**
62	_____ of debentures of subsidiary co. held by holding company is deducted from Cost of control.	Face value	Issue price	Commission	Interest	**A. Face value**

63	_____ paid out of pre-acquisition profits must be credited to investment in shares of the subsidiary account	Dividend	Interest	Capital	Revenue	**A. Dividend**
64	Which of the following statement is false?	In consolidation of share capital the amount of share cpital remains the same only the number of shares and the nominal value per share change	Conversion of stock into shares is similar to consolidation	Capital stock can be purchased or sold even in fractions	Sub-division of shares is reverse off consolidation of shares	**B. Conversion of stock into shares is similar to consolidation**

65	A scheme of reconstruction involving _____ must be authorised by Memorandum of Articles of Association approved by board and special resolution of the concerned meeting.	Reduction in share capital	Variation of share capital	Alteration of share capital	Compromise / arrangement	**B. Variation of share capital**
66	Increase, consolidation or sub-division of shares capital of the company invovles	Reduction in share capital	Alteration of share capital	Variation of share capital	Compromise / arrangement	**B. Alteration of share capital**

67	While granting of approval to any scheme of capital reduction, the court may direct the company to add the following word to its name for such period as it thinks fir.	Liquidated	Unlimited and reduced	Limited and reduced	And reduce	**D. And reduce**

68	Extinguishment of the liability in respect of unpaid portion of the face value of any share in a scheme of reconstruction, amounts to	Reduction in share capital	Variation of share capital	Alteration of share capital	Compromise / arrangement	**A. Reduction in share capital**
69	Decrease in value of asset is	Debited to Assets A/c	Credited to Assets A/c	Credited to capital reduction A/c	Debited to capital reduction A/c	**B. Credited to Assets A/c**
70	Increase in value of asset is	Credited to Assets A/c	Debited to Assets A/c	Debited to capital reduction A/c	Credited to capital reduction A/c	**D. Credited to capital reduction A/c**
71	Decrease in value of liability	Debited to capital reduction A/c	Credited to capital reduction A/c	Credited to liability	Debited to liability	**B. Credited to capital reduction A/c**
72	Increase in value of liability	Debited to liability	Credited to liability	Credited to capital reserve a/c	Debited to capital reserve a/c	**B. Credited to liability**

73	Balance remain after internal reconstruction is capital reduction a/c is transferred to	Capital profit A/c	Capital Reserve	Profit & Loss A/c	General Reserve	**B. Capital Reserve**
74	In a scheme of reorganization amount of shares surrendered by shareholders is transferred to	Capital reduction a/c	Capital reorganisation a/c	Share consolidation a/c	Share surrender a/c	**D. Share surrender a/c**
75	Amount sacrificed by hareholders are credited to	Capital reserve A/c	General reserve A/c	Capital reduction A/c	Capital recognisation A/c	**C. Capital reduction A/c**
76	Approval is required for internal reconstruction scheme from	Government	Competent high court	Company law board	SEBI	**B. Competent high court**

77	_____, if the value of net assets taken over is more than the payment made, the difference is termed as goodwill and if the value of net assets taken is less than the payment made, the difference is termed as capital reserve.	Internal reconstruction	External reconstruction	Amalgamation	Takeover	**C. Amalgamation**

78	Richa Ltd. Agrees to issue 3 shares of Rs. 10 each, Rs. 9 paid up, and market value of Rs. 15 per share for every 5 shares in Ruchi Ltd. If Ruchi Ltd. Has 1,00,000 equity shares of Rs. 10 each, Rs. 5 paid up and market value of Rs. 8 per share, the amount of purchase	Rs. 10,00,000	Rs. 9,00,000	7,00,000	Rs. 8,00,000	**B. Rs. 9,00,000**
79	As per AS – 14 payment of expenses on amalgamation	Appears in the books of transferor company only	Appears in the books of transferee company only	Becomes part of purchase consideration	Does not become part of purchase consideration	**D. Does not become part of purchase consideration**

80	Under purchase method of amalgamation, the net asset is taken over is more than purchase consideration, it is known as	Goodwill	General reserve	Capital reserve	Capital reduction	**C. Capital reserve**
81	When the revalued liability is reduced from revalued asset, the amalgamation method is known as	Merger method	Pooling interest method	Net payment method	Net assets method	**D. Net assets method**

82	The assets and liabilities of transferor company are recorded in the books of transferee company at fair value, the method of amalgamation is known as	Purchase method	Merger method	Consolidation method	Pooling interest method	**A. Purchase method**

83	In case of amalgamation of a company, revalued liability is reduced from revalued assets, the method of purchase consolidation is known as	Net assets method	Net payment method	Lumpsum method	Intrinsic value method	**A. Net assets method**
84	When amalgamation in nature of purchase the method applied is	Merger method	Purchase method	Pooling interest method	Consolidation method	**B. Purchase method**
85	In case of amalgamation, debit side is equal to credit side it is known as	Realisation loss	No profit no loss	Realisation profit	Net value	**B. No profit no loss**

86	In realisation account of old company debit side is more than the credit side, it is known as	Purchase method	Merger method	Realisation loss	Realisation profit	**C. Realisation loss**
87	In amalgamation in the nature of merger, the accounting method to be followed is	Purchase method	Pooling interest method	Merger method	Consolidation method	**Pooling interest method**
88	Under pooling of interest method, purchase consideration less share capital, is adjusted against	General reserve	Capital reserve a/c	Goodwill a/c	Statutory reserve	**A. General reserve**

89	Under purchase methods, statutory reserve, investment allowance reserve of old company (transferor company), is transferred to new company (transferee company) by debiting	Realisation a/c	Capital reserve a/c	Goodwill a/c	Amalgamation adjustment reserve a/c	**D. Amalgamation adjustment reserve a/c**
90	The Amalgamation Adjustment Account appears in the books, it is shown under the heading of _____ in the balance sheet.	Reserve and Surplus	Investments	Fixed Assets	Miscellaneous expenditure	**D. Miscellaneous expenditure**

91	If the intrinsic values of shares exchanged are not equal, the difference is paid in	Cash	Debenture	Preference share	Assets	**A. Cash**
92	When purchasing company pays purchase consideration, it will be debited to	Liquidator of selling company's account	Realisation account	Business purchase account	Assets account	**A. Liquidator of selling company's account**
93	As per AS-14 purchase consideration is what is payable to	Shareholders	Creditors	Debentureholders	Shareholders & Debentureholders	**A. Shareholders**

94	When the purchasing company bears the liquidation expenses, it will debit the expenses to	Vendor Company‘s Account	Goodwill Account	Bank Account	Capital Reduction Account	**B. Goodwill Account**
95	When the Vendor (seller) company agrees to bear liquidation expenses, it will debit	Realisation Account	Goodwill Account	Bank Account	Capital Reduction Account	**A. Realisation Account**
96	Net Assets minus Capital Reserve is	Total assets	Goodwil	Purchase consideration	Business Purchase	**C. Purchase consideration**

97	When liquidation expenses is paid and borne by seller company then it is debited to	Bank Account	Realisation Account	Goodwill Account	Capital Reserve	**B. Realisation Account**
98	Under purchase method the difference between the purchase consideration and share capital of the transferee company should be adjusted to:	General reserve	Amalgamation adjustment account	Goodwill or capital reserve	Capital reserve	**C. Goodwill or capital reserve**

99	Amalgamate adjustment account is opened in the books of transferee company to incorporate:	The assets of the transferor company	The statutory reserves of the transferor company	The liabilities of the transferor company	The non – statutory reserves of the transferor company	**B. The statutory reserves of the transferor company**
100	If the market price of the shares to be given for Purchase Consideration at the time of absorption, _____ of the share is to be determined	Intrinsic Value	Fair Value	Face Value	Yield Value	**A. Intrinsic Value**

Name of the Professor :	**Class : TYBFM (FINANCIAL MANAGEMENT)**
Examination : October 2020	**Semester : VI**

Subject : FINANCIAL MANAGEMENT II	Paper Code :

MULTIPLE CHOICE QUESTION (MCQ) QUESTION BANK

FINANCIAL MANAGEMENT II

TYBFM-Semester 6 – OCTOBER 2020

Sr. No.	Question	Option A	Option B	Option C	Option D	Correct Answer
1	_____ is based on the assumption that company is a going concern.	Yield Value	Asset Backing Method	Intrinsic Value Method	Net Asset Method	A. Yield Value
2	____ is the excess of actual profit over the normal profit of the business.	Net Profit	FMP	NRR	Super Profit	B. Super Profit
3	The ____ method considers the current earning capacity in relation to future trends in profits.	Yield Value	Asset Backing Method	Intrinsic Value Method	Net Asset Method	A. Yield Value
4	In case of weighted Average method maximum weight is given to the ____ year.	First	Last	Second	Third	B. Last
5	Dividend Payout Ratio = DPS/_____	MPS	EPS	P/E Ratio	Number of shares	B. EPS
6	_____ are business assets and therefore they are included while calculating capital employed	Trading investments	Non-Trading Investments	Personal investments	Net Assets	A. Trading investments
7	_____ model assumes that the future streams of dividends is constant and non-growing.	Constant Growth	Variable Growth	Zero Growth	No Growth	C. Zero Growth

8	_____ is the possibility that investors will lose money when they invest in a company.	Interest Rate Risk	Systematic Risk	Unsystematic Risk	Financial Risk	D. Financial Risk
9	_____ considers the derivations of all possible returns from their expected value.	Range	Variance	Standard Deviation	Return	B. Variance
10	_____ bonds are free from insolvency risk and therefore their returns are also the lowest.	Government	Private	Debenture	Equity	A. Government
11	CAPM Stands for_____	Capital & Private model	Capital Asset Pricing model	Cash Asset Pricing model	Capital Asset Preference method	A. Capital Asset Pricing model
12	_____ relates to the Assets side of the Balance Sheet.	Operating leverage	Financial leverage	Combined leverage	No leverage	A. Operating leverage
13	_____ relates with financing decisions.	Operating leverage	Financial leverage	Combined leverage	No leverage	B. Financial leverage
14	Debt /Equity ratio = _____ /Net worth .	Equity	Preference	Debt	Assets	C. Debt
15	Degree of combined Leverage = Contribution /_____.	EBT	EAT	EBIT	SALES	A. EBT
16	____ leverage is the extent to which a firm commits itself to high levels of fixed operating costs.	Operating leverage	Financial leverage	Combined leverage	No leverage	A. Operating leverage

17	When two mutually exclusive financial plans do generate the level of EBIT where the EPS is the same such a situation is referred to as ___.	Cost of Capital	Indifferent point level	Dilution of Stake	Solvency	B. Indifferent point level
18	Net Operating Income approach theory is propounded by _____	Durand	Keynes	Marshal	Robinson	A. Durand
19	P/E Ratio = MPS /_____	DPS	EPS	Dividend Yield	Number of Shares	B. EPS
20	Cost of Debts (K_d) is lower than _____	(K_e)	(K_y)	(K_p)	(K_{e-}), (K_p),(k_r)	(K_{e-}), (K_p),(k_r)
21	____ are the residual owners of the firm.	Equity shareholders	Preference shareholders	Debentures	Bonds	A. Equity shareholders
22	Under _____theory investors value dividends and capital gains equally.	Irrelevance	Relevance	Residual dividend policy	Dividend Stability Policy	A. Irrelevance
23	_____ reduces uncertainly for investors and provides them with income.	Dividend Stability Policy	Irrelevance	Relevance	Residual dividend policy	A.Dividend Stability Policy
24	Cash is _____ Asset.	Fixed	Liquid	Non-Current	Fictitious	Non-Current
25	____ motive refers to holding of cash in order to meet the routine transactions.	Speculative	Transaction	Precautionary	Compensating	B. Transaction
26	__ collection techniques helps to improve the cash inflows.	Re-active	Pro-active	Non-active	Hyper-active	B. Pro-active

27	_____ is a non cash item not included in cash budget.	Sale proceeds of Assets	Depreciation	Payment of dividend	Receipt of commission	B. Depreciation
28	_____ is the cost of additional funds.	Nominal cost	Default cost	Sales cost	Marginal cost	D. Marginal cost
29	____ summarises the cash budget.	Income & Expenses	Asset & Liabilities	Receipt & Payment	Trading Account	C. Receipt and Payment
30	The cost incurred to collect the dues from customers is called as _____.	Collection cost	Administrator cost	Default cost		A. Collection cost
31	5 C of credit does not include _____.	Collateral	Character	Condition	Credit Rating	C. Credit Rating
32	Ageing of debtors measures _____.	Debtors outstanding	Debtors defaulting	Debtors payment	Long term solvency	A. Debtors outstanding
33	ABC analysis shows classification of Debtors in _____.	A category	B category	C category	ABC category	ABC category
34	____ is the cost of an opportunity foregone as a result of the rejection of the alternatives.	Default Cost	Collection Cost	Opportunity Cost	Capital Cost	C. Opportunity Cost
35	Receivables may be represented by bills receivables or _____ balance.	Creditors	Cash Sales	Bills Payable	Debtors	D. Debtors
36	_____ are not accounted for under recourse factoring.	Receivbles	Creditors	Cash Sales	Bad Debts	D. Bad Debts
37	_____ refers to customers willingness to pay the dept.	Capacity	Collateral	Condition	Character	D. Character
38	If sales is 100, variable cost is 40 the P/V ratio would be __.	140	60	80	70	B. 60

39	_____ cost arises if customers fail to meet their obligations on due dates.	Delinquency	Capital	Default	Collection	C. Default
40	Interest on loan is a _____ cost	Fixed	Variable	Semi variable	Negligible	A. Fixed
41	The _____ decision effect the value of the firm through the earnings available to the equity shareholders	BEP	Capital structure	P/E ration	Dividend yield	B. Capital structure
42	K_e = DPS/ _____ X 100 + growth	MPS	EPS	P/E RATIO	Dividend payout	A. MPS
43	_____ indicates the effect on earnings due to rise in fixed cost funds.	Leverage	Financial Leverage	Operating Leverage	Combined Leverage	B. Financial Leverage
44	Cash Balance is _____.	Permanent Asset	Current Asset	Fictitious Asset	Intangible Asset	B. Current Asset
45	Customer are created by ____	Cash sales	Credit sales	Cash & credit sales	Consignment sales	B. Cash & credit sales
46	Following is not a cost of maintaining receivables ____	Ordering cost	Collection cost	Defaulting cost	Financing cost	A. Ordering cost
47	2/10 implies _____	2% cash discount	Payment within 10 days	2% cash discount allowed for payment within 10 days	No cash discount	C. 2% cash discount allowed for payment within 10 days
48	Letter of credit (L/C) is issued by _____.	Seller	Buyer	Banker	Consignment	C. Banker
49	Cash held to protect against uncertainties due to ____	Speculative	Transaction	Precautionary	Compensating	C. Precautionary
50	Cash discount will increase __	Debtors	Sales	Collection Period	Credit Standard	B. Sales

Sr. No	Question	Option A	Option B	Option C	Option D

51	The primary objective of financial management is _____ maximisation.	Wealth	Gain	Loan Fund	Own Fund
52	Reliance Ltd has Rs 7,00,000, 10% Debentures of Rs 100 each. The tax rate is 50%. Calculate the cost of Debt.	50%	# # # # # # #	# # # # # # #	5%
53	Financial decisions are based on _____	cost of capital	c a p i	fixed assets	historical cost
54	Walter's Model suggests 100% DP Ratio when _____	Ke = r	Ke< r	Ke> r	Ke =0
55	**Sales Rs 40 lakhs; Variable cost Rs 20 lakhs; Fixed cost Rs 5 lakhs. Calculate operating leverage.**	**2.67**	**2.5**	**1.33**	**2.75**
56	If Operating Leverage is 3 and Financial Leverage is 5 then Combined Leverage will be	15	03-May	3.5	3
57	If the sales of the firm are Rs 60,00,000 and the average debtors are Rs 15,00,000 then the receivables turnover is _____	4 times	25%	400%	0.25 times
58	If the expected level of EBIT exceeds the indifference point.	Debt financing will be advantag	Equity financing will be advantag	EPS will reduce	No effect on EPS

		es	es		
59	Earnings per share remains constant is the assumption of _____ model.	Gordon	Fayol	Walter	Fayol& Gordon
60	Operating leverage is 1.26 and financial leverage is 1.02 The combined leverage is	2.90%	1.29%	3.29%	4.50%
61	Interest on Debentures Rs 4,00,000; preference dividend Rs 2,00,000 Tax rate is 4 %. If EBIT is Rs 15,00,000 the financial leverage is	1.75	2.88	1.96	3.75
62	**Cost of 12% Preference shares issued at par, assuming tax rate to be 30% will be_____.**	**8.40%**	**10%**	**12%**	**15.60%**
63	Following is not a function of a finance manager	Marketing	Budgeting	Forecasting	Financing
64	Leverage analyses relationship between	Equity and Debt	Debentures & loans	Financial & operating leverage	Short term loan & equity
65	Net Profit after interest & tax Rs 2,22,000; Equity Capital (10 each) Rs1,00,000. The Earning Per Share is	20.2	22.2	26	30.35
66	Financial objective of a firm is _____	to increase return on investme	to increase efficiency of organisat	to increase loyalty of the employe	to increase long term fund

		nt.	ion.	es.	fund
67	Higher the risk higher the _____.	Gain	Wealth	Own fund	Loan fund
68	Cost of debts depends on the _____.	Rate of interest	historical cost	future cost	Rate of dividend
69	EBIT Rs 26,00,000; Interest Rs 4,80,000. Calculate Financial Leverage.	2	1.23	1.5	2.5
70	**Sales Rs 40 lakhs; Variable cost Rs 25 lakhs; Fixed cost Rs 6 lakhs. Calculate operating leverage.**	**1.67**	**1.5**	**2**	**1.75**
71	**Which of the following has the highest cost of capital?**	**Equity shares**	**Loans**	**Bonds**	**Preference**
72	Operating leverage is used to measure _____	Financial Risk	Business Risk	Market Risk	Economic Risk
73	A firm has EBIT of Rs 50,000. Market value of debt is Rs 80,000 and overall capitalization rate is 20%. Market value of firm under NOI approach is _____.	2,50,000	1,70,000	30,000	1,30,000
74	Which of the following cost of capital require tax adjustment?	Cost of Equity Shares	Cost of Preference Shares	Cost of Debentures	Cost of Retained Earnings.
75	EPS stands for _____.	Expenses per share	Earnings per share	Earning per stock	Earning per saving
76	Increased operating profit creates _____ _____.	Cash flow	Cash surplus	Cash Manufacture	Cash deficit

77	Cash budget is an aspect of _____ _____.	Cash surplus	Cash flow	Cash Manufacture	Cash imbalance
78	The uncertainty about expected return from a marketable security attributable to change in interest rate is _____	Interest Rate Risk	Default risk	Credit Risk	Dividend risk
79	One of the following is not an objective of cash management –	Cash planning	Cash imbalance	Holding optimum cash	Investment of idle cash
80	Surplus cash can be managed by	Investment policy	Bank loan	Inventory control	Receivable management
81	In monthly cash report following comes under cash receipt	Cash sales	Cash purchases	Wages	Taxes
82	Miller – orr model deals with	Optimum stock	Optimum cash balance	Optimum receivable	Maximum Cash
83	6/10 Implies	6 % Cash discount	Payment within 10 days	6 % Cash discount allowed for payment within 10 days.	10 % Cash discount allowed for payment within 6 days.
84	Increase in accounts receivable	Decreases working capital	Increases working capital	Increases fixed capital	Decreases fixed capital
85	Ageing schedule shows	Age of customers in years	Amount collected	Goods sold	Goods purchased
86	Following is not an element of credit policy	Credit terms	Collection policy	Cash discount terms	Sales price

87	Sales are Rs6,30,000 , Default is 1.5%. bad debt is 1% . Calculate the default cost.	Rs 9,450	Rs 3,750	Rs 7,450	Rs 3,570
88	Fixed cost Rs 23,00,000 variable cost is Rs 3,00,000. Credit period 2 months RoI 20%. The return will be	Rs 86,666	Rs 38,333	Rs 1,47,500	Rs 1,00,000
89	Fixed cost is Rs 2,70,000 variable cost is Rs 12,60,000. Credit period 1 month RoI is 40%. The RoD investment in debtors is	Rs 51,000	Rs 60,000	Rs 70,000	Rs 40,000
90	Following is not a cost of maintaining receivables	Ordering cost	Collection cost	Defaulting cost	Financing cost
91	Which of the following is the variability of return on stocks or portfolios associated with changes in return on the market as a whole?	Systematic risk	Unsystematic risk	Standard Deviation	Co-efficient of variation
92	An investment proposal should be judged and accepted?	A return equal to the return require by the investor	A return more than required by investor	A return less than required by investor	A return should not be considered
93	There is a relationship between risk and return _____	When risk increases , return decrease	When risk increases , return increases	When risk increases , return unchang	When risk decreases , return increases

		s	increases	ed	increases
94	Expected returns on weighted average on assets in portfolio is considered as ___	Weighted portfolio	Expected return on portfolio	Co-efficient of portfolio	Expected assets
95	An amount invested is Rs 5,000 and an amount received is Rs 4,000 then return will be a)	Rs 1000	– Rs 1000	–Rs 9000	Rs 9000
96	An additional desired compensation by investors for assuming an additional risk on investment is classified as _____.	risk premium.	Investor premium	Additional premium	Assumed premium
97	Method and model used to analyze relationship between rates of return and risk is classified as	capital asset pricing model.	portfolio asset pricing model	asset market pricing model	portfolio pricing model
98	The probability distribution of security N is given below: **Probability** / **Return (%)** 0.3 / 25 0.5 / 20 0.2 / 15 The risk of the return of the security will be :	60%	28%	20.50%	24%
99	Transaction motive for holding cash is	Daily operations	payment of dividend	Purchase of assets	Safety

100	Cash discount will increase	Collection	Debtors period	Sales	Bad debts

Name of Professor:	**Class: TYBFM (Financial Management)**
Examination Code:	**Semester :VI/CBCS**
Subject: Auditing II	**Paper Code:**

MULTIPLE CHOICE QUESTION (MCQ) QUESTION BANK

Sr. No.	Question	Option A	Option B	Option C	Option D	Correct Answer
1	If amount of voucher is more than Rs. _____ a revenue stamp of Re.1 has to be put on the voucher.	50	50,000	500	5000	**D. 5000**
2	The act of ___ vouchers is called vouching.	ticking	appraising	examining	rectifying	**C. examining**

3	Auditor should verify the copies of bills issued to tenants with reference to _____ while vouching rental receipts.	Tenancy agreement	Tenancy note	Tenancy file	Tenancy term	**A.Tenancy Agreement**
4	Which income is vouched with reference to counterfoils of dividend warrants?	Rental income	Interest income	Dividend income	Royalty received	**C.Dividend income**

5	Auditor should verify the bank statement to verify that there is ___ in amount recovered & amount deposited in bank.	No difference	difference	surplus	Deficit	**A.No difference**
6	Auditor should ensure that the gross amount of commission is disclosed in ____	Balance sheet	Receipts & payment account	P & L account	Cash flow statement	**C.P & L account**
7	What has to be checked by auditor in case of imported goods?	GRN	Bill of entry	invoice	Delivery challan	**B.Bill of entry**

8	What will the auditor examine while vouching insurance premium?	Insurance memo	Insurance counterfoil	Insurance term contract	Insurance policy	**D. insurance policy**
9	While vouching expenses, auditor should make sure that personal expenses are not recorded as ___ expenses	department	sector	country	company	**D. company**
10	Who should check whether imprest system of petty cash book is followed?	shareholders	auditor	employees	vendors	**B. auditor**

11	The auditor should ensure that _____ advertising expenses have been disclosed on the liability side of balance sheet.	current	prepaid	outstanding	contingent	**C. Outstanding**
12	Sales commission is calculated as a percentage of total sales made by the ____	firm	Sales team	industry	salesman	**D. salesman**
13	What is one object of verification?	Enquire about ownership of the asset	To give assurance about future profitability	To give true and fair view	To detect and prevent error and frauds	**A.Enquire about ownership of the asset**
14	Who is bound to physically verify the plant & machinery?	government	management	shareholders	investigator	**B.Management**

15	Inventory consists of ____ items that are held for sale .	fixed	current	tangible	intangible	**C.Tangible**
16	It is the duty of auditor to ascertain that the procedures for stock taking followed by management were ____	easy	inexpensive	innovative	effective	**D.Effective**
17	In CARO, what does O stands for ?	opinion	order	ommission	offer	**B.Order**
18	____ shares are free shares.	equity	right	bonus	preference	**C.Bonus**

19	Expenses debited to current years profit & loss account though relating to earlier years are known as ____	Prior period expenses	Prepaid expenses	Accrued expenses	Historical expenses	**A.Prior period expenses**
20	_____ means the charges for use of know- how , patents etc.	Lease rentals	installments	royalty	penalty	**C.Royalty**
21	Cost of goodwill is not allowed as deduction as per the provision of ___ Act.	Banking regulation act	Companies act 2013	Insurance Act	Income tax act	**D. Income tax act**

22	An official document which gives the investor the exclusive right to make, use or sell his invention.	copyright	trademark	patent	goodwill	**C.Patent**
23	What should the auditor obtain from management to ensure that all known contingent liabilities have been included in the accounts.	certificate	Verbal confirmation	remuneration	contract	**A. Certificate**

24	Auditor should ensure that amount of ___ is within the maximum limit sanctioned by central government	Stationery expense	Public deposit	Depreciation amount	Purchase expenditure	**B.Public Deposit**
25	What refers to determining fair value of assets?	vouching	verification	valuation	accounting	**C.Valuation**
26	Who is responsible to verify internal control system?	shareholders	government	Board of directors	auditor	**D.Auditor**
27	The broad areas which require SA shall be determined by ____	SBI	SEBI	AASB	ROC	**C.AASB**

28	SA 200 is regarding ____	Going concern	Overall objectives of the independent auditor	Audit evidence	Audit planning	**B.overall objectives of the independent auditor**
29	Full form of AASB	Auditing and assurance standard board	Accounting & assurance standard board	Auditing & accounting special board	Auditing & assurance standard book	**A.Auditing & Assurance Standard Board**
30	Who issues audit engagement letter?	customer	banker	auditor	supplier	**C.Auditor**
31	What is included in letter of engagement?	Audit notebook	Working papers	Auditor's bank account details	Confirmation of acceptance	**D.Confirmation of acceptance**
32	Which SA relates to auditor's responsibilities relating to fraud in an audit of financial statements?	240	250	315	230	**A.240**

33	Planning an audit of financial statements is given under SA___	320	300	330	315	**B.300**
34	Working papers are the property of ____	employe ess	manage ment	vendor	auditor	**D.Audit or**
35	What is required to obtain such reasonable assurance on the financials of the company?	Internal confirma tion	Manage ment letter	External confirma tion	Outward confirma tion	**C.Exter nal confirm ation**
36	How many types of external confirmation are there?	three	two	five	four	**B.Two**
37	Materiality is basically a matter of _____ judgment.	professio nal	personal	assumpti on	statistical	**A.Profes sional**

38	Which one is a legal requirement relating to materiality?	Prior period item	Ordinary item	Changes in accounting policies	Percentage cut offs	**D. Percentage cutoffs**
39	The study group constituted by AASB shall be constituted of the members of the _____	institute	company	Auditor's assistants	Political party	**A.Institute**
40	A person shall be appointed as an auditor if he is _____ within the meaning of chartered accountant act, 1949.	Company secretary	Chartered accountant	Lawyer	Actuary	**B.Chartered Accountant**

41	What should a person hold to be qualified as a auditor if he is a chartered accountant?	Audit work of 5 companies	Training certificate	Shareholding in client's firm	Valid certificate of practice	**D.Valid certificate of practice**
42	Who is eligible as an auditor of the company?	Body corporate other than LLP	Officer of the company	Partnership firm	Person who is a partner of the officer of the company	**C.Partnership firm**
43	Section 141 (3) of companies act 2013 is with respect to ____	Disqualification of an auditor	Removal of auditor	Casual vacancy	Appointment of government auditor	**A.Disqualification of auditor**

44	The ____ auditor of the company is appointed by the directors in the first meeting of board of directors.	first	fifth	second	sixth	**A.First**
45	Reappointment of auditor is given under which section?	Section 139(1)	Section 139 (2)	Section 139 (9)	Section 139 (11)	**C.Section 139 (9)**
46	Section 139 (8) is regarding ___	remuneration	removal	reappointment	Casual vacancy	**D.Casual Vacancy**
47	Government company auditor is appointed by ___	SEBI	CAGI	SBI	ICAI	**B.CAGI**
48	Removal of auditor is given under section ___	Section 131	Section 139	Section 140	Section 141	**C.Section 140**

49	Who has the right to sign audit report?	supplier	customer	employees	auditor	**D.Auditor**
50	Auditor has the right to receive ____	remuneration	gift	shares	Salary	**A. Remuneration**

Name of the Professor :	Class : Third Year Bachelor of Financial Management
Examination code :	Semester : VI
Subject : Financial Reporting	Paper Code :

Sr. No.	Question	Option A	Option B	Option C	Option D	Correct Answer

1.	A complete set of financial statements does include____	Balance Sheet, Profit & Loss A/c, Cash Flow Statement	Balance Sheet, Profit & Loss A/c, Reconciliation Statement	Balance Sheet, Profit & Loss A/c, Cash book	Balance Sheet, Profit & Loss A/c, Pass book	Balance Sheet, Profit & Loss A/c, Cash Flow Statement
2.	_____ is not the qualitative characteristics of a good Financial Statement.	Understandability	Irrelevance	Reliability	Comparability	Irrelevance
3.	A _____is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.	Financial Statement	Financial Right	Financial Obligation	Financial Instrument	Financial Instrument

4.	An Equity Instrument is any contract that evidences a _____in the assets of an entity after deducting all of its liabilities.	Residual Interest	Final Interest	Complete Interest	Profit Interest	Residual Interest
5.	The term Cost of Capital means the cost of _____.	Short term funds of a company	Long term funds of a company.	Medium term fund of a company	Loss fund of a company	Long term funds of a company.
6.	A Put Option is a contract giving the owner the right, but not the obligation, to _____ specified amount of an underlying security	Sell	Buy	Transact	Trade	Sell

7.	A Call Option is a contract giving the owner the right, but not the obligation, to _____ specified amount of an underlying security	Sell	Buy	Transact	Trade	Buy
8.	FVTOCI stands for _____.	Fame Value through Other Comprehensive Income	Fair Value through Other Comprehensive Income	Factory Value through Other Comprehensive Income	Face Value through Other Comprehensive Income	Fair Value through Other Comprehensive Income
9.	Which of the following is not a Financial Asset.	Debtor	Plant and Machinery	Bills Receivable	Cash	Plant and Machinery
10.	Stock Market in India is government by _____	Stock Agencies	SEBI	Market Intermediaries	Brokers	SEBI

11.	A _____ is aTrust that pools the savings of a number of investors who share a common financial goal.	Mutual Fund	Stock Market	SEBI	RBI	Mutual Fund
12.	Loss Asset requires _____ Provisioning as NPA	10%	20%	50%	100%	100%
13.	Merchant Bankers are the _____ which manages the capital issues.	Brokers	Specialized agency	Government Deparment	Fraud agency	Specialized agency

14.	What will be the Closing value of Net Assets if Opening Balance of net assets is Rs, 1,00,000, Net Income for the year (Audited) Rs. 15,000, Unit issued Rs. 10,000 and units redeemed Rs. 8,000	Rs. 1,33,000	Rs. 1,17,000	Rs. 1,13,000	Rs. 97,000	Rs. 1,17,000
15.	What will be Closing NAV if Closing Net Asset is Rs. 65,000/- and Number of units issued were 5,000.	Rs. 13	Rs. 10	Rs. 11	Rs. 12	Rs. 13

16.	During the year, the fund sold certain securities of cost Rs. 25 lakhs for Rs. 29 lakhs, The dividend earned was Rs. 6 lakhs. 80% of the realized earnings were distributed. What will be the amount of Distributed earning?	Rs. 4	Rs. 3.2	Rs. 4.8	Rs.8	Rs.8

17.	What will be the number of Units purchased if Rs. 4,00,000 is invested in a Mutual Fund on 25thJune, 2019 when NAV of the Investment was Rs. 25 per unit.	16000 units	17000 units	18000 units	19000 units	16000 units

18.	Mr. A InvestedRs. 50,000 in Mutual fund on 1st March, 2020 and Total NAV on 31st March, 2020 was Rs. 55,000, If Dividend received on mutual fund is Rs. 2,000. What will be the total yield on the Mutual Fund?	Rs. 5,000	Rs. 2,000	Rs. 7,000	Rs. 3,000	Rs. 7,000

19.	Mr. Kush earned Total yied of Rs. 10,000 on Mutual Fund, total amount of investment on Mutual fund on 1st March, 2020 was Rs. 5,00,000. What will be yield in percentage?	1%	2%	3%	4%	2%

20.	Mr. B invested in a Mutual Fund for Rs. 1,00,000/- on 1-02-2019. Total Yied on the Investment was Rs. 8,000/-. What will be effective yield per annum? Assume 365 days in a year.	8%	19.51% (Appx)	33.34% (Appx)	49.49% (Appx)	49.49% (Appx)
21.	Banks should classify an account as NPA only if the interest due and charged during any quarter is not serviced fully within_____ from the end of the quarter.	90 days	95 days	100 days	105days	90 Days

22.	How much percentage of provisioning is required for Standard Assets?	0.10%	0.20%	0.40%	0.50%	0.40%
23.	How much percentage of provisioning is required for Sub-Standard Assets?	10%	20%	30%	40%	10%
24.	How much percentage of provisioning is required for Secured portion of Doubtful Assets for period up to one year?	10%	20%	30%	40%	20%

25.	How much percentage of provisioning is required for Secured portion of Doubtful Assets for period from one year to 3 years?	10%	20%	30%	40%	30%
26.	How much percentage of provisioning is required for Secured portion of Doubtful Assets for period more than 3 years	30%	40%	50%	100%	100%

27.	How much provision is made for Unsecured Portion of Doubtful Debts	30%	40%	50%	100%	100%
28.	What will be total value added if Sales for the year amounted to Rs. 20,00,000 Manufacturing expenses and Administration expenses amounted to Rs. 1,00,000/-, Interest on working capital amounted to Rs. 1,00,000 and Interest on Debenture amounted to Rs. 20,000/, Other Income Rs. 1,00,000/-	Rs. 20,00,000	Rs.18,80,000	Rs.19,00,000	Rs.19,80,000	Rs.19,00,000

29.	Payment of Wages and Salary is Application of Value Added towards _____.	Employee	Directors	Government	Supplier	Employee
30.	What will be Value Added by manufacturing and trading activities if Total value added is Rs. 20,50,000 Including other Income Rs. 50,000.	Rs. 20,50,000	Rs. 21,00,000	Rs. 20,00,000	Rs. Nil	Rs. 20,00,000
31.	Economic value added is equal to _____minus Cost of Capital employed	Net Operating Profit after Tax	Net Operating Profit before tax	Gross profit	Net profit before tax but after depreciation	Net Operating Profit after Tax

32.	Cost of Capital Employed is equal to _____ multiplied by Average Capital Employed	Economic Cost	Weighted Average Cost of Capital	Marginal Cost	Standard Cost	Weighted Average Cost of Capital
33.	What will be cost of Equity if Risk Free Rate is 20%, Beta factor 1.10 and Equity Risk Premium is 10%.	31%	25.50%	19.50%	30%	31%

34.	What will be Economic Value Added if Net Operating Profit after Tax is Rs. 5,50,000 and Cost of Capital Employed is Rs. 4,75,000.	Rs. Nil	Rs. 50,000	Rs. 65,000	Rs. 75,000	Rs. 75,000
35.	If cost of Equity is 10% and Cost of Debt is 8%, Equity is share capital is Rs. 75,000 and Debt Capital is Rs. 25,000. What will be Weighted Average cost of Capital.	9%	9.50%	10%	8%	9.50%

36.	What will be Cost of 20% Debenture, if the company is paying taxes @ 30%.	20%	16%	15%	14%	14%
37.	What will be cost of 15% Preference share, if the company is paying taxes @ 40%.	10%	9%	15%	11%	15%
38.	According to _____,Proper valuation of human resources is not possible unless the contributions of individuals as a group are taken into consideration.	Jaggi and Lau Model	Maggi and Lau Model	Human Resource Model	Jaggi and Maggi Model	Jaggi and Lau Model

39.	Average Annual Earning of the Employee is Rs. 65,000, Retirement age is 60 years, Averageage of the employee is 50 years. Discount rate applicable is 12%. Annuity factor @12% for 10 years is 5.6502.	Rs. 11,504.02	Rs. 4,57,277	Rs. 3,50,000	Rs. 3,67,263	Rs. 3,67,263
40.	The Capital Adequacy Ratio _____ by looking at their ability to pay liabilities, and respond to credit risks and operational risks.	Set Standards for Non-Financial Companies	Set Standards for Banks	Set Standards for Stock market	Set Standards for Employee	Set Standards for Banks

41.	What will be the amount of provision for Standard Asset of Rs. 2,00,000/-.	Rs. 400	Rs. 800	Rs. 20,000	Rs. 40,000	Rs. 800
42.	What will be the amount of provision for Sub-Standard Asset of Rs. 4,00,000/-.	Rs. 40,000	Rs. 50,000	Rs. 60,000	Rs. 80,000	Rs. 40,000

43.	What will be the amount of provision for Secured portion of Doubtful Asset which has remained doubtful up to 1 year, Loan amount Rs. 10,00,000/-.	Rs. 50,000	Rs. 1,00,000	Rs. 2,00,000	Rs. 5,00,000	Rs. 2,00,000

44.	What will be the amount of provision for Secured portion of Doubtful Asset which has remained doubtful for more than 1 year but less than 3 years, Loan amount Rs. 20,00,000/-.	Rs. 4,00,000	Rs. 6,00,000	Rs. 8,00,000	Rs. 20,00,000	Rs. 6,00,000

45.	What will be the amount of provision for Unsecured portion of Doubtful Asset Loan amount Rs. 5,00,000/-.	Rs. 1,00,000	Rs. 2,00,000	Rs. 3,00,000	Rs. 5,00,000	Rs. 5,00,000
46.	Which one of the following is not an Application of Value Added to pay providers of Capital?	Interest on Debentures	Interest on Fixed Loan	Dividend	Interest on Working Capital	Interest on Working Capital
47.	_____ is the value of an employee in his alternative use.	Opportunity Cost	Additional Cost	Employee Cost	Marginal cost	Opportunity Cost

48.	Financial Assets are initially measured at _____Value.	Fair	Standard	Required	Face	Fair
49.	NVA stands for _____.	National Value Added	Net Value Added	Net Asset Value	Notional Value Added	Net Value Added
50.	Cost of Debt is the percentage of Interest on Debt Instrument after deducting _____.	Tax	Depreciation	Interest	Other expenses	Tax

SR NO.	QUESTION	OPTION A	OPTION B	OPTION C	OPTION D	CORRECT ANSWER
51	Capital Asset Pricing Model is widely used for _____	Cost of debt	Cost of capital	Cost of equity	Share price valuation	Cost of equity

52	Which of the following is not an employee cost_____	Wages	Salaries	Staff Welfare	Provisio n for Tax	Provisio n for tax
53	Close ended fund schemes are kept for subscription only during a _____ time of the launch of scheme.	Specified	Long	Short	All	Specified

54	Users must be able to compare the financial statements of an enterprise through time in order to identify _____ in its financial position and performance.	Mistakes	Trends	Events	Omissions	Trends
55	Merchant Bankers are also called _____	Managers of deposit	Debt Manager	Managers of Issue	Handlers	Managers of Issue
56	NBFCs does not include any institution whose principal business is that of _____, _____ or _____.	Agriculture activity, industrial activity or sale/purchase/construction of immovable property	Finance, Lending or depository	Lending, advances or deposits	Lending, advancing or trading	Agriculture activity, industrial activity or sale/purchase/construction of immovable property

57	The sale and repurchase prices of units are based on _____	Newly Assessed Value	Net Asset Value	Daily Earnings	Average of Pool	Net Asset Value
58	Economic Value Added is _____	NOPAT – COCE	PAT – Income Tax	EBIT – Interest	PAT + Depreciation	NOPAT – COCE
59	Human capital reporting provides scope for planning and _____ in relation to proper manpower planning	Decision making	Understanding	Calculating	Staffing	Decision making
60	_____ are the specialized agency which manages the capital issues.	NBFCs	Merchant bankers	Brokers	Depositories	Merchant bankers

61	A complete set of financial statements consists of _____, Profit & Loss A/c, a statement of changes in Equity and Cash Flow statement together with notes statements and other explanatory materials.	Balance sheet	Trial balance	Journal	Ledgers	Balance sheet

62	The money thus collected is invested by the fund manager in different types of _____ depending upon the objectives of the scheme.	Securities	Debtors	Liabilities	Instruments	Securities
63	Which of the following is not principal qualitative characteristics of financial statements	Understandability	Relevance	Reliability	Generalization	Generalization

64	_____ is the degree of caution in the exercise of the judgements needed in making the estimates required under conditions of uncertainty.	Prudence	Reliability	Bias	Relevance	Prudence
65	_____ is the date the asset is delivered to or by an entity.	Trade date	Transfer date	Settlement date	Order date	Settlement date

66	A mutual fund is a trust that _____ the savings of number of investors who share common financial goals.	Pools	Segregates	Uses	Collects	Pools
67	Other incomes doesn't include _____	Dividend	Interest income	Royalty	Sales	Sales
68	_____ is the difference between current market value of a firm and the capital contributed by investors.	Human Resource Value Added	Market Value Added	Shareholder's Value Added	Value Added	Market Value Added
69	Equity Risk Premium is _____	Cost of Equity - Tax rate	Cost of capital – risk free rate	Market Rate – Risk free rate	Risk free rate + cost of debt	Market Rate – Risk free rate

70	Reporting on Value Added improves the attitudes of _____ towards their employing companies	Employees	Government	Public	People	Employees
71	Jaggi and Lau model approached valuation of human resources on the basis of _____ of employees	Grouping	Level	Position	Number	Grouping
72	Cost of Capital Employed is _____	Weighted average cost of capital x Capital employed	Cost of Capital x Tax rate	Profit after Tax x Number of years of business	Cost of equity x Dividend	Weighted average cost of capital x Capital employed

73	In India, mutual funds are regulated by_____	SEBI (Mutual Funds) Regulations, 1996	SEBI Regulations, 2006	SEBI Act	Mutual Funds Act, 1998	SEBI (Mutual Funds) Regulations, 1996
74	No NBFC is allowed to commence or carry on the business of non-banking finance institution without obtaining a certificate of registration issued by _____	The Companies Act, 1956	The Non-Banking Finance Company Act, 1998	SEBI	Reserve Bank of India	Reserve Bank of India
75	Stock brokers are eligible to act as _____ without obtaining a separate registration for it.	Bank	Underwriter	Guarantor	Lender	Underwriter

76	The income funds invest in _____	Fixed income debt instruments	Fixed income equity instruments	Corporate fixed deposits	Public instruments	Fixed income debt instruments
77	Non-Banking Finance Company is registered under _____	The Companies Act, 1956	The Non-Banking Finance Company Act, 1998	SEBI	Reserve Bank of India	The Companies Act, 1956
78	An _____ can cause information to be false or misleading and thus unreliable	Omission	Evidence	Disclosure	Accuracy	Omission

79	A financial instrument is any _____ that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity	Document	Deal	Contract	Paper	Contract
80	The term _____ means the cost of total funds of a company	Cost of equity	Cost of capital	Cost of debt	Cost of debtors	Cost of capital

81	In Human Resource, opportunity cost is the value of an employee in his _____	Current Use	Alternate Use	Maximum use	Minimum Use	Alternate Use
82	Stock brokers can deal in securities only after getting registration with _____	SEBI	RBI	CBDT	MCA	SEBI
83	Reliability means when information is _____	Presented differently for different users	Free from material errors and bias	Window dressed	Withheld	Free from material errors and bias
84	Forwards, futures, options etc. are _____ financial instruments	Primary	Short Term	Derivative	Non-tradable	Derivative

85	Cost of bought in goods and services includes _____	Wages	Interest on long term funds	Income tax	Dividend	Wages
86	Which of the following is not a maintenance and expansion cost_____	Depreciation	Retained Earnings	Staff Welfare	Building Reserve	Staff Welfare

87	Human Resource Accounting can be defined as the process of _____, _____ and _____ information about human resource in financial statement	Documenting, processing, presenting	Mining, storing, releasing	Analyzing, assessing, charting	Identifying, measuring, communicating	Identifying, measuring, communicating

88	A _____ is a member of recognized stock exchange(s) and is engaged in buying, selling and dealing in securities	Merchant Banker	NBFC	Stock Broker	Bank	Stock Broker
89	Which of the following is not an objective of financial reporting?	Useful information to users	Assess prospective cash inflows	Finding Frauds	Financial Performance	Finding Frauds

Serial Number	Module	Level of Difficulty AD/HD	Question	Option 1	Option 2	Option 3
1	I	AD	Trade between two countries is called	Internal trade	Intra-Country trade	Intra-State Trade

2	I	AD	According to Classical economists, ___ is the reason for a country to specialie in the production of a commodity	Internalisation	Cost differences	International Division of labor
3	I	HD	International trade is the result of an advantage country possesses in producing a particular commodity at a _____	Lower Cost	Equal cost	Higher cost
4	I	AD	Absolute difference in Cost is explained by____	David Ricardo	Adam Smith	J.S.Mill

5	I	AD	According to Adam Smith, international trade is advantageous for all participating countries only if they enjoy ___ difference in cost of production	Comparative	Equal	Absolute
6	I	HD	Who aid the following, " The esence of international trade is not the absolute difference in cost but a comparative difference in cost."	Adam Smith	David Ricardo	J.S.Mill

7	I	AD	Ricardian theory has ___ countries and ____ commodities	3,2	2,3	2,4
8	I	AD	Which of the following is NOT an assumption of Comparative Cost Advantage Theory?	Perfect Competition	Increasing return to scale	Perfect Mobility of labor within countries
9	I	HD	Comparative Advantage is expressed in _____	Absolute Cost	Variable cost	Cost ratios
10	I	AD	England 1 unit wine =1/2unit cloth, Portugal 1 unit wine = 1 unit cloth. This is an example of	Comparative Cost	Absolute Cost	Relative Cost

11	I	AD	Comparative Advantage theory is based on ___ value	Cost theory	Productivity theory	Quality theory
12	I	HD	No change in technology, no transport cost, constant returns to scale - these assumptions make the Comparative Cost advantage theory ____	Dynamic	Redundant	Static

13	I	AD	If a country enjoys an absolute advantage in the production of all commodities then also trade is possible". Who said this?	Adam Smith	David Ricardo	J.S.Mill
14	I	AD	According to H-O theory, International trade is, but a pecial case of ____ trade.	Inter-state	Intra state	Intra-Country
15	I	HD	H-o Theory s based on ____ value theory.	Partial	Semi-partial	General
16	I	AD	H-O Theory is a _____ model	1 X 1 X 1	2 X 2 X 2	3 X 3 X 3

17	I	AD	Commodity Y is Capital intensive if ____	Ky / Ly = Kx / Lx	Ky / Ly < Kx /Lx	Ky /Ly > Kx / Lx
18	I	HD	If,England 1 wine = 1/2 cloth and if Portugal 1 wine = 1 cloth, this I an example of	Comparative advantage	Absolute Advantage	Similar Cost
19	I	AD	If Commodity Y requres 2 units of capital and 2 units of labor and commodity X requires 1 unit of capital and 4 units of labor then Y is	Labor intenive	Labor specific	Capital Intensive
20	I	AD	Factor intensity is measured in ___ terms	Absolute Cost	Factor ratios	Relative Cost

21	I	HD	Total amount of labor in Nation 1 is greater than labor in nation 2 if	TK1 /TL1 > TK2 /TL2	TK1 / TL1 < TK2 /TL2	TK1 /TL1 = TK2/TL 2
22	I	AD	Factor abundan ce can be explaine d using	Demand curve	Supply curve	Tangent
23	I	AD	is capital abundant if	PK1/PL1 < PK2/PL2	PK1/PL1 >PK2/PL 2	PK1/PL1 = PK2/PL2
24	I	HD	Abundan ce of a factor makes it	Easy	More	Expensiv e
25	I	AD	r1 / w1 < r2 / w2 means	Nation 1 is capital abundant	Nation 1 is labor abundant	Nation 2 is capital abundant
26	I	AD	The rate at which goods are exchange ed between two countries is called	Import price	Export rate	Foreign exchange

27	I	HD	ratio of price of export to price of import is called	Import price	Export rate	Foreign exchange
28	I	AD	Px / Pm is	Gros barter terms of trade	Net Barter terms oftrade	Terms of trade
29	I	AD	When many commodities are traded terms of trade is expresed as ___ of its export pricr to import price	sum	multiple	index ratio
30	I	HD	import prices rse more than export prices, terms of trade have___	improved	deteriorated	increased
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68	II	HD	Under free trade _____ benefit more.	consumer	agents	middlemen

69	II	AD	Under free trade _____ will be higher.	wages	trade wars	civil wars
70	II	AD	Free trade is based on the principle of _____ .	Comparative cost advantage	Comparative disadvantage	Production possibility advantage
71	II	HD	Which of the following is not an argument for protectionism _____ ___ .	to protect infant industries	to increase the level of imports	to protect small industries
72	II	AD	A tariff is a tax on _____ _ .	domestic goods and services	foreign goods and service	quality of goods
73	II	AD	Protectionism _____ ___	increase the quality of imports	decrease the government revenue	increase the government earnings from tax
74	II	HD	Which of the following is an argument far free trade _____ .	prevents monopolies	unfavourable terms of trade	unfavourable balance of payments

75	II	AD	The main objective of trade barriers are _____ .	to discourage new industries domestically	to reduce unnecessary imports	to spend valuable foreign exchange
76	II	AD	_____ is a type of tariff barriers.	Embargo	Ad–valorem duties	Product standard
77	II	HD	_____ is a type of non – tariff barriers.	Import Quotas	Export duties	Import Duties
78	II	AD	An international trading company of the Government of India _____.	State Transport Corporation	State Service Corporation	State Trading Corporation
79	II	AD	Consular documents include	Certificate of origin	Export certificates	Uncertified consular invoices
80	II	HD	Trade barriers are often called _____.	Free trade	Protection	Trade wars
81	II	AD	Redistribution effect is called _____ .	Revenues effect	Consumption effect	Productive effect

82	II	AD	Imposing of tariff, raises domestic prices causing fall in consumption of domestic goods is _____ .	Protective effect	Revenue effect	Consumption effect
83	II	HD	_____ is the World's largest single market area.	European Union	India	Pakistha n
84	II	AD	At present, European Union consist of _____ member countries.	26	27	28
85	II	AD	When an economy union involves unifying currency it becomes _____	Customs Union	Trade Union	Economic and Monetary Union

86	II	HD	_____ is an official institution of the European Union.	European Council	European Parliament	European Commission
87	II	AD	Euro is the official currency for _____ _ member countries of European Union.	16	17	18
88	II	AD	The _____ _ is the single currency of the European Union.	dollar	euro	yen
89	II	HD	_____ _ is the second largest currency in the world.	Dollar	Euro	Yen
90	II	AD	_____ _ became an ASEAN dialogue partner in 1995.	India	Pakistha n	Srilanka

91	II	AD	Look East Policy has now transformed into a _____.	Act European Policy	Act East Policy	Act West Policy
92	II	HD	The referendum for Brexit was held on _____.	#######	#######	#######
93	II	AD	ASEAN was formed in _____.	1947	1967	1977
94	II	AD	_____ is a statement of a systematic record of all economic transactions between one country and the rest of the world.	Deficit	Surplus	Balance of payments

95	II	HD	Pick out the wrong statement.	Tariff rest	Import quotas have a direct effect in reducing imports	Voluntary export restraint is an example of tariff barriers.
96	II	AD	The consumption effect of tariffs forces consumers to_____.	increase their consumption due to tariffs.	pay lower price due to tariffs.	reduce their consumption due to tariffs.
97	II	AD	Import embargo is an important retaiatory measure against_____.	dumping	exports	domestic

98	II	HD	Which of the following Non – Tariff Barriers prevents free movement of capital between countries?	preferential government procurement	Exchange	Domestic
99	II	AD	_____ is a measure under which a commodity of a specific volume or value is allowed to be imported in the country	Voluntary Export Restraints	Combined	Import quota
100	II	AD	Which of these are objectives of import quotas?	Correcting disequilibrium in the balance of payment	To allow dumping	To allow speculative activities

101		HD	In the _____ account, only transactions relating to goods are entered.	invisible account	Capital account	trade
102		AD	_____ means a decline in the rate of exchange of one country in terms of another's.	Deflation	Tariff	Exchange Depreciation
103		HD	Restrictions on the use of foreign exchange by the Central bank are called _____.	exchange controls	Official transfers	Foreign exchange reserves
104		AD	_____ are duties levied on imports.	Tariffs	Deflation	Exchange control

105		AD	Restrictions imposed on the quantity of imports is _____.	Surplus	Quotas	Balance
106		HD	Balance of payment always _____.	Deficit	balances	Surplus
107		AD	_____ term long run disequilibrium as fundamental disequilibrium.	Tariff	IMF	trade
108		AD	WTO replaced _____ in 1995.	GATT	WTO	UN
109		HD	TRIPs deals with _____.	intellectual property rights	Foreign investment	Foreign aid
110		AD	Protection is made available for _____ years for patents.	20	30	10
111		AD	The terms of _____ is 50 years.	copyright	Services	patent

112		HD	The current account of balance of payment does not include :	Balance of visible trade	Import of services	Unilateral services
113		AD	Pick out the item which is not a part of unilateral transfers.	Gifts	Grants	Loan
114		AD	Donations, grants, gifts and such other payments which do not have counter obligations are known as :	Grants	Aid	Unilateral flows
115		HD	If the deficits in a country's BOP persists for a long time it is a case of :	Structural disequilibrium	Fundamental disequilibrium	Cyclical disequilibrium

116		AD	Disequilibrium in the BOP caused by changes in the demand or supply relations of exports or imports or both refer to :	Cyclical disequilibrium	Short Run disequilibrium	Structural disequilibrium
117		AD	Which of the following is not a non monetary measure to correct the disequilibrium in BOP ?	Tariff	Import quotas	Export promotion
118		HD	TRIMS include measures to :	Treat foreign investment on par with domestic income	Remove quantitative restrictions	Treat foreign investment on par with domestic investment

119		AD	Pick out the one which is not true of GATS :	Services and service activities are covered under GATS	National treatment to members	No market access to service supplier’s
120		AD	Pick out the feature which is not true of the Agreement on Agriculture.	Reduce domestic subsidies	reduce export subsidies	Increase tariffs
121		HD	In balance of payment account, all goods exported and imported are recorded in _____.	Capital account	Merchandise account	Invisible account
122		AD	Gifts and charities account are also known as :	Export	Unilateral transfer	Import

123		AD	In BOP, total receipts must be equal to total _____.	payment	deficit	income
125		HD	Reducing the value of domestic currency in term of foreign currency.	Deflation	Exchange control	Tariff
125		AD	The current account in the balance of payments _____.	is a total of all the visible items of trade	includes merchandise trade and services	always shows a surplus
126		AD	Good performance on _____ has helped India to improve its current account balance in recent times.	trade account	invisible account	Capital account

127		HD	After covering deficits on current account, excess capital account receipts are added to _____.	IMF account	Official transfers	Foreign exchange reserves
128		AD	Reducing public expenditure to correct BOP disequilibrium is a _____ measure.	Monetary	Fiscal	Special
129		AD	_____ is not a cause of deficit in balance of payments	increase in import	fall in exports	capital outflow
130		HD	Devaluation of a currency is brought about by the _____.	World Bank	Asian Development Bank	International Finance Corporation

131		AD	When total exports are more than total imports then current account of balance of payment is in _____.	Deficit	Balance	Surplus
132		AD	_____ disequilibrium is chronic in nature.	Cyclical	Fundamental	Structural
133		HD	Expenditure switching policy is also known as _____ .	Devaluation	Revaluation	Appreciation
134		AD	_____ term long run disequilibrium as fundamental disequilibrium .	IMF	UN	WTO

135		AD	WTO replaced GATT and came into existence on	1st January 1957	1st January 1991	1st January 1995
136		HD	TRIPs stand for	Trade Related Investment Property Rights	Trade Related Investment Public Rights	Trade Related Intellectual Property Rights
137		AD	Under _____ the foreign investors will be given same rights as the national investor in the matter of investment.	TRIPs	TRIMs	GATs
138		AD	GATs deals with trade in _____.	Services	patent	copyright
139		HD	TRIMs deals with _____.	Foreign investment	Foreign aid	Services

149		AD	_____ agreement deals in trade in services	TRIMs	TRIPs	GATs
141		AD	The WTO agreements cover _____.	TRIPs	IMF	UNCTAD
142		HD	WTO promote _____ trade.	bilateral	multilateral	unilateral
143		AD	The only international organisation dealing with the global rules of trade between nations.	WTO	UN	IMF
144		AD	Along with the world bank and _____ WTO is the third economic pillar of world-wide dimensions.	Internation	Internation	Internation

145		AD	TRIPS (trade-related aspects of intellectual property rights) agreement is administered by	world bank	united nati	World trad
146		HD	Who is most recently appointed the Ambassador & Permanent Represantative of india to WTO?	JS Deepak	TS Deepak	Anwar Hu
147		AD	Which of the institutions is not a part of the world bank community?	IFC	IDA	WTO
148		AD	Which of the following categories of agricultural subsidies are allowed under WTO?	Green box	Blue box	Red box

149		HD	The_____ declaration recognised that the TRIPs agreement should protect public health.	Brazil	Doha	Bandung
150		AD	TRIMs deals with_____	Foreign in	Foreign ai	Services
151		AD	_____ refers to the rate at which the transaction take place at a future date.	Forward exchange rate	Arbitrage	Spot exchange rate
152		HD	_____ refers to the process of buying and selling a foreign currency in two different market at same time.	Arbitrage	Speculation	Spot exchange rate

153		AD	Transactions in the foreign exchange market are carried out are termed as _____.	fixed rate	forward rate	exchange rate
154		AD	Demand for foreign exchange varies _____ with the exchange rates.	Direct	Negative	inversely
155		HD	When supply of foreign exchange is increased given the demand for foreign exchange, the rate of exchange _____.	decrease	increases	Direct

156		AD	When demand for foreign exchange increases, the exchange rate _____.	increases	inversely	decrease
157		AD	The relative version is considered to be _____ to absolute version.	superior	Gustav Cassel	selection of index numbers
158		HD	The relative version of the PPP theory is propounded by _____.	Cassel	Adam Smith	J.S.Mill

159		AD	According to _____ theory, the exchange rate between two currencies is determined by their purchasing power.	Purchasing Power Parity	Balance of payment theory	Mint parity theory
160		AD	The ----------is the largest market in the world.	foreign exchange market	NSE	BSE
161		HD	The countries of the world are following the exchange rate system.	fixed	flexible	restrictive

162		AD	_____ is a feature of the foreign exchange market which enables an investor to earn high returns.	cost	Leverage	revenue
163		AD	_____has enabled faster growth of the foreign exchange market.	Technology	Leverage	Internaltrade
164		HD	____ function refer to the function of converting one currency into another.	Arbitrage	booking	asking

165		AD	_____ are authorized to deal in foreign exchange transactions.	Moneylenders	Money launderers	Commercial banks
166		AD	Investment in financial assets like shares or bonds abroad will ___- the demand for foreign exchange.	inceae	decrease	keep constant
167		HD	A _____ country requires more foreign exchange.	developing	developed	hermit nation

168		AD	Services rendered by the domestic country to foreign counter parts increase the _____ of foreign exchange	supply	demand	manufacture
169		AD	Unilateral payments received ____ the supply of foreign exchange.	increase	decrease	does not change
170		HD	_____ rate variations can affect the equilibrium exchange rate.	Birth	death	inflation
171		AD	Interest rate differentials ____ the exchange rate.	affect	tandardised	localise

172		AD	The degree of ___ achieved affect the exchange rate.	education	health	growth
173		HD	The purchasing power parity theory the difference in the quality of goods.	considers	appreciates	ignores
174		AD	The PPP theory _____ capital transfers.	considers	appreciates	ignores
176		AD	The ___rate is determined by the demand for and supply of a currency.	spot	forward rate	option

176		HD	The differenc between bid price and ask price s the ___	loss	profit	value
177		AD	_____ex change rate may be either at a premium or discount or at par.	spot	forward	current
178		AD	In a system of managed float there is less chance of speculati on.	flexible	managed float	fixed
179		HD	____ is done to overcom e uncertain ties.	Arbitrag e	Hedging	speculati on
180		AD	___ is the opposite of hedging.	Arbitrag e	locking	speculati on

181		AD	The modern foreign exchange market functions in a system of _____.	Fixed exchange rate	Gold standard	Britton Wood system
182		HD	Pick out the feature which is not true of the foreign exchange market.	Buying and selling of currencies	Largest market	High liquidity
183		AD	In the determination of the exchange value of a currency, the first currency of a currency pair is called _____.	Price currency	Hard currency	Base currency

184		AD	The currency used for international transactions irrespective of the importing or exporting country's currency is called _____.	Soft currency	Bitcoin	Vehicle currency
185		HD	Pick out the feature which is not true of the foreign exchange market.	It is open 24 hours a day	Not one single entity can control the market	Huge market
186		AD	_____ enables an investor to earn high returns while minimizing capital risks.	Liquidity	Reserves	Returns

187		AD	Trading in foreign exchange has become fast and simple due to _____.	Simple procedures	Geographical proximity	Improved technology
188		HD	Pick out the feature which is not true of the foreign exchange market.	Huge trading volumes	Operates throughout the week	Presence of a risk element
189		AD	The provision of foreign bills of exchange in international payments in an example of _____.	Transfer function	Credit function	Speculation

190		AD	Transaction where the exchange of currencies take place on the same date is known as	swap transaction	ready transaction	spot transaction
191		HD	Transaction in which exchange of currencies take place at a specified future date, subsequent to spot date is known as,	swap transaction	forward transaction	future transaction
192		AD	Transaction in which currencies to be exchanged the next day of the transaction is known as	value today	ready transaction	spot transaction

193		AD	According to the Purchasing Power Parity theory, the rate of exchange between the currencies of two countries is determined by_____ _____	their relative price levels	their import and export volumes	their import and export values
194		HD	Which of the following is not an assumption of the Purchasing Power Parity theory?_ _____ _____	There are no trade barriers between countries	The price index for each of the two countries must be comprised of the same basket of goods	All the prices should be indexed to the same year

195		AD	Exchange rate between two currencies is based on _____ _____ ___	purchasing power of two currencies	economic development of the two nation	political stability in the two countries
196		AD	Purchasing Power Parity Theory considers that goods in different countries are_____ ____	differential	identical	superior
197		HD	Under IMF, the exchange rate system was _____ ____	gold standard	currency board system	dollarization
198		AD	Under managed float, the central bank of a nation intervenes to_____ ____ foreign currency.	only purchase	only sell	purchase and sell

199		AD	Flexible exchange rate system, the exchange rate is determined by _____ _____	Market forces	Central Bank	commercial bank
200		HD	has adipted _____ _____ _ Exchange rate system.	Fixed	Flexible	Managed

Serial Number	Module	Level of Difficulty AD/HD	Question	Option 1	Option 2	Option 3
1	I	AD	Trade between two countries is called	Internal trade	Intra-Country trade	Intra-State Trade

2	I	AD	According to Classical economists, ___ is the reason for a country to specialie in the production of a commodity	Internalisation	Cost differences	International Division of labor
3	I	HD	International trade is the result of an advantage country possesses in producing a particular commodity at a _____	Lower Cost	Equal cost	Higher cost
4	I	AD	Absolute difference in Cost is explained by____	David Ricardo	Adam Smith	J.S.Mill

5	I	AD	According to Adam Smith, international trade is advantageous for all participating countries only if they enjoy ___ difference in cost of production	Comparative	Equal	Absolute
6	I	HD	Who aid the following, " The esence of international trade is not the absolute difference in cost but a comparative difference in cost."	Adam Smith	David Ricardo	J.S.Mill

7	I	AD	Ricardian theory has ___ countries and ____ commodities	3,2	2,3	2,4
8	I	AD	Which of the following is NOT an assumption of Comparative Cost Advantage Theory?	Perfect Competition	Increasing return to scale	Perfect Mobility of labor within countries
9	I	HD	Comparative Advantage is expressed in _____	Absolute Cost	Variable cost	Cost ratios
10	I	AD	England 1 unit wine =1/2unit cloth, Portugal 1 unit wine = 1 unit cloth. This is an example of	Comparative Cost	Absolute Cost	Relative Cost

11	I	AD	Comparative Advantage theory is based on ___ value	Cost theory	Productivity theory	Quality theory
12	I	HD	No change in technology, no transport cost, constant returns to scale - these assumptions make the Comparative Cost advantage theory ____	Dynamic	Redundant	Static

13	I	AD	If a country enjoys an absolute advantage in the production of all commodities then also trade is possible". Who said this?	Adam Smith	David Ricardo	J.S.Mill
14	I	AD	According to H-O theory, International trade is, but a pecial case of ____ trade.	Inter-state	Intra state	Intra-Country
15	I	HD	H-o Theory s based on ____ value theory.	Partial	Semi-partial	General
16	I	AD	H-O Theory is a _____ model	1 X 1 X 1	2 X 2 X 2	3 X 3 X 3

17	I	AD	Commodity Y is Capital intensive if ____	Ky / Ly = Kx / Lx	Ky / Ly < Kx /Lx	Ky /Ly > Kx / Lx
18	I	HD	If,England 1 wine = 1/2 cloth and if Portugal 1 wine = 1 cloth, this I an example of	Comparative advantage	Absolute Advantage	Similar Cost
19	I	AD	If Commodity Y requres 2 units of capital and 2 units of labor and commodity X requires 1 unit of capital and 4 units of labor then Y is	Labor intenive	Labor specific	Capital Intensive
20	I	AD	Factor intensity is measured in ___ terms	Absolute Cost	Factor ratios	Relative Cost

21	I	HD	Total amount of labor in Nation 1 is greater than labor in nation 2 if	TK1 /TL1 > TK2 /TL2	TK1 / TL1 < TK2 /TL2	TK1 /TL1 = TK2/TL 2
22	I	AD	Factor abundan ce can be explaine d using	Demand curve	Supply curve	Tangent
23	I	AD	is capital abundant if	PK1/PL1 < PK2/PL2	PK1/PL1 >PK2/PL 2	PK1/PL1 = PK2/PL2
24	I	HD	Abundan ce of a factor makes it	Easy	More	Expensiv e
25	I	AD	r1 / w1 < r2 / w2 means	Nation 1 is capital abundant	Nation 1 is labor abundant	Nation 2 is capital abundant
26	I	AD	The rate at which goods are exchange ed between two countries is called	Import price	Export rate	Foreign exchange

27	I	HD	ratio of price of export to price of import is called	Import price	Export rate	Foreign exchange
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68	II	HD	Under free trade _____ benefit more.	consumer	agents	middlemen

69	II	AD	Under free trade _____ will be higher.	wages	trade wars	civil wars
70	II	AD	Free trade is based on the principle of _____ .	Comparative cost advantage	Comparative disadvantage	Production possibility advantage
71	II	HD	Which of the following is not an argument for protectionism _____ ___ .	to protect infant industries	to increase the level of imports	to protect small industries
72	II	AD	A tariff is a tax on _____ _ .	domestic goods and services	foreign goods and service	quality of goods
73	II	AD	Protectionism _____ ___	increase the quality of imports	decrease the government revenue	increase the government earnings from tax
74	II	HD	Which of the following is an argument far free trade _____ .	prevents monopolies	unfavourable terms of trade	unfavourable balance of payments

75	II	AD	The main objective of trade barriers are _____ .	to discourage new industries domestically	to reduce unnecessary imports	to spend valuable foreign exchange
76	II	AD	_____ is a type of tariff barriers.	Embargo	Ad–valorem duties	Product standard
77	II	HD	_____ is a type of non – tariff barriers.	Import Quotas	Export duties	Import Duties
78	II	AD	An international trading company of the Government of India _____.	State Transport Corporation	State Service Corporation	State Trading Corporation
79	II	AD	Consular documents include	Certificate of origin	Export certificates	Uncertified consular invoices
80	II	HD	Trade barriers are often called _____.	Free trade	Protection	Trade wars
81	II	AD	Redistribution effect is called _____ .	Revenues effect	Consumption effect	Productive effect

82	II	AD	Imposing of tariff, raises domestic prices causing fall in consumption of domestic goods is _____ .	Protective effect	Revenue effect	Consumption effect
83	II	HD	_____ is the World's largest single market area.	European Union	India	Pakistha n
84	II	AD	At present, European Union consist of _____ member countries.	26	27	28
85	II	AD	When an economy union involves unifying currency it becomes _____	Customs Union	Trade Union	Economic and Monetary Union

86	II	HD	_____ is an official institution of the European Union.	European Council	European Parliament	European Commission
87	II	AD	Euro is the official currency for _____ _ member countries of European Union.	16	17	18
88	II	AD	The _____ _ is the single currency of the European Union.	dollar	euro	yen
89	II	HD	_____ _ is the second largest currency in the world.	Dollar	Euro	Yen
90	II	AD	_____ _ became an ASEAN dialogue partner in 1995.	India	Pakistha n	Srilanka

91	II	AD	Look East Policy has now transformed into a _____.	Act European Policy	Act East Policy	Act West Policy
92	II	HD	The referendum for Brexit was held on _____.	#######	#######	#######
93	II	AD	ASEAN was formed in _____.	1947	1967	1977
94	II	AD	_____ is a statement of a systematic record of all economic transactions between one country and the rest of the world.	Deficit	Surplus	Balance of payments

95	II	HD	Pick out the wrong statement.	Tariff rest	Import quotas have a direct effect in reducing imports	Voluntary export restraint is an example of tariff barriers.
96	II	AD	The consumption effect of tariffs forces consumers to_____.	increase their consumption due to tariffs.	pay lower price due to tariffs.	reduce their consumption due to tariffs.
97	II	AD	Import embargo is an important retaiatory measure against_____.	dumping	exports	domestic

98	II	HD	Which of the following Non – Tariff Barriers prevents free movement of capital between countries?	preferential government procurement	Exchange	Domestic
99	II	AD	_____ is a measure under which a commodity of a specific volume or value is allowed to be imported in the country	Voluntary Export Restraints	Combined	Import quota
100	II	AD	Which of these are objectives of import quotas?	Correcting disequilibrium in the balance of payment	To allow dumping	To allow speculative activities

101		HD	In the _____ account, only transactions relating to goods are entered.	invisible account	Capital account	trade
102		AD	_____ means a decline in the rate of exchange of one country in terms of another's.	Deflation	Tariff	Exchange Depreciation
103		HD	Restrictions on the use of foreign exchange by the Central bank are called _____.	exchange controls	Official transfers	Foreign exchange reserves
104		AD	_____ are duties levied on imports.	Tariffs	Deflation	Exchange control

105		AD	Restrictions imposed on the quantity of imports is _____.	Surplus	Quotas	Balance
106		HD	Balance of payment always _____.	Deficit	balances	Surplus
107		AD	_____ term long run disequilibrium as fundamental disequilibrium.	Tariff	IMF	trade
108		AD	WTO replaced _____ in 1995.	GATT	WTO	UN
109		HD	TRIPs deals with _____.	intellectual property rights	Foreign investment	Foreign aid
110		AD	Protection is made available for _____ years for patents.	20	30	10
111		AD	The terms of _____ is 50 years.	copyright	Services	patent

112		HD	The current account of balance of payment does not include :	Balance of visible trade	Import of services	Unilateral services
113		AD	Pick out the item which is not a part of unilateral transfers.	Gifts	Grants	Loan
114		AD	Donations, grants, gifts and such other payments which do not have counter obligations are known as :	Grants	Aid	Unilateral flows
115		HD	If the deficits in a country's BOP persists for a long time it is a case of :	Structural disequilibrium	Fundamental disequilibrium	Cyclical disequilibrium

116		AD	Disequilibrium in the BOP caused by changes in the demand or supply relations of exports or imports or both refer to :	Cyclical disequilibrium	Short Run disequilibrium	Structural disequilibrium
117		AD	Which of the following is not a non monetary measure to correct the disequilibrium in BOP ?	Tariff	Import quotas	Export promotion
118		HD	TRIMS include measures to :	Treat foreign investment on par with domestic income	Remove quantitative restrictions	Treat foreign investment on par with domestic investment

119		AD	Pick out the one which is not true of GATS :	Services and service activities are covered under GATS	National treatment to members	No market access to service supplier’s
120		AD	Pick out the feature which is not true of the Agreement on Agriculture.	Reduce domestic subsidies	reduce export subsidies	Increase tariffs
121		HD	In balance of payment account, all goods exported and imported are recorded in _____.	Capital account	Merchandise account	Invisible account
122		AD	Gifts and charities account are also known as :	Export	Unilateral transfer	Import

123		AD	In BOP, total receipts must be equal to total _____.	payment	deficit	income
125		HD	Reducing the value of domestic currency in term of foreign currency.	Deflation	Exchange control	Tariff
125		AD	The current account in the balance of payments _____.	is a total of all the visible items of trade	includes merchandise trade and services	always shows a surplus
126		AD	Good performance on _____ has helped India to improve its current account balance in recent times.	trade account	invisible account	Capital account

127		HD	After covering deficits on current account, excess capital account receipts are added to _____.	IMF account	Official transfers	Foreign exchange reserves
128		AD	Reducing public expenditure to correct BOP disequilibrium is a _____ measure.	Monetary	Fiscal	Special
129		AD	_____ is not a cause of deficit in balance of payments	increase in import	fall in exports	capital outflow
130		HD	Devaluation of a currency is brought about by the _____.	World Bank	Asian Development Bank	International Finance Corporation

131		AD	When total exports are more than total imports then current account of balance of payment is in _____.	Deficit	Balance	Surplus
132		AD	_____ disequilibrium is chronic in nature.	Cyclical	Fundamental	Structural
133		HD	Expenditure switching policy is also known as _____ .	Devaluation	Revaluation	Appreciation
134		AD	_____ term long run disequilibrium as fundamental disequilibrium .	IMF	UN	WTO

135		AD	WTO replaced GATT and came into existence on	1st January 1957	1st January 1991	1st January 1995
136		HD	TRIPs stand for	Trade Related Investment Property Rights	Trade Related Investment Public Rights	Trade Related Intellectual Property Rights
137		AD	Under _____ the foreign investors will be given same rights as the national investor in the matter of investment.	TRIPs	TRIMs	GATs
138		AD	GATs deals with trade in _____.	Services	patent	copyright
139		HD	TRIMs deals with _____.	Foreign investment	Foreign aid	Services

149		AD	_____ agreement deals in trade in services	TRIMs	TRIPs	GATs
141		AD	The WTO agreements cover _____.	TRIPs	IMF	UNCTAD
142		HD	WTO promote _____ trade.	bilateral	multilateral	unilateral
143		AD	The only international organisation dealing with the global rules of trade between nations.	WTO	UN	IMF
144		AD	Along with the world bank and _____ WTO is the third economic pillar of world-wide dimensions.	Internation	Internation	Internation

145		AD	TRIPS (trade-related aspects of intellectual property rights) agreement is administered by	world bank	united nati	World trad
146		HD	Who is most recently appointed the Ambassador & Permanent Represantative of india to WTO?	JS Deepak	TS Deepak	Anwar Hu
147		AD	Which of the institutions is not a part of the world bank community?	IFC	IDA	WTO
148		AD	Which of the following categories of agricultural subsidies are allowed under WTO?	Green box	Blue box	Red box

149		HD	The_____ declaration recognised that the TRIPs agreement should protect public health.	Brazil	Doha	Bandung
150		AD	TRIMs deals with_____	Foreign in	Foreign ai	Services
151		AD	_____ refers to the rate at which the transaction take place at a future date.	Forward exchange rate	Arbitrage	Spot exchange rate
152		HD	_____ refers to the process of buying and selling a foreign currency in two different market at same time.	Arbitrage	Speculation	Spot exchange rate

153		AD	Transactions in the foreign exchange market are carried out are termed as _____.	fixed rate	forward rate	exchange rate
154		AD	Demand for foreign exchange varies _____ with the exchange rates.	Direct	Negative	inversely
155		HD	When supply of foreign exchange is increased given the demand for foreign exchange, the rate of exchange _____.	decrease	increases	Direct

156		AD	When demand for foreign exchange increases, the exchange rate _____.	increases	inversely	decrease
157		AD	The relative version is considered to be _____ to absolute version.	superior	Gustav Cassel	selection of index numbers
158		HD	The relative version of the PPP theory is propounded by _____.	Cassel	Adam Smith	J.S.Mill

159		AD	According to _____ theory, the exchange rate between two currencies is determined by their purchasing power.	Purchasing Power Parity	Balance of payment theory	Mint parity theory
160		AD	The ----------is the largest market in the world.	foreign exchange market	NSE	BSE
161		HD	The countries of the world are following the exchange rate system.	fixed	flexible	restrictive

162		AD	_____ is a feature of the foreign exchange market which enables an investor to earn high returns.	cost	Leverage	revenue
163		AD	_____has enabled faster growth of the foreign exchange market.	Technology	Leverage	Internaltrade
164		HD	____ function refer to the function of converting one currency into another.	Arbitrage	booking	asking

165		AD	_____ are authorized to deal in foreign exchange transactions.	Moneylenders	Money launderers	Commercial banks
166		AD	Investment in financial assets like shares or bonds abroad will ___- the demand for foreign exchange.	inceae	decrease	keep constant
167		HD	A _____ country requires more foreign exchange.	developing	developed	hermit nation

168		AD	Services rendered by the domestic country to foreign counter parts increase the _____ of foreign exchange	supply	demand	manufacture
169		AD	Unilateral payments received ____ the supply of foreign exchange.	increase	decrease	does not change
170		HD	_____ rate variations can affect the equilibrium exchange rate.	Birth	death	inflation
171		AD	Interest rate differentials ____ the exchange rate.	affect	tandardised	localise

172		AD	The degree of ___ achieved affect the exchange rate.	education	health	growth
173		HD	The purchasing power parity theory the difference in the quality of goods.	considers	appreciates	ignores
174		AD	The PPP theory _____ capital transfers.	considers	appreciates	ignores
176		AD	The ___rate is determined by the demand for and supply of a currency.	spot	forward rate	option

176		HD	The differenc between bid price and ask price s the ___	loss	profit	value
177		AD	_____ex change rate may be either at a premium or discount or at par.	spot	forward	current
178		AD	In a system of managed float there is less chance of speculati on.	flexible	managed float	fixed
179		HD	____ is done to overcom e uncertain ties.	Arbitrag e	Hedging	speculati on
180		AD	___ is the opposite of hedging.	Arbitrag e	locking	speculati on

181		AD	The modern foreign exchange market functions in a system of _____.	Fixed exchange rate	Gold standard	Britton Wood system
182		HD	Pick out the feature which is not true of the foreign exchange market.	Buying and selling of currencies	Largest market	High liquidity
183		AD	In the determination of the exchange value of a currency, the first currency of a currency pair is called _____.	Price currency	Hard currency	Base currency

184		AD	The currency used for international transactions irrespective of the importing or exporting country's currency is called _____.	Soft currency	Bitcoin	Vehicle currency
185		HD	Pick out the feature which is not true of the foreign exchange market.	It is open 24 hours a day	Not one single entity can control the market	Huge market
186		AD	_____ enables an investor to earn high returns while minimizing capital risks.	Liquidity	Reserves	Returns

187		AD	Trading in foreign exchange has become fast and simple due to _____.	Simple procedures	Geographical proximity	Improved technology
188		HD	Pick out the feature which is not true of the foreign exchange market.	Huge trading volumes	Operates throughout the week	Presence of a risk element
189		AD	The provision of foreign bills of exchange in international payments in an example of _____.	Transfer function	Credit function	Speculation

190		AD	Transaction where the exchange of currencies take place on the same date is known as	swap transaction	ready transaction	spot transaction
191		HD	Transaction in which exchange of currencies take place at a specified future date, subsequent to spot date is known as,	swap transaction	forward transaction	future transaction
192		AD	Transaction in which currencies to be exchanged the next day of the transaction is known as	value today	ready transaction	spot transaction

193		AD	According to the Purchasing Power Parity theory, the rate of exchange between the currencies of two countries is determined by_____ _____	their relative price levels	their import and export volumes	their import and export values
194		HD	Which of the following is not an assumption of the Purchasing Power Parity theory?_ _____ _____	There are no trade barriers between countries	The price index for each of the two countries must be comprised of the same basket of goods	All the prices should be indexed to the same year

195		AD	Exchange rate between two currencies is based on _____ _____ ___	purchasing power of two currencies	economic development of the two nation	political stability in the two countries
196		AD	Purchasing Power Parity Theory considers that goods in different countries are_____ ____	differential	identical	superior
197		HD	Under IMF, the exchange rate system was _____ ____	gold standard	currency board system	dollarization
198		AD	Under managed float, the central bank of a nation intervenes to_____ ____ foreign currency.	only purchase	only sell	purchase and sell

199		AD	Flexible exchange rate system, the exchange rate is determined by _____ _____	Market forces	Central Bank	commercial bank
200		HD	has adipted _____ _____ _ Exchange rate system.	Fixed	Flexible	Managed

SR. NO	QUESTION TEXT	OPTION 1	OPTION 2	OPTION 3	OPTION 4	CORRECT OPTION
1	_____ improves relations with all the stakeholders of the organization.	Employe	social sa	Human F	Human M	**Human F**

2	Human Relation is an area of management practices which includes _____	integratic	Family g	Perks	Motivatio	integratic	
3	Human relation helps to _____	Improve	grapvine communication	increase empoyee turnover	conflicts of employees	Improve employee morale	
4	Human relations process is undertaken to achieve a balance between company objectives and_____	satisfacti	satisfacti	satisfacti	satisfacti	satisfacti	

5	Human relations is _____ approach	Integrate	Isoloatec	committe	segregat	Integrate
6	Human relations is a_____ activity	intermitte	promotin	continuo	demotior	continuo
7	Good human relation reduces_____ in an organisation.	Profit	sales	productic	employee turnove	
8	Mr. Anil was awarded "Star of the month Award" for achieving maximum sales. This is an example of _____	fair treatr	Praising	bonus	promotio	Praising

9	Food, clothing,shelter is _____ needs.	second ary	self esteem	Primary	pscholo gy	Primary	
10	Company provides insurance,pension in order to fulfil _____needs of employees.	Security	pscholo gy	social	working	Security	
11	_____helps to build interpersonal communication	social ne	Primary needs	intermitte	individua	social ne	

12	_____needs of employees can be fulfilled through providing challenging environment, promotions and praise	Esteem r	social ne	Security	Primary needs	Esteem r
13	Human resources manager can ful filled_____ needs through encouraging friendships, social interactions, picnics, parties, annual get togethers	pscholo gy	security	social	Physiolo	social

14	_____needs can be fulfilled by providing fair wages, taking in consideration the cost of living	intermitte	Security	Social	Physiolo	Physiolo
15	Human needs are_____	constant	limited	unlimited	secured	unlimited

16	_____approach is the study of human relation derived knowledge from different disciplines such as psychology, sociology and economics.	Informal	formal	integrate	internatic	integrate	
17	Human resource manager can fulfill employess physiological needs by_____	layout	Increase	good wo	security	Increase	

18	When human needs are not satisfied as per desired level, it leads to_____	Security	frustratio	integrate	self este	ego
19	Good human relation increases _____ of the organisation.	goodwill	employe	employe	VRS	goodwill
20	According to drive theory, needs that are essential for human survival are referred to as_____	Pscholo	Seconda	Safety n	Primary	Primary

21	The person will try for the complex level need when his _____ is satisfied.	Basic need	family	Income	Job	Basic need
22	_____ needs are inborn and develop due to the emotional make-up of human being	Security	Pscholo gy	Primary	Esteem	Primary

23	_____need takes care of physical dangers that can harm the body and include protection from dangerous hazards, calamities.	Pscholo gy	safety	Esteem	Self Actu	safety	
24	_____human needs inclues desires status, prestige, power and control	self este	Basic need	Primary	family	self este	

25	_____needs are fulfilled by social interactions, picnics, parties, annual get togethers, breaks and providing holidays.	Security	Social	self este	Self Actu	Social
26	Esteem needs are fulfiled by _____	routine w	job enlarge ment	Insuranc	apprecia	apprecia
27	____employee morale, the greater will be the success and the productivity.	Low	High	medium	family	High

28	Mental condition which determines enthusiasm to work is known as _____.	Motivatio	morale	leadersh	health	morale
29	Morale can have a _____effect on productivity.	indirect	negative	Direct	Esteem	Direct
30	High morale exists when employee attitudes are_____ to attain objectives	favourab	unfavour	Income	Expense	favourab

31	High employee absenteeism indicates _____employee morale.	negative	positive	Direct	indirect	negative	
32	A person having high morale is likely to be ____ satisfied with the job	less	more	no impac	limited	more	
33	Employee morale is adversely affected by which of the following?	Good off	feedback	team wo	demotior	demotior	

34	Managers that don't encourage open communication in the office have ____impact on employees morale.	positive	Direct	indirect	negative	negative	
35	Fair treatment, equitable rewards and recognition for good work affect _____morale greatly.	suppliers	employe	custome	sharehol	employe	
36	_____work affects employees' morale adversely.	intermitte	Monoton	creative	brainstor	Monoton	

37	Empowering employees is important for_____	Employe	employe	increasin	leadersh	increasin	
38	Increase in salary and bonus will ____employee morale.	boost	low	no impac	Esteem	boost	
39	Morale is a _____phenomenon.	Individua	Group	creative	custome	Group	
40	Mr. Anand was appreciated by his boss in front of all the employees. In such a situation the morale of Mr. Anand will_____	negative	positive	jealous	ego	positive	

41	_____ __ need is the first and most basic human need.	Security	self este	Physiolo	Social	Physiolo	
42	Unresolved conflicts and disputes leads to _____ impact on employee morale	Low	High	no impac	Monoton	Low	

43	As per HR records, Mr. A has taken the least number of casual leaves among all the employees. This situation reflects Ma. A has _____ morale towards his job	Medium	Low	High	limited	High
44	Mr. Yash works intensely and passionately in his job. In such situation his manager will exercise _____	More sup	Strict sup	No super	Less sup	Less sup

45	Employees are happiest when working as _____	Isolated	individua	team wo	Social	team wo	
46	Human Need is a personal, _____ vacancy that determines and organises all mental processes and all behaviour in the direction of its attainment	favourab	unfavour	Unfulfille	fulfilled	Unfulfille	

47	A need is a condition requiring relief. It is a _____ of anything requisite, desired or useful.	abundun	Sufficien	surplus	Lack	Lack	
48	_____need takes care of physical dangers that can harm the body and include protection from dangerous hazards and calamities.	self este	Physiolo	Safety a	Social	Safety a	

49	Social Need helps to build _____	Intrapers	interpersonal communication	Individua	Soft skills	interpersonal communication
50	Friendly Co-workers satisfy _____ human need	Safety	Security	Physiolo	Social	Social
51	In _____the needs are arranged in an order as per their importance (basic to complex)	Herzberg	Satisfact	Mayo the	Maslow r	Maslow r

52	Which of the following is not an assumption of Maslow's theory?	Satisfact	People's behaviour is not based on their needs	A satisfied need can no longer motivate a person; only next higher level need can motivate him.	A person moves to the next higher level of the hierarchy only when the lower need is satisfied	People's behaviour is not based on their needs
53	It refers to all measures which are used to motivate people to improve performance	Leadersh	Motivatio	Incentive	Commur	Motivatio

54	As an employee of XYZ company, Shyam has always been very lazy and evasive. In order to change his behaviour, his boss decided to give him an incentive. Identify the feature of motivation being described in the above lines.	Motivation produces goal-directed behaviour.	Motivation is an internal feeling.	Motivation is a complex process.	Motivation is anxious feeling	Motivation produces goal-directed behaviour.
55	Responsibilities, Advancement etc are an example of	hygiene f	improvement factors	Advance	Motivato	Motivato

56	Kajal was facing the problem of high labour turnover in her firm. On the advice of her friend, she introduced special benefits for the employees, which helped her to retain talented people in the organisation. Identify the related point of importance of motivation.	Motivatio	Motivation helps to improve performance levels of employees	Motivation helps to reduce absenteeism in the organisation	Motivation helps to mould the attitudes of employees	Motivation helps to reduce employee turnover.
57	The higher-order needs specified by Maslow are considered as_____ as per Herzberg.	hygiene f	improvement factors	Advance	Motivato	Motivato

58	_____ is the force of action or motivation.	Behavio	Perceptic	Stimulus	Attitude	Stimulus
59	_____ is the process of stimulating people to actions to accomplish the goals.	Bonus	Performance-based Incentive	Motivatio	Promotio	Motivatio
60	Which of the following is an example of financial incentive?	Co-partn	Profit Sh	Job Enrichment	Job enla	Profit Sh

61	Asha works as a manager in Union Ltd. Besides the salary, the company offers her benefits such as free housing, medical aid and education to the children, etc. Identify the type of incentive being offered to him.	Perquisit	Job Enric	Pay and allowances	Co-partn	Perquisit

62	On joining Dharti Public School as a Physical Education teacher, Varun realised that he did not have any freedom to introduce any changes in the sports activities being : carried out in the school. Identify the incentive which was being ignored by the school.	Organiza	Job secu	Career advanc ement opportu nities	Employ ee recogniti on program	Organiza
63	In order from lowest to highest, what are Maslow’s five classes of needs?	Social-esteem-physiological-safety-self-actualization	Physiological-safety-social-self-actualization-esteem	Self-actualization-esteem-safety-social-physiological	Social-esteem-physiological-safety-self-actualization	Physiological-safety-social-esteem-self-actualization

64	On the successful completion of two years in a company, Sam received a letter confirming his job as permanent employee. Identify the need of Sam being fulfilled as per Maslow’s Need Heirarchy Theory.	Basic Ph	Security	Esteem Needs	Self Actu	Security
65	Who propounded the Need's Theory	Frederick	. Alderfe	Abraham Harold Maslow	Philip kot	Abraham Harold Maslow

66	Which of the following is credited with the development of the Theory X and Theory Y?	Douglas	Robert H	Abraham	Frederick	Douglas	
67	The two factor theory is based on which factors?	Safety ar	Hygiene and behavio ural	Self - actualis ation and status quotient	Alderfer	Hygiene	

68	On joining Amar Ltd. as Chief Financial Officer, Mumta was allotted 1,000 shares of the company. Identify the type of incentive being described.	Perquisit	Retirement Benefits	Co-partnership	Pay and allowances	Co-partnership

69	As the general manager of an e-commerce company, Mr. Ghram maintains good interpersonal relations with followers and also motivates them to contribute for achieving organisational goals. Identify the concept being described in the above lines	Commur	Supervis	Motivatio	Leadersh	Leadersh	
70	_____ type of leadership is generally very rigid.	laissez faire	Transfor mative	democr atic	Autocrat ic	Autocrat ic	

71	It is the process of influencing the behaviour of people by making them strive voluntarily towards achievement of organisational goals.	Supervis	Commur	Leadersh	Motivatio	Leadersh
72	_____ is increasing rapidly	Leadership	Strategy	Commar	Control	Getting others to follow	Getting others to follow

73	_____ are the approaches to the study of leadership which emphasise the personality of the leader	Conting ency theories	Group th	Trait the	Inspirati onal theories	Trait the
74	Needs, setting standards and maintaining discipline, and appointing sub-leaders according to Adair’s approach, called as	Work fur	Task fun	Individu al function s	Team fu	Team fu

75	Contingency theories of leadership based upon----------	That there is no single style of leadership appropriate to all situations	That there is a single style of leadership appropriate to all managers	That there is a single style of leadership appropriate to all situations	That there is a single style of leadership appropriate to all consumers	That there is no single style of leadership appropriate to all situations
76	An individual's motivation is dependent on_____	Whether	Expectations that increased effort to achieve an improved level of performance will be successful	Their effective performance	The necessary direction, guidance, training and support is provided	Expectations that increased effort to achieve an improved level of performance will be successful

77	_____ are the approaches to the study of leadership which emphasise the personality of the leader	Continge	Group th	Trait the	Inspirati onal theories	Trait the
78	Leaders are___.	Individua	first step in the leaders hip process	individu al people who study the leaders hip process	the final	Individu al people, while leaders hip is a process
79	The most successful early trait theories focused on_____.	traits of f	traits of famous leaders	traits with distingui sh leaders from non leaders	traits associat ed with leaders hip	traits associat ed with leaders hip
80	Trait theory helps explain why ____.	Some pe	Succes sful leaders are effective	Some people are not leaders	Leaders hip involves extraver sion	Succes sful leaders are effective

81	Behavioral theories of leadership focused on_____.	what cha	who is effective leaders	what effective leaders did	how to id	what effective leaders did
82	Which leadership style tends to centralize authority and make unilateral decisions?	autocrati	cultural s	democra	laissez-fa	autocrati

83	katrina boss encourages employees to participate in the decision-making process but does not give them complete freedom to do as they like. She has this of leadership style.	cultural s	autocrati	democra	laissez-fa	democra

84	In ___ style the leader considers himself as a parentfigure and takes decision which he deems best for the group	paternal	cultural s	autocrati	democra	paternal
85	_____style is mainly found in Government departments	cultural s	Bureauci	democra	Consulta	Bureauci
86	Democratic leadership is also known as _____leadership	Participa	Transfor	Supporti	Autocrati	Participa

87	_____style maximum freedom is given to employees.	autocrati	democra	laissez-fa	democra	laissez-fa
88	in _____ style the superior consults the subordinates before making a decision	Consulta	cultural s	Continge	Neurocra	Consulta
89	_____is the sum total of physical and mental attributes of an individual	Initiative	Personal	innovativ	Commur	Personal

90	Leadership uses _____ method to direct and coordinate the activities of the members.	non-coer	coercive	impulsive	forceful	non-coer
91	“Group is a collection of individuals - the members accept a common task, become interdependent in their performance and interact with one another to promote its accomplishment. This definition is given by_____	kelly and	Manan s vippul sh	Thomas		kelly and

92	_____ groups have fixed unchanging norms which are inflexible and the members of the formed group have to conform to the rules and regulations which are laid down.	Formal	Informal	Friends	seniors	Formal	

93	_____ group come together on the basis of social interaction outside the work situation, generally persons of similar views and similar interests.	Informal	Formal	organisa	goal	Informal	
94	____conflict arises between different groups, departments or sections when there are clashes of interest.	Intra-gro	goal	Interpers	Commur	Intra-gro	

95	_____exist with formal groups which develop spontaneously for purpose of mutual benefit.	Formal	Informal	Friends	seniors	Informal	
96	_____arise due to misunderstanding, differences of opinion, and clashes of interest	non-coer	Conflicts	disturbar	Mismana	Conflicts	
97	_____ approach helps manager to manage the conflicts.	Team	individua	organisa	social-es	Team	

98	_____factors are necessary to prevent dissatisfaction	Hygiene	Teamwo	impulsive	dominati	Hygiene
99	_____developed the two factor theory in 1950's.	McGregc	Fredrick	Taylor	Henry Fa	Fredrick
100	Consistent positive _____ should be provided to employees for their professional growth and development.	motivatio	Personal	Continge	goal	motivatio

TYBA-SEMESTER VI-COMMERCE PAPER-XII-EXPORT MANAGEMENT

Module I-	option 1	option 2	option 3	option 4	Answer Key

_____ is a contract between two parties, involving transfer of rights and resources from one company to another

Licensing Franchisin Joint vent Foreign Co Franchising

Under _____, a firm with valuable technical know-how or a unique patented product grants the rights to another firm to produce and/or sell a product in the host country

Franchising Licensing Joint vent Foreign Co Licensing

A firm may have production centre in one country and set up distribution centre in other countries is called as _____	Franchising	one count	Licencing	joint ventu	one-country producti
At _____ stage of new product development, if the test marketing results are positive, the product will be launched in the market	commercialisation	idea gener	product de	idea scree	commercialisation
Indirect exporting is suitable for_____ _____	large exporter	small expo	middleme	foreign ag	small exporter

More promotion is required at _____ _____ _ stage.	introduction	growth	maturity	product development	introduction
At maturity stage, the market is ---------- .	growing,	declining	expanding	saturated	saturated
The data collected from various Export promotion organisation can be considered as ---------- data.	primary	secondary	unreliable	product de	secondary
Canalising agencies are ---------- agencies through which exports are made.	educational	technical	governme	private	government
Export houses are the---------- in indirect exporting.	middlemen	manufactu	consumer	retailer	manufacturer

Export firms with ---------- US million dollars performance can be registered as one-star export houses.	3	50	100	500	3
Export firms with ---------- US million dollars performance can be registered as five-star export houses.		100	500	2000	2000
The major function of packaging in export is ---------- of the product.	production	pricing	protection	positioning	protection

Product---------involves all decisions related to product to be sold in export	planning	positioning	packing	developme	Planning
Product development stage involves more expenditure on ----------	promotion	research &development	production	sales	research&developme
BOT stands for ----------	Build,operate and transfer	Book,oper	book,outs	build,outs	Build,operate and tra
In direct exporting, there is ---------- profit margin.	low	medium	minimum	highest	high
Merchant exporters are ---------- in export marketing.	manufacturer	retailer	middlemer	retailers	middlemen

,-----is important for identifying a particular consignment	marking	branding	positioning	pricing	marking
Guidelines for marking in export is given by----------	FIEO	EPC	ICU	IIFT	ICU
Packaging standards in export marketing is influenced by----------	importer's country	manufactu	retailer	agent	importer's country
International marketing research means marketing research related to----------	international company	national m	internatior	local mark	international market
Umbrella brand strategy means using ---------- name for all products	company	founder	acronyms	different	Company

Branding in export market is influenced by ----------	local market	financial p	nature of c	number of	nature of consumers
Environment laws affect---------- in export marketing.	branding	positioning	packaging	design	packaging
_____advises Indian exportes with respect to pacakging.	IIP	ITPO	IIFT	EPC	IIP

TYBA-SEMESTER VI-COMMERCE PAPER-XII-EXPORT MANAGEMENT

Module I-	**option 1**	**option 2**	**option 3**	**option 4**	**Answer Key**
_____ is a contract between two parties, involving transfer of rights and resources from one company to another	Licensing	Franchising	Joint ventu	Foreign Co	Franchising

Under _____ _____, a firm with valuable technical know-how or a unique patented product grants the rights to another firm to produce and/or sell a product in the host country

Franchising Licensing Joint vent Foreign Co Licensing

A firm may have productio n centre in one country and set up distributi on centre in other countries is called as _____ _____

Franchising one count Licencing joint ventu one-country producti

At _____ stage of new product development, if the test marketing results are positive, the product will be launched in the market	commercialisation	idea gener	product de	idea scree	commercialisation
Indirect exporting is suitable for_____ _____	large exporter	small expo	middlemei	foreign ag	small exporter
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Sr. No.	Question	Answer 1	Answer 2	A

Module - I

1	_____ __ is the first step in production planning and control.	(a)	Routing	(b)	Scheduling	(c)	
2	There is need of a _____ to transmit the message.	(a)	Feedback	(b)	Receiver	(c)	
3	In _____ _ communication decisions taken by top management are passed down to the lower levels.	(a)	Personal	(b)	Upward	(c)	

4	_____ is the facility available free of cost to all internet users.	(a)	Teleconferencing	(b)	Video-conferencing	(c)	
5	_____ are statements of anticipated results.	(a)	MBO	(b)	PERT and CPM	(c)	

6	Full form of CPM is _____.	(a)	Critical Progress Method	(b)	Critical Performance Method	(c)	
7	_____ is the proper synchronising of the efforts of the subordinates.	(a)	Planning	(b)	Organising	(c)	

Module - II

8	_____ means conversion of inputs into output.	(a)	Production	(b)	Marketing	(c)
9	PPC involves organisation and planning of _____ process.	(a)	Financial	(b)	Marketing	(c)

10	_____ means deciding the flow of production process.	(a)	Dispatching	(b)	Scheduling	(c)
11	Routing is part of production _____.	(a)	Planning	(b)	Control	(c)
12	_____ finds out the deviations in the production process.	(a)	Dispatching	(b)	Scheduling	(c)

13	_____ delivery ensures better relations with the customers.	(a)	Delayed	(b)	No	(c)	
14	_____ ensures that company does not waste its resources on wrong idea.	(a)	Idea generation	(b)	Idea screening	(c)	

Module III

15	In _____ production, a wide variety of products are manufactured.	(a)	Mass	(b)	Job	(c)	

16	Simplification and standardisation of production method and process results in _____ productivity	(a)	Increased	(b)	Decreased	(c)	
17	Availability of raw material is a _____ factor in plant location.	(a)	Primary	(b)	Secondary	(c)	
18	The ratio between total man-hour worked and total output gives _____ productivity.	(a)	Machine	(b)	Area	(c)	

19	The investment in tools and plant is heavy in _____ production	(a)	Job	(b)	Batch	(c)	

Module IV

20	_____ are items purchased but not yet entered the production process.	(a)	Finished Goods	(b)	Work-in-progress	(c)	
21	The first activity of purchasing is _____.	(a)	Recognising Need	(b)	Source Selection	(c)	
22	_____ technique is referred as Always Better Control technique.	(a)	ABC	(b)	JIT	(c)	

23	SQC is based on the theory of _____.	(a)	Reasoning	(b)	Possibilities	(c)
24	Membership of Quality Circle is _____.	(a)	Remunerative	(b)	Elective	(c)
25	Automation leads to _____ operating cost.	(a)	Increased	(b)	Lower	(c)

Module - IV SALES PLANNING AND CONTROLLING

76	The first step in sales planning is to clearly define the _____.	Sales objectives	Sales Concept	Sales organisation	Sales Problems	Sales objectives

77	_____ is the process of estimating sales at the future period.	Sales planning	Sales forecasting	Sales future	Sales prediction	Sales forecasting
78	_____ is a sales goal set for a product line, company division or sales representative.	Sales cost	Sales expenditure	Sales Quota	Sales budget	Sales Quota

79	The objectives of sales plan should be SMART, where 'M' stands for _____.	Meaningless	Measurable	Misrepresentation	Measurement	Measurable
80	_____ is one of the methods of sales forecasting.	Vestibule	Past sales	Turnaround	NGT	Past sales
81	_____ is a limitation of sales forecasting.	Stable economic condition	Increase in consumer demand	Change in consumer preference	Less Competition	Change in consumer preference

82	Sales budget and Sales Audit are the basic tools to control the efforts of _____.	Sales Forecasting	Sales Auditing	Sales control	Sales planning	Sales control
83	The _____ is what management expects to sell and the revenues collected from these sales.	Sales coordination	sales budget	Sales controlling	Sales estimation	sales budget

84	Any kind of sales figures given to any particular person or region or distributor is called _____	Sales figures	Sales Loss	Sales Quota	Sales Price	Sales Quota
85	Territorial estimate method is also known as _____,.	Grassroots approach	Green grass approach	Root canal approach	Varied approach	Grassroots approach

86	In _____ method, the sales quota is determined by the salesperson of the organization.	Sales employee	Sales organisation	Sales People Estimate	Sales budget	Sales People Estimate
87	_____ refers to a geographical area assigned to a salesman for the purpose of marketing.	Sales trends	sales review	Sales estimation	Sales territory	Sales territory

88	_____ factor determines sales territory.	Population	Priority	Reward	Employees	Population

89	_____ is information provided by clients about the product satisfaction and dissatisfaction.	Customers' documents	Customer strength	Customer Feedback	Customers' choices	Customer Feedback
90	Customer feedback is important for _____	Decide amount of share capital	Improve product and services	Organizing Finance	Exploiting consumers	Improve product and services

91	The_____sales quotas are linked to selling costs with a realistic time frame.	Activity	Budget	Profit	Expense	Expense
92	ERP stands for _____.	Enterprise Resource Planning	Earning Resource Planning	Employee Resource Planning	Equity Resource Planning	Enterprise Resource Planning
93	_____is one of the steps in a designing sales territory.	Defining product	Objectivity of Sales	Determine Market Potential.	Determining sales manager	Determine Market Potential.

94	_____ is a data mining technique that discovers the relationship between dependent and independent variables.	Prediction	Association	Clustering	Classification	Prediction
95	_____ is one of the best-known data mining technique in sales management.	Agreement	Assistance	Association	Assertive	Association

96	Under _____methods, two methods of estimating sales quota are combined and used.	Past Performance	Sales people estimate	Composite	Grassroot Approach	Composite
97	Classification is a classic data mining technique in the sales management that is based on _____.	Machine knowledge	Machine learning	Education learning	Machine activities	Machine learning

98	In _____ partners has to obtain talent, technical expertise, and cost efficiencies.	E-channel	wholesaler	Retailer	E-net	E-channel
99	IT organisation can build multi-channel, and _____distribution systems that leverage low-cost.	Simple	Hybrid	Direct	Indirect	Hybrid

100	_____en	CRM	Earning I	Managen	E- chann	Managen

Module - IV SALES PLANNING AND CONTROLLING

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100	_____en	CRM	Earning I	Managen	E- chann	Managen

76	The purpose of supply chain management is _____.	Increased Production	Decreased supply	Quality Product	Integrating Supply and Demand Management	Integrating Supply and Demand Management
77	ERP system is the heart of _____.	Customer	Shareholder	Database	Information	Database
78	Single source procurement includes _____ suppliers.	Selected	Two	Sole	Mixed	Selected
79	_____ was the founder of Pareto Law.	Philip Kotler	Henri Fayol	Vilfredo Pareto	John Coyle	Vilfredo Pareto
80	_____ covers the sales and purchases activities between two entities.	E-Logistics	E-Marketplace	E-Procurement	E-Fulfilment	E-Procurement

81	ERP helps streamline business _____.	Strategies	Activities	Operations	Processes	Processes
82	The modern computer networks have ability to _____ information to all entities of enterprise.	Coordinate	Distribute	Communicate	Integrate	Coordinate
83	Pareto's Law is also called as _____.	ABC analysis	Just-in-Time	Bull-whip	ERP	ABC analysis

84	_____ is a business process management software that integrates many of the business activities.	CRM	SCM	ERP	JIT	ERP
85	_____ is the strategic part of SCM process to find out a best possible solution of how to fulfil the end requirement.	Demand Planning	Procurement	Assembly	Delivery	Demand Planning
86	_____ is the last step of supply chain management process.	Procurement	Assembly	Demand Planning	Return of Defective Products	Return of Defective Products

87	_____ is the inventory control technique that builds up the Pareto Principle.	Just-in-Time	ERP	ABC analysis	Bull-whip	ABC analysis
88	E-Procurement is also known as _____.	Electronic Data Interchange	Supplier exchange	E-Tendering	Catalogue Management	Supplier exchange
89	Production stage of supply chain management process is also known as_____.	Delivery	Demand Planning	Procurement	Assembly	Assembly

90	In _____ marketplace, the buyers and suppliers from different regions can come together to make a transaction.	Straight	Horizontal	Circular	Vertical	Horizontal
91	_____ are mathematical systems that jump from one state to another.	Scalar Chain	Supply Chain	Food Chain	Markov Chain	Markov Chain
92	EDI stands for Electronic Data _____.	Internal	Interchange	Inbound	Interchange	Interchange

93	Vilfredo Pareto,the founder of Pareto Law belongs to _____ country.	France	Austria	Italy	Germany	Italy
94	_____ is one of the limitations of ERP.	Higher Cost	Improved Efficiency	Total Visibility	Improved SCM	Higher Cost
95	_____ is not a type of E-Marketplace.	Independent E-Marketplace	Buyer-oriented E-Marketplace	Supplier-Oriented E-Marketplace	Dependent E-Marketplace	Dependent E-Marketplace
96	_____ is the electronic transfer of standard business documents between organizations.	EDI	RFID	Bar Coding	CRM	EDI

97	_____ is a B2B platf	Buyer-oriented E-Marketplace	Supplier-Oriented E-Marketplace	Dependent E-Marketplace	Independent E-Marketplace	Independent E-Marketplace
98	_____ marketplace provides access over the internet to various segment of a particular industry up and down the hierarchy.	Horizontal	Circular	Vertical	Straight	Vertical

99	In _____ marketplace, a group of people with similar business interests come together to create efficient purchase environment.	Buyer-oriented	Supplier-Oriented	Dependent	Independent	Buyer-oriented
100	_____ is not a advantage of E-Logistics.	Better Relations	Security Issues	Effective communication	Higher productivity	Security Issues

SAMPLE QUESTION BANK

Class / Sem: - M.COM SEM-IV Subject: - SUPPLY CHAIN MANAG

Q. No.	Question	A	B	C	D	Answer
Module - I	INTRODUCTION TO SUPPLY CHAIN MANAGEMENT					
1	The term 'supply chain mana	Robert Ow	Henry Fay	Peter Druc	Keith Olive	Keith Olive
2	_____process play a huge im	Reverse Lo	Supply Cha	Material m	Transporta	Supply Cha
3	The concept of supply chain i	productior	operation	logistics	marketing	marketing
4	Supply chain management is	Traditional	Modern	Rare	Small	Traditional
5	Supply chain is a network of f	Local	Distributiv	Intermedia	Final	Final
6	One of primary supply chain c	communic	publicity	cost of pro	location of	location of
7	_____is defined as the d	Globalizati	Global Sup	Global Ma	Domestic S	Global Sup
8	The main objective of supply	goods	informatio	co-ordinat	service	informatio
9	_____activity is related t	Finance	Human Re	Marketing	Environme	Marketing
10	The collaboration_____ has	transport	retailing	employee	warehouse	retailing
11	VMI stands for _____	Vendor Ma	Vendor Ma	Variable M	Valuable M	Vendor Ma

12	_____Is not one of	customers	communic	control	conversati	control
13	_____ is nc	control roc	resource p	informatio	recycling	resource p
14	The purpose of supply chain r	increase pı	decrease s	quality prc	integrating	integrating
15	ERP system is the heart of __	customer	shareholde	database	informatio	database
16	Single source procurement in	selected	two	sole	mixed	selected
17	_____Covers the sale and ı	E-Logistics	E-Marketp	E-procurer	E- Fulfilme	E-procurer
18	_____was the founder of	Philip Kotl	Henry Fay	Vilfredo Pa	John Coyle	Vilfredo Pa
19	Pareto analysis or Pareto's la	ABC analys	Just -in -tir	Bull-whip	KBC analys	ABC analys
20	ERP helps streamline Busines	Strategies	Activities	Processes	Operations	Processes
21	The modern computer netwo	coordinate	Distribute	communic	integrate	coordinate
22	In 1963 , _____Organizati	National c	National S	Unilever	KFC	National c
23	____ provides guidance in de	Intermedia	Downstrea	Right quali	Right quan	Intermedia
24	_____are those purchased in	Cycle inve	Quick	dynamic	3 C 's	Cycle inver
25	PL stands for _____	three poin	third party	three poin	Two points	third party

Module - II PERSPECTIVE OF SUPPLY CHAIN MANAGEMENT

26	_____ is defined as th	Global SCM	Local SCM	National S	Domestic S	Global SCM
27	_____ activity is relate	Finance	HRM	Operation	Sales and M	Sales and M
28	The main objective of SCM is	Goods	Services	Informatio	Co-ordinat	Informatio
29	_____ forces cause a firm to	Political	Social	Economica	Technolog	Economica
30	According to _____, the s	Collin	Beamon	Keith Olive	Ganeshan	Collin
31	_____ ensures that eve	CRM	ERP	SCM	JIT	CRM
32	_____ is the process of p	Customer	Customer	Customer	Customer	Customer S
33	_____ is an important c	Customer	Quality of	Organisati	Material H	Customer S
34	Companies manage their glol	Goods	Services	Informatio	Co-ordinat	Informatio
35	_____ is the strategy t	Push	Pull	CRM	Pricing	CRM
36	The _____ is the large	ISM	IBM	IMG	IDM	ISM
37	_____ is not a benefit c	Uncertaint	Regular Su	Reduce Co	Higher Effi	Uncertaint
38	_____ is one of the dimer	Customer	Customer	Customer	Customer	Customer S
39	_____ is not a Internal c	Cost	Productivit	Customer	Customer	Customer I
40	_____ is not a challeng	Eliminate \	Conflicts	IPR issues	Fluctuatior	Eliminate \
41	_____ Model focuses on ı	Stock for C	Customisa	Continuou	Assembly	Stock for C
42	In _____ Structure system	Assemble	Initial Cust	Sequence	Later Cust	Sequence
43	_____ is the last receive	Customer	Manufactu	Retailer	Wholesale	Customer
44	Little change in the Customiz	Assembly	Continuou	Customisa	Stock for C	Assembly
45	In the _____ structure, cu	Sequence	Later Cust	Assemble	Initial Cust	Initial Cust
46	A _____ service provi	3PL	5PL	6PL	4PL	3PL
47	In the _____ structure, m	Later Cust	Assemble	Initial Cust	Sequence	Assemble
48	In _____ Model, as soon as	Continuou	Assembly	Stock for C	Customisa	Customisat
49	A function of a business unit ı	Outsourcir	Manufactu	Logistics	SCM	Outsourcir
50	The basic idea of _____ Mc	Assembly	Continuou	Customisa	Stock for C	Continuous

Module - III INTRODUCTION TO LOGISTICS

51	Logistics is the _____ of t	Building	Bed Rock	System	Process	Bed Rock
52	_____ may lead to bad lo	Informatio	Minimum	Minimum	Bull Whip	Bull Whip
53	_____ is not a compon	Warehous	Inventory	Reverse Lc	Transporta	Reverse Lo
54	In scope of Logistics, outbour	product qu	Warehous	Customer	Inventory	Customer

55	Logistics management can be	Systematic	Transporta	Manufactu	Warehous	Systematic
56	_____ is the cheapest mo	Road	Rail	Air	Water	Water
57	A kind of transportation whe	Railway	Pipeline	Roadway	Waterway	Pipeline
58	_____ is the fastest mo	Airway	Railway	Roadway	Waterway	Airway
59	_____ transport is very r	Railway	Ropeway	Waterway	Railway	Ropeway
60	_____ is the most reliable	Railway	Airway	Ropeway	Pipeline	Pipeline
61	Combining several small ship	Mixing	Sorting	Consolidat	Assortmen	Consolidat
62	_____ is a service benefit	Break Bulk	Consolidat	Cross dock	Mixing	Mixing
63	_____ is a advantage of pu	Economies	Tax benefi	short term	operationa	Economies
64	_____ warehouse is suitabl	Public	Private	Bonded	Contract	Private
65	_____ is the storage place	Packaging	Labelling	Warehous	Transporta	Warehousi
66	A good material handling syst	Productivit	Reliability	Efficiency	Delivery	Efficiency
67	Public warehouse do not pro	Maintenar	Customisa	Functional	Productive	Customisat
68	_____ material handling s	Mechanise	Semi-Auto	Manual	Automate	Manual
69	_____ is not an area of re	Inventory	Warehous	Marketing	Purchasing	Marketing
70	_____ is a combination of	Piggy Back	Birdy Back	Fishy Back	Doggy Bac	Piggy Back
71	_____ is defined as art a	Warehous	Inventory	Transporta	Material H	Material H
72	_____ packaging is desi	Logistics o	Material o	Consumer	Inventory	Consumer
73	Logistics performance cycle ir	Storing	Physical di	Packaging	Labelling	Physical di
74	_____ involves the proce	Forward lo	Inbound lo	Reverse lo	Outbound	Reverse lo
75	_____ refers to the step	Business lo	Event logis	Green logi	Integrated	Green logis

Module - IV DESIGN OF SCM, LOGISTICS AND USE OF INTERNET

76	The purpose of supply chain r	Increased	Decreased	Quality Pro	Integrating	Integrating
77	ERP system is the heart of __	Customer	Shareholde	Database	Informatio	Database
78	Single source procurement in	Selected	Two	Sole	Mixed	Selected
79	_____ was the founder c	Philip Kotle	Henri Fayo	Vilfredo Pa	John Coyle	Vilfredo Pa
80	_____ covers the sales	E-Logistics	E-Marketp	E-Procurer	E-Fulfilmer	E-Procurer
81	ERP helps streamline busines	Strategies	Activities	Operations	Processes	Processes
82	The modern computer netwo	Coordinate	Distribute	Communic	Integrate	Coordinate
83	Pareto's Law is also called as	ABC analys	Just-in-Tim	Bull-whip	ERP	ABC analys
84	_____ is a business pr	CRM	SCM	ERP	JIT	ERP
85	_____ is the strateg	Demand P	Procureme	Assembly	Delivery	Demand Pl
86	_____ is the last step o	Procureme	Assembly	Demand P	Return of I	Return of I
87	_____ is the inventory	Just-in-Tim	ERP	ABC analys	Bull-whip	ABC analys
88	E-Procurement is also known	Electronic	Supplier ex	E-Tenderir	Catalogue	Supplier ex
89	Production stage of supply ch	Delivery	Demand P	Procureme	Assembly	Assembly
90	In _____ marketplace, t	Straight	Horizontal	Circular	Vertical	Horizontal
91	_____ are mathematica	Scalar Cha	Supply Cha	Food Chair	Markov Ch	Markov Ch
92	EDI stands for Electronic Data	Internal	Interchang	Inbound	Interchang	Interchang
93	Vilfredo Pareto,the founder o	France	Austria	Italy	Germany	Italy
94	_____ is one of the lin	Higher Cos	Improved	Total Visib	Improved	Higher Cos
95	_____ is not a type o	Independe	Buyer-orie	Supplier-O	Dependen	Dependent
96	_____ is the electro	EDI	RFID	Bar Coding	CRM	EDI
97	_____ is a B2B platform	Buyer-orie	Supplier-O	Dependen	Independe	Independe
98	_____ marketplace p	Horizontal	Circular	Vertical	Straight	Vertical
99	In _____ marketplace, a	Buyer-orie	Supplier-O	Dependen	Independe	Buyer-orie

100 _____ is not a advantage Better Rel Security Is Effective c Higher pro Security Iss

SAMPLE QUESTION BANK

Class / Sem: - TYBCOM SEM-V **Subject: - COMMERCE -**

Q. No.	Question	A	B	C	D	Answer
Module - I मानवी संसाधन व्यवस्थापन						
१	संघटनेतील मानवी संसाधंनाचा अंदाज वर्तवणे, विकास व नियंत्रण करण्याच्या प्रक्रियेला _____ असे म्हणतात	मानवी संस	मानवी संसाधन विकास	मानवी संसाधन व्यवस्थापन	डावपेचात्मक मानवी संसाधन व्यवस्थापन	मानवी संसाधन नियोजन
२	कार्यक्षम उमेदवारचा शोध घेणे आणि आकर्षित करून पदासाठी अर्ज करायला लावण्याच्या प्रक्रियेला _____ म्हणतात	निवड	भरती	बदली	विभक्तीकरण	भरती

३	मानवी संसाधन नियोजन ही अशी प्रक्रिया आहे ज्या मध्ये मनुष्यबळाची गरज _____ आणि _____ च्या स्वरुपात ओळखली जाते	गुणवत्ता व संख्या	परिचय आणि विभक्ती करण	प्रशिक्षण आणि विकास	चांगले आणि वाईट	गुणवत्ता व संख्या
४	जेव्हा संघटणेमध्ये अतिरिक्त कर्मचारी असतात तेव्हा संघटनेने _____ केले पाहिजे	भरती आणि निवड	प्रशिक्षण आणि विकास	नोकर कपात	कार्यसिद्धी मूल्यमापन	नोकर कपात

५	पदासाठी अर्ज करणाऱ्या इच्छुक उमेद्वाराची माहिती मिळवण्यासाथी कंपनीचा _____ हा विहित नमूना आहे	कोरे अर्ज	मुलाखत	रोजगार परीक्षा	प्रवेश अर्ज	कोरे अर्ज
६	कार्य _____ या कार्याशी संबधित माहिती संकलन करण्याची प्रक्रिया आहे	भरती	निवड	विश्लेषण	नोकर कपात	विश्लेषण
७	कार्यसिद्धीस नेण्यासाठी आवश्यक मानवी गुण जसे शिक्षण, कौशल्य, कल आणि अनुभवाबद्दलची माहिती _____ पुरवितो	कार्य विवरण	कार्य निकष	कार्य विश्लेषण	कार्य मूल्यांकन	कार्य निकष

८	योग्य जागेकरिता योग्य व्यक्तीची निवड करण्याच्या प्रक्रियेला _____ म्हणतात	बदली	निवड	नियुक्ती	भरती	निवड
९	कार्य _____ म्हणजे आशय, कार्य आणि संबंध इत्यादि रूपातील कार्याचे स्वरूप होय	आराखडा	व्यवहार	संधी	कामगिरी	आराखडा
१०	कार्यास्थांनाच्या बाबतीत कर्मचाऱ्याची आडव्या स्वरुपातील बदली म्हणजे _____ होय	बढती	बदली	निवड	परिचय	बदली

११	भरतीच्या बहिर्गत स्त्रोत मार्गामध्ये _____ चा समावेश होतो	बदली	कर्मचारी	जाहिरात	सद्य कर्मचारी	जाहिरात
१२	_____ मुलाखती घेताना नियम आणि पद्धतींचे पालन केले जाते	अनौपचारिक	तनाव	औपचारिक	प्रश्नावली	औपचारिक
१३	काळजीपूर्वक तयार केलेल्या कार्य आराखड्यामुळे ते _____ आणि समाधानकारक होते	आवडीचा	ऐहिक	मागणीपुरवक	कंटाळवाणा	आवडीचा
१४	_____ मुळे कार्यामद्धे आडव्या स्वरूपाचा विस्तार होतो	कार्य सुलभीकरण	कार्य अदलाबदल	कार्य विस्तार	कार्य विश्लेषण	कार्य विस्तार

१५	ठराविक प्रकारचे कार्य हाताळण्याचे कौशल्य किंवा ठराविक प्रतिभा पारखण्यासाठी _____ चाचणी घेतली जाते	आवड	हुशारी	कल	उत्कृष्टता	कल
१६	कार्याचे नाव आणि कामाच्या ठिकाणच्या परिस्थितीचा समावेश _____ होतो	कार्य विवरण	कार्य निकष	कार्य अदलाबदल	कार्य मूल्यमापन	कार्य विवरण
१७	_____ मध्ये कर्मचाऱ्यांची एका कार्यठिकाणाहून दुसऱ्या ठिकाणी बदली केली जाते.	शिकाऊ उमेदवारी	प्रशिक्षण	निरीक्षणाखाली अभ्यास	कार्य अदलाबदल	कार्य अदलाबदल

१८	कार्य करण्यास नेमून दिलेल्या कामाची संख्या आणि विविधता वाढवणे म्हणजे _____ होय	कार्य समृद्धीकरण	कार्य विस्तार	कार्य अदलाबदल	कार्य सोडून जाणे	कार्य विस्तार
१९	डावपेचात्मक मानवी संसाधन व्यवस्थापनामध्ये, निर्णय प्रक्रिया _____ असते	स्वयंप्रेरित	प्रतिक्रियाशील	ताळमेळ विना	विलंबित	स्वयंप्रेरित
२०	शैक्षणिक पात्रता आणि गुण _____ चे घटक आहेत	कार्य विवरण	कार्य मूल्यमापन	कार्य समृद्धीकरण	कार्य निकष	कार्य निकष
२१	_____ हा भरतीचा अंतर्गत स्त्रोत आहे	प्रसार माध्यमाद्वारे जाहिरात	बढती	रोजगार केंद्र	वरीलपैकी सर्व	बढती
२२	_____ हा भरतीचा बहिर्गत स्त्रोत आहे	कार्य प्रवेशद्वार	बढती	निवृत्त व्यवस्थापक	आठवणीने परत बोलावणे	कार्य प्रवेशद्वार

२३	_____ म्हणजे कार्याची लहान भागात विभागणी करणे होय	कार्य विश्लेषण	कार्य निकष		कार्य विस्तार	कार्य सुलभीकरण
२४	_____ निवडीच्या आधी येते	नियुक्ती	भरती	प्रशिक्षण	कार्य मूल्यमापन	भरती
२५	_____ हे ई-निवडीचे तंत्र आहे	चाचणी	संदर्भ तपासणी	महत्वाचा शब्द शोध	सुरुवातीची	महत्वाचा शब्द शोध
Module - II मानवी संसाधन विकास						
२६	_____ प्रक्रियेत कर्मचाऱ्याच्या कौशल्य, कार्यक्षमता आणि ज्ञानाचा विकास करतात.	मानवी संबध व्यवस्थापन	मानवी संसाधन विकास	मानवी संसाधन लेखाकर्म	मानवी संसाधन नियोजन	मानवी संसाधन विकास

२७	_____ प्रशिक्षण पद्धतीमध्ये कर्मचाऱ्यांना एका कामावरून दुसऱ्या कामावर बदली केली जाते	मार्गदशन (Counseling)	अनुकृती	बदलते काम	प्रत्यक्ष प्रकरण	बदलते काम
२८	परिषद आणि चर्च सत्र हे प्रशिक्षण आणि विकासाची _____ पद्धत आहे	काम करत	काम करत	वैयक्तिक	पब्लिक	काम करत
२९	_____ हा नियोजित कार्यक्रम असून जो कर्मचाऱ्याचे ज्ञान आणि कौशल्य सुधाण्याकरिता हाती घेतला जातो	प्रशिक्षण	नेतृत्व	मानवी संस	मार्गदर्शन	प्रशिक्षण

३०	मानवी संसाधन विकास हा _____ चा भाग आहे	मानवी संसाधन नियोजन	मानवी संस	मानवी संसाधन लेखाकर्म	मानवी संस	मानवी संस
३१	व्याख्यान आणि व्यावसायिक खेळ हे प्रशिक्षण आणि विकासातील _____ पद्धती आहेत	काम करत	काम करत	गुणक्रम	मूल्यांकन	काम करत
३२	_____ चा अर्थ वरिष्ठांनी त्यांच्या हाताखालील कर्मचाऱ्यांना सल्ला आणि प्रशिक्षण देणे असा होतो	प्रत्यक्ष प्रकरण	मार्गदर्शन	व्याख्यान	शिकवणी (Coaching)	शिकवणी (Coaching)

३३	_____ प्रशिक्षण पद्धती ही शैक्षणिक अभ्यासक्रमाचा भाग आहे	कार्यसिद्धी मूल्यमापन	अंतर्वासित	कनिष्ठ मंडळे	बदलते का	अंतर्वासित
३४	_____ मध्ये असे वातावरण निर्मिती केली जाते ती वास्तवित कामाच्या वातावरणाशी मिळतीजुळती असते	शिकवणी	प्रत्यक्ष प्रकरण	अंतर्वासित	अनुकृती	अनुकृती
३५	_____ हे मानवी संसाधन विकासाचे कार्य आहे	कार्यसिद्धी मूल्यमापन	भरती	निवड	संदर्भ तपा	कार्यसिद्धी मूल्यमापन

३६	_____ ही प्रशिक्षणाच्या प्रभावाचे मूल्यमापन करण्याची पद्धत आहे	प्रत्यक्ष प्रकरण	अनुकृती	खर्च-लाभ विश्लेषण	बदलते का	खर्च-लाभ विश्लेषण
३७	_____ ही प्रशिक्षणाची गरज ओळखण्याची एक पद्धत आहे.	संघटनेच्य	प्रतिस्पर्धा	कार्य आरा	ग्राहक विश	संघटनेच्या
३८	_____हे कर्मचाऱ्याच्या कार्याबद्दलची ताकद आणि कमजोरी यांचे मूल्यमापण आहे	प्राथमिक पडताळणी	भरती	कर्मचारी निवड परीक्षा	कार्यसिद्धी मूल्यमापन	कार्यसिद्धी मूल्यमापन

३९	कामगारांच्या योग्य कार्यसिद्धी मूल्यमापनामुळे _____ मदत होते	कर्मचाऱ्याच्या कार्यक्षमतेत वाढ	कर्मचाऱ्याचे मनोबल वाढवणे	कर्मचाऱ्याच्या तक्रारींत कमी	यापैकी सर्वच	कर्मचाऱ्याच्या कार्यक्षमतेत वाढ
४०	_____ ही कार्यसिद्धी मूल्यमापनाची परंपरागत पद्धती आहे	३६० अंश मूल्यमापण पद्धती	गोपनीय अहवाल	उद्धिष्टानुसार व्यवस्थापन (Management by Objective)	मानवी संसाधन लेखाकर्म	गोपनीय अहवाल
४१	मानव संसाधन व्यवस्थापनेमध्ये, एच. आर. ए. ह्याचा अर्थ _____ असा होतो.	ह्युमन रिसोर्स ऑडिटिंग (Human Resource Auditing)	ह्युमन रिसोर्स अलावन्स (Human Resource Allowance	ह्युमन रिसोर्स असेसमेंट (Human Resource Assessment)	ह्युमन रिसोर्स अकाउटिंग (Human Resource Accounting)	ह्युमन रिसोर्स अकाउटिंग (Human Resource Accounting)

४२	कर्मचाऱ्यांतील लपलेली गुणवत्ता आणि कौशल्य ह्यांना ओळखने जेणेकरून ते संघटनेतील उच्च पद आणि जबाबदऱ्या घेऊ शकतील ह्यास _____ असे म्हणतात	तक्रार	कर्मचारी क्षमता मूल्यमापन	मोबदला	कर्मचारी कल्याण योजना	कर्मचारी क्षमता मूल्यमापन
४३	कर्मचाऱ्यांनी निवडलेल्या कारकीर्दीतील ध्येय आणि ती साध्य करण्यासाठी केलेल्या पद्धतशीर आखणी ह्यास _____ म्हणतात.	प्रशिक्षण	बढती	कार्यसिद्धी मूल्यमापन	कारकीर्द नियोजन	कारकीर्द नियोजन

४४	नवीन नेतृत्वास ओळखून आणि त्याचा विकास करणे जेणे करून जुने नेतृत्व काम सोडून गेल्यास किंवा निवृत्त झाल्यास नवीन नेतृत्व त्याची जागा घेऊ शकेल ह्या प्रक्रियेस _____ असे म्हणतात	नेतृत्व नियोजन	वारसाधिकार लेखी करारपत्र	वारसाधिकार नियोजन	कारकीर्द नियोजन	वारसाधिकार नियोजन
४५	सल्लागार (Mentoring) ह्या प्रक्रियेत, अनुभवी आणि वरिष्ठ व्यक्तीस _____ असे म्हणतात	ट्रेनी (Trainee)	ट्रेनर (Trainer)	मेंटोर (Mentor)	मेंटी (Mentee)	मेंटोर (Mentor)

४६	कर्मचाऱ्यासोबत त्याच्या भावनिक समस्यांविषयी चर्चा करणे जेणेकरून कर्मचाऱ्यास त्यातून उत्तम प्रकारे बाहेर पडण्यास मदत होईल यास _____ म्हणतात	मनोधैर्य (Morale)	अभिप्रेरणा (Motivation)	नेतृत्व	मार्गदर्शन (Counseling)	मार्गदर्शन (Counseling)
४७	प्रभावी मार्गदर्शनासाठी (Counseling) मार्गदर्शककडून (Counselor) _____ गरज असते	संयमाणे ऐकणे	अलवचिक (inflexible) होणे	पूर्वग्रही (Judgemental) होणे	यापैकी सर्वच	संयमाणे ऐकणे

४८	_____ हया मार्गदर्शन (Counseling) पद्धतीत, मार्गदर्शक आणि आशिल (Counselee) दोघेही एकत्रपणे समस्येचे निरसन करण्यास जबाबदार असतात	अधिकृत	अनधिकृत मार्गदर्शन	सहभागी	यापैकी काहीच नाही	अनधिकृत मार्गदर्शन
४९	_____ ही हाताखाली काम करणाऱ्या कर्मचाऱ्यांना शिकवणी किंवा मार्गदर्शन करण्याची प्रक्रिया आहे	सल्लागार (Mentoring)	मूल्यांकन	निवड	भरती	सल्लागार (Mentoring)

५०	जेव्हा पर्यवेक्षक (rater) फक्त एका नकारात्मक गुणधर्माच्या आधारे कर्मचाऱ्याचे मूल्यमापन करतो तेव्हा _____ परिस्थिति उद्‌भवते	कर्मचारी चाचणी	वारसाधिकार नियोजन	हालो (Halo) परिणाम	नवीन उपक्रम	हालो (Halo) परिणाम

Module - III मानवी संबंध

५१	_____ ही व्यक्तींची आणि समूहाची उत्साहपूर्ण इच्छेने सहकार्य करण्याची मानसिक स्थिती किंवा वृत्ती होय.	तक्रार	नेतृत्व	मनोधैर्य	विश्वासपूर्ण सल्ला देणे	मनोधैर्य

५२	_____ मध्ये कर्मचाऱ्यांचा प्रामाणिकपणा, एकात्मता आणि नैतिक मुल्यांचा समावेश होतो	बुद्ध्यांक	भावनांक	क आवेगांक	अध्यात्मिकांक	अध्यात्मिकांक
५३	कर्मचाऱ्यांच्या आरोग्य आणि सुरक्षा उपायांमध्ये _____ चा समावेश होतो.	आगीपासून संरक्षण	संरक्षक कपडे	सुरक्षेचे शिक्षण	वरीलपैकी सर्व	वरीलपैकी सर्व

५४	. सामूहिक उद्दिष्ट्ये साध्य करण्यासाठी हाताखालच्या लोकांकडून विश्वासाने अपेक्षित क्रिया करून घेण्याची क्षमता म्हणजे _____ होय	नियोजन	नेतृत्व	कार्य सिद्धी मूल्यमापन	कर्मचारी कल्याण	नेतृत्व
५५	_____ नेते कंपनीची उद्दिष्ट्ये साध्य करण्यासाठी कर्मचाऱ्यांना अभिप्रेरित व सक्षम बनवतात	व्यवहारा जन्य	हुकूमशा ही	स्थित्यंत रणीय	नोकरशा ही	स्थित्यंत रणीय

५६	एखाद्या व्यक्तीस अपेक्षित कार्य करण्याकरीता उद्युक्त करण्याची क्रिया म्हणजे _____ होय	अभिप्रेरण	संघटन	संभाषण	समन्वय	अभिप्रेरण
५७	_____ हा वृमाच्या अभिप्रेरण सिद्धांताचा घटक आहे	स्वच्छता	इच्छाश क्ती	आदर आणि सन्मान	वाढ	इच्छाश क्ती
५८	अभिप्रेरणेचा _____ सिद्धांत दर्शवितो की लोक मुळात आळशी आणि कामाची आवड नसणारे असतात	ट' सिद्धांत	क्ष सिद्धांत	य सिद्धांत	झ सिद्धांत	क्ष सिद्धांत

५९	_____ हा पिंक यांच्या अभिप्रेरण सिद्धांतचा घटक आहे.	स्वायतत्ता	हेतू	प्राविण्यता	वरीलपैकी सर्व	वरीलपैकी सर्व
६०	_____ ही कर्मचाऱ्यांनी कामाशी संबंधित लेखी स्वरूपात दिलेली फिर्याद असते	तक्रार	परिपत्रक	सूचना	अर्ज	तक्रार
६१	____कर्मचाऱ्यांचे उच्च मनोधैर्य दर्शवितो	जास्त कर्मचारी सोडून जाणे	उच्च गट भावना	कमी कार्यक्षमता	मतभिन्नता	उच्च गट भावना
६२	मॅस्लो यांच्या साखळी गरजा सिद्धान्तामध्ये, _____ ही मूलभूत गरज आहे	आदर	सामाजिक	शारिरीक	यापैकी कोणतेही नाही	शारिरीक

६३	य सिद्धांत हा मानवी स्वभावाच्या _____ वैशिष्ठ्यावर आधारित आहे.	सकारात्मक	आधुनिक	नावीन्य	नकारात्मक	सकारात्मक
६४	पगारवाढ आणि बोनस रक्कम हे अभिप्रेरणेचे _____ उत्तेजन आहे	आर्थिक	आर्थिकेतर	नकारात्मक	यापैकी कोणतेही नाही	आर्थिक
६५	_____ कर्मचाऱ्यांमध्ये नकारात्मकता आणि कमी मनोधर्य तयार करते	तक्रार	प्रशिक्षण	मार्गदर्शन	भत्ता	तक्रार
६६	कर्मचारी कल्याण योजनेमध्ये _____ सुविधेचा समावेश होतो	उपहार गृहे	विश्रांती गृहे	वाहतूक	वरीलपैकी सर्व	वरीलपैकी सर्व

६७	_____ नेतृत्व शैलीमध्ये बक्षीस आणि शिक्षा देऊन काम करून घेतले जाते	निरंकुश	पितृत्व	स्थित्यंतरणीय	व्यवहारा जन्य	व्यवहारा जन्य
६८	मॅस्लो यांच्या साखळी गरजा सिद्धान्तामध्ये, _____ ही सर्वोच्च गरज आहे	सामाजिक	सुरक्षात्मक गरजा	आदरसन्मान विषयक गरजा	आत्मविश्वासाच्या गरजा	आत्मविश्वासाच्या गरजा
६९	अभिप्रेरणेचा _____ सिद्धांत असे गृहीत करतो कि लोक कामाच्या ठिकाणी सक्रिय आणि जबाबदार असतात	क्ष सिद्धांत	य सिद्धांत	पिंक सिद्धांत	वृम सिद्धांत	य सिद्धांत

७०	_____ गरज म्हणजे मान्यता, आपुलकी व प्रेमाची गरज होय.	आदरस न्मान विषयक	सामाजिक	सुरक्षात्मक	शारिरीक	सामाजिक
७१	_____ हा भावनांकाचा घटक आहे	स्वतःब द्दलची जाणीव	स्वतःचे व्यवस्थापन	नातेसंबंध व्यवस्थापन	वरीलपैकी सर्व	वरीलपैकी सर्व
७२	_____ भावना आणि तणाव हाताळण्याच्या क्षमतेशी संबंधित आहे	बुद्ध्यांक	भावनांक	अध्यात्मिकांक	शैली	भावनांक
७३	_____ भावनांक आणि अध्यात्मिकांक सुधारण्यास मदत करते	योगा	ध्यानधारणा	प्रशिक्षण	वरीलपैकी सर्व	वरीलपैकी सर्व

७४	उच्च मनोधर्य कर्मचाऱ्यांची गैरहजेरी आणि सोडून जाण्यास _____ करते	प्रोत्साहन	वाढ	कमी	गती	कमी
७५	मानवी संबंधाचा दृष्टिकोन _____पणे लागू होतो	जागतिक	विशेष	एकसारखा	सर्वसामान्य	जागतिक
Module - IV मानवी संसाधन व्यवस्थापनेतील आधुनिक कल						
७६	_____ म्हणजे व्यवसाय संघटनेतील कर्मचाऱ्यांना कमावरून कमी करणे होय	मानहानिक	र्मचारी व	बाहयसेवा	भरती	र्मचारी व
७७	कर्मचारी _____ ने मानव संसाधन व्यवस्थापकापुढे नवीन आव्हाहन निर्माण केले आहे	एकसमानता	भिन्नता	निःपक्षता	नियमितता	भिन्नता

७८	_____ म्हणजे कर्मचाऱ्यांना क्रमशः राजीनामा, निवृती आणि मृत्यूमुळे कामावरून कमी होणे होय	गैरहजर	झीज (Attrition)	बाहयसेवा (Outsourcing)	बदली	झीज (Attrition)
७९	कार्यक्षमता (competency) म्हणजे ज्ञान, अंगगुण आणि _____ ह्याचे एकत्रीकरण होय ज्याची गरज कार्याची क्षमता वाढवण्यसाठी केली जाते	कौशल्य	भावना	अभिप्राय	तक्रार	कौशल्य

८०	_____ कार्यक्षमतेला महत्वाच्या क्षेत्रांतील निपुणता असे म्हणतात	संघटनात्मक	गाभा	तांत्रिक	औपचारिक	गाभा
८१	शिकवू संघटनेच्या वैशिष्ट्यात _____ चा समावेश होतो	स्वीकारलेली दूरदृष्टी (Shared Vision)	केंद्रीकरण	वेळ अभ्यास	हालचाल अभ्यास	स्वीकारलेली दूरदृष्टी (Shared Vision)
८२	_____ पिढीमध्ये १९७९ ते १९९९ ह्या काळात जन्मलेल्यांचा समावेश होतो	इ्ब्लु (W)	एक्स (X)	वाय (Y)	झेड (Z)	वाय (Y)
८३	लवचिक कार्यपद्धतीमध्ये _____ चा समावेश होतो	कार्य विभागणी न करणे	निश्चित वेळ	घरातून केलेले काम	फक्त कार्यालयातून केलेले काम	घरातून केलेले काम

८४	कर्मचारी _____ म्हणजे कर्मचाऱ्यांना निर्णय घेण्याकरिता स्वायतत्ता आणि जबाबदऱ्या देणे होय	सबलीकरण	अनुपस्थिती	व्यग्रता	उत्साह	Vishaka
८५	अनुपस्थितीचे कारण _____ असते	कामाची संतुष्टी	मनोबलात वाढ	मनोबलात कमी	योग्य मानधन	मनोबलात कमी
८६	_____ ही एक एकत्रीकरणाची पद्धती असून ज्याचा वापर कर्मचाऱ्याबद्दल माहिती गोळा करणे, साठवणे आणि त्याचे विश्लेषण करण्यासाठी केले जातो	आर्थिक संसाधन अकाउंटिंग (Financial Resource Accounting)	विपणन माहिती पद्धती (Marketing Information System)	मानवी संसाधन पद्धती (Human Resource Information System)	मानवी संसाधन विकास (Human Resource Development)	मानवी संसाधन पद्धती (Human Resource Information System)

८७	_____ हे कर्मचाऱ्याची अनुपस्थिती कमी करण्यास मदत करते	ऑडिटिंग	अकाऊंटिंग	कामाच्या ठिकाणीचे निरोगीपणा (welness) कार्यक्रम	कर्मचारी कपात	कामाच्या ठिकाणीचे निरोगीपणा (welness) कार्यक्रम
८८	महिलांची कामाच्या ठिकाणांवर होणारी लैंगिक छळवणूक (प्रतिबंध, मनाई आणि इलाज) अधिनियम _____ साली मंजूर झाला	१९८३	२००३	२०१३	२०१५	२०१३

८९	_____ नोकरीची अशी पद्धत आहे ज्यामध्ये ठरलेल्या मर्यादेत कामाची वेळ सुरू केल्यापासून संपेपर्यंत निश्चित तासाचे काम केले जाते	लवचिक वेळ	तात्पुरता	अर्धवेळ	पूर्ण वेळ	लवचिक वेळ
९०	कर्मचारी _____ म्हणजे जेव्हा कर्मचाऱ्याला कामाबद्दल उत्कंठा वाटते व ते कंपांनीच्या उद्दिष्टांशी बांधील राहतात	निरशा	व्यग्रता	ओळख	बक्षीस	व्यग्रता

९१	_____ कार्यक्षमता म्हणजे विशिष्ट कामाबद्दलचे कौशल्य होय	तांत्रिक	वर्तनात्मक	कार्यात्मक	मानवी	कार्यात्मक
९२	सक्षमता _____ ही एक प्रक्रिया असून ज्यात संघटनेच्या कामाची पुरतात करण्यास लागणाऱ्या कार्यक्षमतेला ओळखले जाते	पडताळणी (Mapping)	मोजणी (Scaling)	काम नेमून देणे (Tasking)	शिकणे (Learning)	पडताळणी (Mapping)
९३	कर्मचारी _____ म्हणजे कर्मचाऱ्यांना कमावरून न काढता क्रमशः कर्मचारी स्वतःहून काम सोडून जातात.	टर्नओवर (Turnover)	अट्ट्रिशन (Attrition)	डाउनसायझिंग (Downsizing)	रिमूवळ (Removal)	अट्ट्रिशन (Attrition)

९४	_____ मार्गदर्शन सूचना ह्या कामाच्या ठिकाणचे लैंगिक छळ रोकण्यासाठी दिलेले आहेत	अप्सरा	विशाखा	मेनका	उत्तरा	विशाखा
९५	_____ ह्यांनी 'शिकवू संघटना" ही संकल्पना, त्यांच्या 'The Fifth Disciplilne' ह्या पुस्तकातून मंडली	पीटर सेंज	पीटर ड्रकर	फिलिप कोटलर	एफ. ड्ब्लु. टेलर	पीटर सेंज

९६	नाविन्यता संस्कृती ही एक कार्याचे _____ असून ज्यात व्यवस्थापक आधुनिक विचारांची अंबलबजावणी करण्याचा प्रयत्न करते	समस्या	वातावरण	नियम	वाद	वातावरण
९७	_____ म्हणजे नियोजित कर्मचारी कमावरून कमी / कपात करणे होय	टरमीनेशन (Terminationa)	डाउनसायझिंग (Downsizing)	अपसायझिंग (Upsizing)	निवड (Selection)	डाउनसायझिंग (Downsizing)

९८	संघटनेचे कर्मचाऱ्यांचे अनौपचारिक स्नेहसंमेलन _____ समस्या सोडवण्यात मदत करते	कर्मचारी भिन्नता	बढती	बदली	कर्मचारी व्यवस्थापन	कर्मचारी भिन्नता
९९	_____ संघटना कर्मचाऱ्यांना स्वायत्तता प्रदान करते	नाविन्यता	लाइन	मॅट्रिक्स	हुकुमशाही	नाविन्यता
१००	कामाच्या ठिकाणचा लैंगिक छळ हा _____ आहे	नैतिक	अनैतिक	परवानगी	सहनशील	अनैतिक

SAMPLE QUESTION BANK

Class / Sem: - TYBCOM SEM-VI Subject: - COMMERCE - VI (Huma

Q. No.	Question	A	B	C	D	Answer
Module - I	मानवी संसाधन व्यवस्थापन					
१	संघटनेतील मानवी संसाधंनाचा	मानवी संस	मानवी संस	मानवी संस	डावपेचात्मक	मानवी संसा
२	कार्यक्षम उमेदवारचा शोध घेणे	निवड	भरती	बदली	विभक्तीकर	भरती
३	मानवी संसाधन नियोजन ही अ	गुणवत्ता व	परिचय आ	प्रशिक्षण अ	चांगले आणि	गुणवत्ता व
४	जेव्हा संघटणेमध्ये अतिरिक्त व	भरती आणि	प्रशिक्षण अ	नोकर कपा	कार्यसिद्धी	नोकर कपात
५	पदासाठी अर्ज करणाऱ्या इच्छुक	कोरे अर्ज	मुलाखत	रोजगार पर	प्रवेश अर्ज	कोरे अर्ज

६	कार्य _____ या कार्याशी संब	भरती	निवड	विश्लेषण	नोकर कपा	विश्लेषण
७	कार्यसिद्धीस नेण्यासाठी आवश	कार्य विवर	कार्य निकष	कार्य विश्ले	कार्य मूल्यां	कार्य निकष
८	योग्य जागेकरिता योग्य व्यक्ती	बदली	निवड	नियुक्ती	भरती	निवड
९	कार्य _____ म्हणजे आशय, व	आराखडा	व्यवहार	संधी	कामगिरी	आराखडा
१०	कार्यास्थांनाच्या बाबतीत कर्मचा	बढती	बदली	निवड	परिचय	बदली
११	भरतीच्या बहिर्गत स्त्रोत मार्गाम	बदली	कर्मचारी	जाहिरात	सद्य कर्मच	जाहिरात
१२	_____ मूलाखती घेताना नि	अनौपचारिव	तनाव	औपचारिक	प्रश्नावली	औपचारिक
१३	काळजीपूर्वक तयार केलेल्या का	आवडीचा	ऐहिक	मागणीपूरव	कंटाळवाणा	आवडीचा
१४	_____ मूळे कार्यामद्धे आ	कार्य सूलभी	कार्य अदला	कार्य विस्ता	कार्य विश्ले	कार्य विस्ता
१५	ठराविक प्रकारचे कार्य हाताळण्य	आवड	हूशारी	कल	उत्कृष्टता	कल
१६	कार्याचे नाव आणि कामाच्या ठि	कार्य विवर	कार्य निकष	कार्य अदला	कार्य मूल्यम	कार्य विवरण
१७	_____ मध्ये कर्मचाऱ्यांची एका	शिकाऊ उमे	प्रशिक्षण	निरीक्षणाख	कार्य अदला	कार्य अदला
१८	कार्य करण्यास नेमून दिलेल्या व	कार्य समृद्ध	कार्य विस्ता	कार्य अदला	कार्य सोडून	कार्य विस्ता
१९	डावपेचात्मक मानवी संसाधन व	स्वयंप्रेरित	प्रतिक्रियार्श	ताळमेळविव	विलंबित	स्वयंप्रेरित
२०	शैक्षणिक पात्रता आणि गूण ___	कार्य विवर	कार्य मूल्यम	कार्य समृद्ध	कार्य निकष	कार्य निकष
२१	_____ हा भरतीचा अंतर्गत स्त्रे	प्रसार माध्य	बढती	रोजगार केंद्र	वरीलपैकी र	बढती
२२	_____ हा भरतीचा बहिर्गत स्त्रोत	कार्य प्रवेशद	बढती	निवृत्त व्यव	आठवणीने	कार्य प्रवेशद
२३	_____ म्हणजे कार्याची लहान	कार्य विश्ले	कार्य निकष		कार्य विस्ता	कार्य सूलभी
२४	_____ निवडीच्या आधी येते	नियूक्ती	भरती	प्रशिक्षण	कार्य मूल्यम	भरती
२५	_____ हे ई-निवडीचे तंत्र आहे	चाचणी	संदर्भ तपा	महत्वाचा श	सूरुवातीची	महत्वाचा श

Module - II मानवी संसाधन विकास

२६	_____ प्रक्रियेत कर्मचाऱ्य	मानवी संब	मानवी संस	मानवी संस	मानवी संस	मानवी संसा
२७	_____ प्रशिक्षण पद्धतीमध्ये	मार्गदशन (	अनूकृती	बदलते काम	प्रत्यक्ष प्रक	बदलते काम
२८	परिषद आणि चर्च सत्र हे प्रशिक्षा	काम करता	काम करत	वैयक्तिक	पब्लिक	काम करत
२९	_____ हा नियोजित का	प्रशिक्षण	नेतृत्व	मानवी संस	मार्गदर्शन (	प्रशिक्षण
३०	मानवी संसाधन विकास हा ___	मानवी संस	मानवी संस	मानवी संस	मानवी संस	मानवी संसा
३१	व्याख्यान आणि व्यावसायिक र	काम करता	काम करत	गूणक्रम	मूल्यांकन	काम करत
३२	_____ चा अर्थ वरिष्ठां	प्रत्यक्ष प्रक	मार्गदर्शन (	व्याख्यान	शिकवणी ((	शिकवणी ((
३३	_____ प्रशिक्षण पद्धती ही	कार्यसिद्धी	अंतर्वासिता	कनिष्ठ मंड	बदलते काम	अंतर्वासिता
३४	_____ मध्ये असे वाताव	शिकवणी ((	प्रत्यक्ष प्रक	अंतर्वासिता	अनूकृती	अनूकृती
३५	_____ हे मानवी संसाध	कार्यसिद्धी	भरती	निवड	संदर्भ तपास	कार्यसिद्धी
३६	_____ ही प्रशिक्षणाच्या	प्रत्यक्ष प्रक	अनूकृती	खर्च-लाभ वि	बदलते काम	खर्च-लाभ वि
३७	_____ ही प्रशिक्षणाची	संघटनेच्या	प्रतिस्पर्धा (	कार्य आराख	ग्राहक विश्ल	संघटनेच्या
३८	_____हे कर्मचाऱ्याच्य	प्राथमिक प	भरती	कर्मचारी नि	कार्यसिद्धी	कार्यसिद्धी
३९	कामगारांच्या योग्य कार्यसिद्धी	कर्मचाऱ्याच	कर्मचाऱ्याचे	कर्मचाऱ्याच	यापैकी सर्व	कर्मचाऱ्याच
४०	_____ ही कार्यसिद्धी म	३६० अंश मू	गोपनीय अ	उद्धिष्टान्व	मानवी संस	गोपनीय अ
४१	मानव संसाधन व्यवस्थापनेमध्य	ह्युमन रिस	ह्युमन रिस	ह्युमन रिस	ह्युमन रिस	ह्युमन रिस
४२	कर्मचाऱ्यांतील लपलेली गूणवत्ता	तक्रार	कर्मचारी क्ष	मोबदला	कर्मचारी क	कर्मचारी क्ष
४३	कर्मचाऱ्यांनी निवडलेल्या कारकी	प्रशिक्षण	बढती	कार्यसिद्धी	कारकीर्द नि	कारकीर्द नि
४४	नवीन नेतृत्वास ओळखूने आणि	नेतृत्व नियं	वारसाधिका	वारसाधिका	कारकीर्द नि	वारसाधिका
४५	सल्लागार (Mentoring) हया प्र	ट्रेनी (Train	ट्रेनर (Train	मेंटोर (Mer	मेंटी (Ment	मेंटोर (Mer
४६	कर्मचाऱ्यासोबत त्याच्या भावनि	मनोधैर्य (M	अभिप्रेरणा	नेतृत्व	मार्गदर्शन (	मार्गदर्शन (
४७	प्रभावी मार्गदर्शनासाठी (Counse	संयमाणे ऐ	अलवचिक	पूर्वग्रही (Ju	यापैकी सर्व	संयमाणे ऐव
४८	_____ हया मार्गदर्शन (C	अधिकृत	अनधिकृत	सहभागी	यापैकी काह	अनधिकृत
४९	_____ ही हाताखाली का	सल्लागार (	मूल्यांकन	निवड	भरती	सल्लागार (
५०	जेव्हा पर्यवेक्षक (rater) फक्त ए	कर्मचारी चा	वारसाधिका	हालो (Halo	नवीन उपक्र	हालो (Halo

Module - III मानवी संबंध

५१ _____ ही व्यक्तींची आणि सम	तक्रार	नेतृत्व	मनोधैर्य	विश्वासपूर्ण	मनोधैर्य
५२ _____ मध्ये कर्मचाऱ्यांचा प्राम	बुद्ध्यांक	भावनांक	क आवेगांक	अध्यात्मिक	अध्यात्मिक
५३ कर्मचाऱ्यांच्या आरोग्य आणि सु	आगीपासून	संरक्षक कप	सुरक्षेचे शिक	वरीलपैकी २	वरीलपैकी २
५४ . सामूहिक उद्दिष्ट्ये साध्य कर	नियोजन	नेतृत्व	कार्य सिद्धी	कर्मचारी क	नेतृत्व
५५ _____ नेते कंपनीची उद्दिष्ट्ये	व्यवहाराजन	हुकूमशाही	स्थित्यंतरण	नोकरशाही	स्थित्यंतरण
५६ एखाद्या व्यक्तीस अपेक्षित कार	अभिप्रेरण	संघटन	संभाषण	समन्वय	अभिप्रेरण
५७ _____ हा वृमाच्या अभिप्रेरण	स्वच्छता	इच्छाशक्ती	आदर आणि	वाढ	इच्छाशक्ती
५८ अभिप्रेरणेचा _____ सिद्धांत	ट' सिद्धांत	क्ष सिद्धांत	य सिद्धांत	झ सिद्धांत	क्ष सिद्धांत
५९ _____ हा पिंक यांच्या अभिप्रेरण	स्वायतत्ता	हेतू	प्राविण्यता	वरीलपैकी २	वरीलपैकी २
६० _____ ही कर्मचाऱ्यांनी कामाशी	तक्रार	परिपत्रक	सूचना	अर्ज	तक्रार
६१ ____कर्मचाऱ्यांचे उच्च मनोधैर्य	जास्त कर्म	उच्च गट भ	कमी कार्यक्ष	मतभिन्नत	उच्च गट भ
६२ मॅस्लो यांच्या साखळी गरजा सि	आदर	सामाजिक	शारिरीक	यापैकी कोण	शारिरीक
६३ य सिद्धांत हा मानवी स्वभावाच	सकारात्मक	आधुनिक	नावीन्य	नकारात्मक	सकारात्मक
६४ पगारवाढ आणि बोनस रक्कम हे	आर्थिक	आर्थिकेतर	नकारात्मक	यापैकी कोण	आर्थिक
६५ _____ कर्मचाऱ्यांमध्ये नकारात	तक्रार	प्रशिक्षण	मार्गदर्शन	भत्ता	तक्रार
६६ कर्मचारी कल्याण योजनेमध्ये _	उपहार गृहे	विश्रांती गृहे	वाहतूक	वरीलपैकी २	वरीलपैकी २
६७ _____ नेतृत्व शैलीमध्ये बक्षीस	निरंकुश	पितृत्व	स्थित्यंतरण	व्यवहाराजन	व्यवहाराजन
६८ मॅस्लो यांच्या साखळी गरजा सि	सामाजिक	सुरक्षात्मक	आदरसन्मा	आत्मविश्वा	आत्मविश्वा
६९ अभिप्रेरणेचा _____ सिद्धांत अ	क्ष सिद्धांत	य सिद्धांत	पिंक सिद्ध	वृम सिद्धां	य सिद्धांत
७० _____ गरज म्हणजे मान्यता, ३	आदरसन्मा	सामाजिक	सुरक्षात्मक	शारिरीक	सामाजिक
७१ _____ हा भावनांकाचा घटक आ	स्वतःबद्दल	स्वतःचे व्य	नातेसंबंध व	वरीलपैकी २	वरीलपैकी २
७२ _____ भावना आणि तणाव हा	बुद्ध्यांक	भावनांक	अध्यात्मिक	शैली	भावनांक
७३ _____ भावनांक आणि अध्यात्म	योगा	ध्यानधारणा	प्रशिक्षण	वरीलपैकी २	वरीलपैकी २
७४ उच्च मनोधर्य कर्मचाऱ्यांची गैरह	प्रोत्साहन	वाढ	कमी	गती	कमी
७५ मानवी संबंधाचा दृष्टिकोन ___	जागतिक	विशेष	एकसारखा	सर्वसामान्य	जागतिक

Module - IV मानवी संसाधन व्यवस्थापनेतील आधुनिक कल

७६ _____ म्हणजे व्यवसाय संघ	मानहानिक	कर्मचारी क	बाहयसेवा	भरती	कर्मचारी क
७७ कर्मचारी _____ ने मान	एकसमानत	भिन्नता	निःपक्षता	नियमितता	भिन्नता
७८ _____ म्हणजे कर्मचाऱ्यांना	गैरहजर	झीज (Attri	बाहयसेवा (	बदली	झीज (Attri
७९ कार्यक्षमता (competency) म्ह	कौशल्य	भावना	अभिप्राय	तक्रार	कौशल्य
८० _____ कार्यक्षमतेला म	संघटनात्म	गाभा	तांत्रिक	औपचारिक	गाभा
८१ शिकवू संघटनेच्या वैशिष्ट्यात _	स्वीकारलेर्ल	केंद्रीकरण	वेळ अभ्यार	हालचाल अ	स्वीकारलेर्ल
८२ _____ पिढीमध्ये १९	ड्ब्लू (W)	एक्स (X)	वाय (Y)	झेड (Z)	वाय (Y)
८३ लवचिक कार्यपद्धतीमध्ये ____	कार्य विभाग	निश्चित वे	घरातून केले	फक्त कार्या	घरातून केले
८४ कर्मचारी _____ म्हणज	सबलीकरण	अनुपस्थिर्त	व्यग्रता	उत्साह	Vishaka
८५ अनुपस्थितीचे कारण _____	कामाची सं	मनोबलात	मनोबलात	योग्य मान	मनोबलात
८६ _____ ही एक एकत्रीक	आर्थिक संर	विपणन मा	मानवी संस	मानवी संस	मानवी संसा
८७ _____ हे कर्मचाऱ्याची अ	ऑडिटिंग	अकाऊंटिंग	कामाच्या ठि	कर्मचारी क	कामाच्या ठि
८८ महिलांची कामाच्या ठिकाणांवर	१९८३	२००३	२०१३	२०१५	२०१३
८९ _____ नोकरीची अशी पद	लवचिक वे	तात्पुरता	अर्धवेळ	पूर्ण वेळ	लवचिक वे
९० कर्मचारी _____ म्हणजे	निरशा	व्यग्रता	ओळख	बक्षीस	व्यग्रता
९१ _____ कार्यक्षमता म्हण	तांत्रिक	वर्तनात्मक	कार्यात्मक	मानवी	कार्यात्मक
९२ सक्षमता _____ ही एक	पडताळणी	मोजणी (Sc	काम नेमून	शिकणे (Le	पडताळणी
९३ कर्मचारी _____ म्हणजे	टर्नओवर (T	अट्ट्रिशन (	डाउनसायझि	रिमूवळ (Re	अट्ट्रिशन (

९४	_____ मार्गदर्शन सूचन	अप्सरा	विशाखा	मेनका	उत्तरा	विशाखा
९५	_____ हयांनी 'शिकवू सं	पीटर सेंज	पीटर ड्रकर	फिलिप को	एफ. ड्ब्लू.	पीटर सेंज
९६	नाविन्यता संस्कृती ही एक काय	समस्या	वातावरण	नियम	वाद	वातावरण
९७	_____ म्हणजे नियोजित	टरमीनेशन	डाउनसायझि	अपसायझिं	निवड (Sele	डाउनसायझि
९८	संघटनेचे कर्मचाऱ्यांचे अनौपचार्या	कर्मचारी भि	बढती	बदली	कर्मचारी व्य	कर्मचारी भि
९९	_____ संघटना कर्मचाऱ	नाविन्यता	लाइन	मॅट्रिक्स	हुकूमशाही	नाविन्यता
१००	कामाच्या ठिकाणचा लैंगिक छव	नैतिक	अनैतिक	परवानगी	सहनशील	अनैतिक

Unit	S.R NO	Question	A	B	C	D
	1	_____ _____ _____ is defined as the study and application of knowledge about how people as individual and as groups act within organisations.	Organisational structure	Organisational strategy	Organisational behaviour	Organisational design
	2	_____ _____ is the father of scientific management.	Frederick ´	Henry Fay	Elton May	Lillian gilb

3	_____ _____ is the one who takes all decision by himself and expects to be obeyed by his subordinates.	Supportive	Custodial	Autocratic	Collagial
4	Elton Mayo and his associates were involved in which experiment_____ _____ ___.	Illumination experiments	Relay assembly test	Bank writing observation	Mass interviewing program
5	_____ _____ _ design forms the basis of other types of organisation design.	Network design	Place design	Product design	Functional design

6	_____ _____ design tasks are organised by division on the basis of the product or geographic markets.	Multidivis	Network d	Multinatio Place desig
7	_____ _____ __ involve the establishment of units capable of developing, producing, marketing, and distributing its own goods and services.	Functional	Virtual des	Product de Place desig

_____ is the latest type of organisation design that managers are using to satisfy customer needs.					
8	Product de	Virtual des	Functional	Place desig	
_____ _____ _____ is the established pattern of relationship among the components of parts of an organisation.					
9					Structure
_____ _____ _____ is the simplest and oldest form of internal organisation.	Functional organisation structure	Line organisation structure	Line and staff organisation structure	Project structure	
10					

11	Functional organisation structure was introduced by whom _____ _____ _ _____ _____ _____ ____	Henry Fayol	Elton Mayo	FW Taylor	Lillian gilbreth
12	organisation structures are more flexible and suitable for all complex environment. _____ _____ _____	Project str	Freeform c	Line organ	Modern or
13	_uses two or more co-existing structures .	Line and s	Project org	Matrix org	Functional

1	Individual behaviour is influenced by _____ environment.	Social cultural	Economic	Political	Regulatory or legal	
2	_____ _____ _____ is made up of institutions and other forces that affect society.	Economic	Regulatory or legal	Political	Social cultural	
3	Individual behaviour and performance is affected by _____ _____ in the organisation.	Physical facilities	Organisation structure	Organisational culture	Reward systems	

4	_____ _____ _____ ___is defined as the sum total of ways in which an individual reacts and interacts with other.			Personality	
5	_____ _____ _ refers to the ability of a person to get along with others.	Conscientiousness	Agreeableness	Extroversion	Openness to experience
6	_____ _____ __ reflects a person's level of comfort with others in the organisation.	Extroversion	Openness to experience	Agreeableness	Conscientiousness

7	_____ _____ ____ is a personality trir that refers to the feeling of like or dislike towards oneself.	Locus of control	Type a type b personality	Machiavellianism	Self esteem
8	_____ _____ _____ _ is a process by which individuals organise and interpret their sensory impressions in order to give meaning to their environment.	Attitude	Perception	Personality	Behaviour

9	in the 16th century dash wrote about organisational power and politics_____.	R A Baron	Newstrom and Davis	Niccolo Machiavelli	Stephen Robbins
10	_____ is defined as the degree to which an employee identifies with the organisation and would continue actively participating in it.	Organisational commitment	Job satisfaction	Job engagement	Job involvement
11	Job satisfaction is a _____ concept			Dynamic	

1	_____ group consists of few members who share common values, believes, interest and common goals	Primary and secondary groups	Small and large groups	Temporary and permanent group	Formal and informal groups
2	in which stage the members compete with each other to get greater status, control and influence in the group_____.	Norming	Adjourning	Storming	Performing
3	_____ stage gives way to corporation.	Storming	Norming	Adjourning	Forming

4	_____ _____ __refers to the ability to change or control others behaviour even against their will and in the face of resistance from them.				Power
5	_____ _____ _____ _ power is known as position power and official power.	Expert	Legitimate	Coercive	Reward
6	_____ _____ _____ powder uses fear as a motivator.	Charismati	Expert	Legitimate	Coercive

7	_____ _____ _____ refers to intentional behaviours that are designed to enhance or protect a person's influence and self interest.	Organisati	Organisati	Organisati	Organisati
8	_____ _____ _____ involves coming together of two or more persons so as to increase mutual power and get their demands fulfilled.	Alliance	Control of informati on	Social exchange	Power play

9	_____ _____ _____ involves an aggressive tactic of trying to grab another person's power.	Power and status symbols	Control of information	Power play	Alliance
10	_____ _____ _____ refers to an conflict within an individual.	Organisational conflict	Intrapersonal conflict	Group conflict	Interpersonal conflict
11	_____ _____ _____ conflict arises when an employee is expected to play several role simultaneously.	Goal conflict	Leadership	Stroking	Role conflict

12	conflict that occurs between the different functional department of the organisation is known as _____ _____ _.	Hierarchic	Functional	Formal inf	Line-staff	
13	_____ _____ _____ is a process of communicating back and forth for the purpose of reaching a joint decision.	Organisational conflict	Organisation politics	Negotiation	Group decision making	

T 4

1	_____ _____ _____ term is used to describe positive stress.	Eustress				

2	_____ _____ ____ is a severe product of stress	Burnout	Trauma
3	_____ _____ _____ ___ is defined as a syndrome of emotional, physical and mental exhaustion resulting from prolonged exposure to intense stress.	Trauma	Burnout

4	_____ _____ _____ refers to the basic or core values, beliefs and norms shared by the majority of the members of the organisation.	National culture and organisational culture	Dominant culture and subcultures	Authoritarian culture and participative culture	Strong culture and weak culture
5	In _____ _____ culture the core values of organisation is bureaucratic in nature.	Dominant culture	organisational culture	Authoritarian culture	Mechanistic culture

6	_____ _____ _____ __ is the stage where the employee sees what the organisation is really like and confronts the possibility that expectations and reality differ.	Metamorphosis stage	Pre arrival stage	encounter stage	Post arrival Stage	
7	_____ _____ _____ organisation has become richly diverse	Workforce				
8	_____ _____ _____ means taking responsibility of actions when it comes to workplace ethics and behaviour.	Integrity	Accountability	Equity	Teamwork	

9	_____ _____ _____ ___ may be defined as a state of imbalance arising due to excessive psychological or physiological demands on a person.	Workforce diversity	Organisational behaviour	Organisational culture	Stress
10	_____ _____ _____ arises when goal-directed behaviour is blocked a thwarted.	Conflict	Stress	Frustration	Career changes

	11	_____ _____ _____ __ is a science of morality that guides and helps to achieve objectives through legal and moral means.	Socialization	Ethics	Organisational structure	Organisational culture
	12	_____ _____ _____ __ strategy involves the individuals attempt to control the stressful situation instead of allowing the situation to control him.	Behavioral self control	Biofeedback	Networking	Time management

Unit	S.R NO	Question	A	B	C	D

1	_____ _____ _____ is defined as the study and application of knowledge about how people as individual and as groups act within organisations.	Organisational structure	Organisational strategy	Organisational behaviour	Organisational design
2	_____ _____ is the father of scientific management.	Frederick ´	Henry Fay	Elton May	Lillian gilt
3	_____ _____ is the one who takes all decision by himself and expects to be obeyed by his subordinates.	Supportive	Custodial	Autocratic	Collagial

4	Elton Mayo and his associates were involved in which experiment_____ _____ ___.	Illumination experiments	Relay assembly test	Bank writing observation	Mass interviewing program
5	_____ _____ _ design forms the basis of other types of organisation design.	Network design	Place design	Product design	Functional design
6	_____ _____ design tasks are organised by division on the basis of the product or geographic markets.	Multidivis	Network d	Multinatio	Place desig

7	_____ involve the establishment of units capable of developing, producing, marketing, and distributing its own goods and services.	Functional	Virtual des	Product de	Place desig
8	_____ is the latest type of organisation design that managers are using to satisfy customer needs.	Product de	Virtual des	Functional	Place desig

9	_____ _____ _____ is the established pattern of relationship among the components of parts of an organisation.				Structure
10	_____ _____ _____ is the simplest and oldest form of internal organisation.	Functional organisation structure	Line organisation structure	Line and staff organisation structure	Project structure
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13	_____ _____ _____ _uses two or more co-existing structures.	Line and s	Project org	Matrix org	Functional

2

1	Individual behaviour is influenced by _____ __ environment.	Social cultural	Economic	Political	Regulatory or legal

2	_____ _____ _____ is made up of institutions and other forces that affect society.	Economic	Regulatory or legal	Political	Social cultural
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11	Job satisfaction is a _____ _____ concept			Dynamic	

T 3

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	in which stage the members compete with each other to get greater status, control and influence in the group_____.				
2	_____	Norming	Adjournin	Storming	Performin
3	_____ stage gives way to corporation.	Storming	Norming	Adjourning	Forming

4	_____ _____ __refers to the ability to change or control others behaviour even against their will and in the face of resistance from them.				Power
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12	_____ _____ _____ __ strategy involves the individuals attempt to control the stressful situation instead of allowing the situation to control him.	Behavioral self control	Biofeedback	Networking	Time management

Sample Question Bank

TYBCOM SEM VI -MODULE-I MARKET

Sr. No	**Rewrite the following statements with appropriate options given below:**	rrect Answer
1	_____ refers to how the product looks, functions and is pu	
	a. Product Design	roduct Design
	b. Product Branding	
	c. Product Classification	
	d. Product Quality	
2	_____ is the area of product research.	
	a.Product life cycle	oduct life cycle
	b. Sales Research	
	c. Advertising	
	d. Quality Circle	
3	Filtering the ideas to select the good ones is called as _____	
	a. Idea Generation	dea Screening
	b. Idea Screening	
	c. Concept Testing	
	d. Test Marketing	

4	Finding out whether the new product is commercially profitable or not is a part a. Test Marketing b. Business analysis c. Product Development d. Crowd Sourcing	usiness analysis
5	In _____ method of test marketing, the consumer is offered the product again and again free of cost. a. Simulated Test markeitng b. Sales - Wave Research c. Controlled Test Marketing d. Alpha Testing	b. Sales - Wave Research

6

When certain emotional or personal qualities are associated with a particular brand, it is called as _____

a. Brand equity
b. Brand Personality
c. Brand Image
d. Brand Experience

and Personality

7

_____ is an internal factor affecting pricing.

a. Competition
b. Costs
c. Suppliers
d. Positioning Strategy

b. Costs

8

_____ is a technique that allows organizations to understand how people make trade-off between different products and services and the values they place on different features.

a. Conjoint Analysis
b. BPTO
c. Gabor Granger
d. Observation

njoint Analysis

9 _____ is the intention of the buyers to make a repeated purchase of

a. Brand Association
b. Brand Loyalty
c. Brand Culture

Brand Loyalty

	d. Brand Equity	

10	The specific purpose of _____ technique is to measure whether consumers can truly tell the difference between two products. Monadic testing)	
	a. Triangle Testing b. Repeated pairs Testing c. Monadic Testing d. Sequential monadic	riangle Testing

11	Test marketing _____ the risk of large scale marketing.	
	a. increases	c. reduces

b. stabilises
c. reduces
d. enhances

12 _____ means use of environmentally responsible packing materia

a. Traditional packaging reen Pakaging
b. Green Pakaging
c. Simple Packing
d. Labelling

13 _____ is an external factor affecting pricing.

a. Competition Competition
b. Corporate Image
c. Costs
d. organiastion Structure

14 The Process of New Prodcut Development starts with _____

a. Test Marketing lea Generation
b. Idea Screening
c. Idea Generation
d. Concept Testing

15	Brand research is an important area of _____	
	a. Brand Image b. Brand Survey c. Product Research d. CSR	c. Product Research
16	_____may be described as the consumer's perception of the product.	
	a. Brand Loyalty b. Brand Image c. Brand Awareness d. Brand Value	Brand Image

17 Crowdsourcing is a method of generating_____ for new product development. a. Ideas b. Sales c. profits d. business	a. Ideas

18 A brand name when registered is called as _____ . a. Mark b. Trademark c. Sign d. Brand	Trademark

19	The pronounceable part of the _____ is called brand name.	
	a. Trademark b. Brand c. Product d. image	c. Product

20	Brand image survey is very useful to find out_____	
	a. Type of Customers b. Brand preference c. Demand d. packaging style	and preference

21	A distinct brand image commands _____price.	
	a. Higher b. Market c. Lower d. High Average	a. Higher

22	Any deliberate alteration for the physical attributes of a product or its packing is called _____ a. Product Modification b. Product Testing c. Product Image d. Product Extension	a. Product Modification
23	Brand _____ means reputation of the brand in the market. a. Image b. Culture c. Essence	a. Image

	d. Personality	

24	_____ packaging means use of environmental friendly packing materials. a. Traditional b. Green c. Simple d. Printed	b. Green

25	Brand Survey is an important area of _____ . brand image a. Promotion b Product Research c. Sales d. Motivation	b Product Research

26

_____method's objective is to charge high price for higher profits.

a. Make up pricing

b. Skimming the cream pricing

b. Skimming the cream pricing

c. penetration Pricing

d. Cost Plus Pricing

27	Selling products and services on a _____ basis before a full product launch is an example of test marketing. a. Limited b. Unlimited c. free d.coupon	a. Limited

Sample Question Bank

Sr. No	TYBCOM	SEM VI -MODULE-II	MARKI
		Correct Answer	

1

_____ refers to collection and analysis of information related to distribution of products.

a. Physical Distribution Research

a. Physical Distribution Research

b. Motivation Research

c. Trade Mark Research

d. Brand Research

_____ वस्तुंच्या
वितरणाशी संबंधित
माहितीचे संग्रहण आणि
विश्लेषणाचा संदर्भ देते.

अ) भौतिक वितरण संशोधन

अ) भौतिक वितरण संशोधन

ब) अभिप्रेरणा संशोधन

क) व्यापारचिन्ह संशोधन

ड) नाममुद्रा संशोधन

2

In _____distribution channel, goods are supplied from producer to customers directly.

a. Indirect Marketing

b. Three Level

c. Four Level

d. Direct Marketing

d. Direct Marketing

_____ या
वितरण मार्गामध्ये,
उत्पादकाकडून थेट
ग्राहकांना वस्तूंचा पुरवठा
केला जातो.

अ) अप्रत्यक्ष विपणन

ब) त्रिस्तरीय

क) चतुःस्तरीय

ड) प्रत्यक्ष विपणन

ड) प्रत्यक्ष विपणन

3

_____is management of network of activities involving procurement of raw materials, manufacturing and distribution of finished goods.

a. Pricing Research

b. Supply Chain Management

b. Supply Chain Management

c. Consumer Research

d. Motivation Research

_____हे क्रियांचे नेटवर्क व्यवस्थापन आहे ज्यात कच्च्या मालाची खरेदी, तयार वस्तूंचे उत्पादन आणि वितरण यांचा समावेश होतो.

ब) पुरवठा साखळी व्यवस्थापन

अ) किंमत संशोधन

ब) पुरवठा साखळी व्यवस्थापन

क) ग्राहक संशोधन

ड) अभिप्रेरणा संशोधन

4

Physical Distribution Research helps to ……

a. Reduce Distribution cost

a. Reduce Distribution cost

b. Evaluate effectiveness of advertising

c. to select media for advertising

d. to study brand awareness

भौतिक वितरण संशोधन
..... करण्यास
मदत करते

अ) वितरण खर्च कमी

अ) वितरण खर्च कमी

ब) जाहिरातीच्या प्रभावाचे मूल्यांकन

क) जाहिरातींकरिता माध्यमाची निवड करण्याकरिता

डी. मुद्रा जाणिवांचा

अभ्यास करण्याकरिता

5

_____ helps the marketing manager to select best channel of distribution for goods and services.

a. Physical Distribution Research

b. Motivation Research

a. Physical Distribution Research

c. Trade Mark Research

d. Brand Research

_____ हे विपणन व्यवस्थापकास वस्तू व सेवांच्या वितरणाचा सर्वोत्कृष्ट मार्ग निवडण्यास मदत करते.

अ) भौतिक वितरण संशोधन

ब) अभिप्रेरणा संशोधन

अ) भौतिक वितरण संशोधन

क) व्यापारचिन्ह संशोधन

ड) नाममुद्रा संशोधन

6

_____helps in selecting the right transportation medium and warehousing facility.

a. Brand Research

c.Physical Distribution Research

b. Motivation Research

c.Physical Distribution Research

d. Promotion Research

_____ हे योग्य वाहतूक माध्यम आणि संग्रहण सुविधा निवडण्यात मदत करते.

अ) नाममुद्रा संशोधन

ब) अभिप्रेरणा संशोधन

क) भौतिक वितरण संशोधन

ड) विक्रयवृद्धी संशोधन

7

Transportation is a component of _____.

a. Supply Chain Management

b. Advertising Research

c. Product Research

d. Motivation Research

a. Supply Chain Management

परिवहन हा _____ चा एक घटक आहे.

अ) पुरवठा साखळी संशोधन

अ) पुरवठा साखळी संशोधन

ब) जाहिरात संशोधन

क) वस्तू संशोधन

ड) अभिप्रेरण संशोधन

8

In _____ distribution channel, intermediaries are involved in distribution of goods and services.

a. Indirect Marketing

b. Zero Level

c. Producer to consumers direct

a. Indirect Marketing

d. Direct Marketing

_____ वितरण मार्गात, मध्यस्थ हे वस्तू आणि सेवांच्या वितरणात गुंतलेले असतात..

अ) अप्रत्यक्ष विपणन

अ) अप्रत्यक्ष विपणन

ब) शून्य पातळी

क) उत्पादक ग्राहक थेट

ड) प्रत्यक्ष विपणन

9

_____is a pre-testing method of testing advertising effectiveness.

a. Readership Test

b. Recall Test

c. Sales Test

d. Check-list Test

d. Check-list Test

_____ ही जाहिरातीच्या प्रभावीपणाची चाचणी घेण्याची पूर्व-चाचणी पद्धत आहे.

अ) वाचकवर्ग चाचणी

ब) आठवण चाचणी

क) विक्री चाचणी

ड) पडताळणी सूची चाचणी

10

_____ is a post-testing method of testing advertising effectiveness.

a. Check-list Test

b. Consumer Jury Test

d. Recall Test

c. Opinion Test

d. Recall Test

_____ ही जाहिरातीच्या प्रभावीपणाची चाचणी घेण्याची पश्चात चाचणी पद्धत आहे.

अ) पडताळणी सूची चाचणी

ड) आठवण चाचणी

ब). ग्राहक पंच चाचणी

क) कल चाचणी

ड) आठवण चाचणी

11

Advertising is an element of _____.

a. Product

b. Pricing

c. Promotion

c. Promotion

d. Distribution

जाहिरात करणे हा _____घटक आहे.

अ) वस्तूचा

ब) किंमतीचा

क) विक्रयवृद्धीचा

ड) वितरणाचा

क) विक्रय वृद्धीचा

12

_____research helps to increase awareness, attract attention and encourage customers to buy the product.

a. Distribution

b. Promotion

c. Pricing

b. Promotion

d. Supply chain

_____हे संशोधन जाणीव निर्माण करण्यात, लक्ष आकर्षित करण्यास आणि ग्राहकांना उत्पादन खरेदी करण्यास प्रोत्साहित करण्यात मदत करते.

अ) वितरण

ब) विक्रयवृद्धी

ब) विक्रयवृद्धी

क) किंमत निर्धारण

ड) पुरवठा साखळी

13

Media Research is a component of _____.

a. Advertising Research

a. Advertising Research

b. Pricing Research

c. Sales Research

d. Distribution Research

माध्यम संशोधन हा एक _____घटक आहे.

अ) जाहिरात संशोधनाचा

अ) जाहिरात संशोधनाचा

ब) किंमत संशोधनाचा

क) विक्री संशोधनाचा

ड) वितरण संशोधनाचा

.....helps to identify consumers' preferences, attitudes and their buying decisions.

a. Product Research

c. Consumer Research

b. Distribution Research

c. Consumer Research

d. Brand Research

..... द्वारे ग्राहकांची प्राधान्ये, दृष्टीकोन आणि त्यांचे खरेदी निर्णय ओळखण्यास मदत करते.

अ) वस्तु संशोधन

ब) वितरण संशोधन

क) ग्राहक संशोधन

ड) नाममुद्रा संशोधन

क) ग्राहक संशोधन

15

…….techniques are used when it is believed that respondents will not respond to direct questions.

a. Survey

b. Questionniare

c. Personal Interview

d. Projective

d. Projective

उत्तर देणारा व्यक्ती हा प्रत्यक्ष प्रश्नांना प्रतिसाद देत नाही असा जेव्हा विश्वास होईल तेव्हा _____तंत्राचा वापर केला जातो.

अ. सर्वेक्षण

ब) प्रश्नावली

क) वैयक्तिक मुलाखत

ड) प्रक्षेपणविषयक

ड) प्रक्षेपणविषयक

16

…….is a systematic study of all those economic and social factors that motives people to buy.

a. Distribution Research

b. Supply Chain Research

c. Motivation Research

d. Packaging Research

c. Motivation Research

..... हा सर्व आर्थिक आणि सामाजिक घटकांचा शास्त्रशुद्ध अभ्यास आहे ज्यामुळे व्यक्तींना वस्तू खरेदीची प्रेरणा मिळते.

अ) वितरण संशोधन

ब) पुरवठा साखळी संशोधन

क) प्रेरणा संशोधन

क) प्रेरणा संशोधन

ड) संवेष्टन संशोधन

17

.....research helps the marketers and producers to know their customers.

a. Consumer

b. Pricing

c. Packaging

d. Distribution

a. Consumer

..... संशोधन हे उत्पादक आणि निर्मात्यांना त्यांचे ग्राहक जाणून घेण्यास मदत करते.

अ) ग्राहक

ब) किमत

क) संवेष्टन

ड) वितरण

अ) ग्राहक

18

In _____ group of consumers are asked to rate the advertisements shown to them.

a. Consumer Jury Test

b. Check-list Method

c. Sales Area Test

d. Readership Test

_____ मध्ये गटातील ग्राहकांना दाखविण्यात आलेल्या जाहिरातींना श्रेणी देण्यास सांगितले जाते

अ) ग्राहक पंच चाचणी

a. Consumer Jury Test

अ) ग्राहक पंच चाचणी

ब) पडताळणी सूची पद्धत

क) विक्री क्षेत्र चाचणी

ड) वाचकवर्ग चाचणी

19 …….research is concerned with evaluation of advertising effectiveness.

a. Product

b. Pricing

c. Advertising

d. Packaging

c. Advertising

_____ संशोधन हे जाहिरात परिणामकारकतेच्या मूल्यांकनाशी संबंधित आहे.

अ) उत्पादन
ब) किमत
क) जाहिरात

क) जाहिरात

ड) संवेष्टन

20

_____includes discount, gifts, free samples, lucky draw, prizes etc. used to increase sale of the product.

a. Advertising

b. Sales Promotion

b. Sales Promotion

c. Personal Selling

d. Sponsorship

_____ यात उत्पादनाची विक्री वाढविण्यासाठी वापरल्या जाणारी सवलत, भेटवस्तू, विनामूल्य नमुने, लकी ड्रॉ, बक्षिसे इ. चा समावेश होतो.

अ) जाहिरात

ब) विक्रयवृद्धी

ब) विक्रयवृद्धी

क) वैयक्तिक विक्री

ड) प्रायोजकत्व

21

In _____ method, companies observe the behaviour of consumers and collect consumer data.

a. Personal Interview

b. Focus-Group Interview

c. Observation

d. Surveys

c. Observation

_____ या पद्धतीत कंपन्या ग्राहकांच्या वर्तणुकीचे निरीक्षण करतात आणि ग्राहकांची माहिती गोळा करतात.

अ) वैयक्तिक मुलाखत

ब) केंद्रीत मुलाखत

क) निरिक्षण

ड) सर्वेक्षण

क) निरिक्षण

22 Word Association is _____ technique of consumer data collection.

a. Survey

b. Projective

b. Projective

c. Experimentation

d. Focus-Group Interview

शब्द साहचर्य हे ग्राहक माहिती संकलनाचे _____तंत्र आहे.

अ) सर्वेक्षण

ब) प्रक्षेपणविषयक

क) प्रायोगिक

ड) केंद्रीत मुलाखत

23

Motivation research is a branch of _____ research.

a. Product

b. Pricing

c. Consumer

d. Distribution

c. Consumer

अभिप्रेरणा संशोधन ही _____ संशोधनाची एक शाखा आहे.

अ) वस्तू

ब) किमत

क) ग्राहक

ड) वितरण

क) ग्राहक

24 _____is used to test the ability of the viewer to recall an advertising campaign.

a. Recall test

b. Check-list method

c. Readership Test

d. Inquiry Test

a. Recall test

जाहिरात मोहीम आठवण ठेवण्याच्या दर्शकांच्या क्षमतेची चाचणी करण्यासाठी _____ वापरली जाते .

अ) स्मरण चाचणी पद्धत

अ) स्मरण चाचणी पद्धत

ब) पडताळणी सूची पद्धत

क) वाचकवर्ग चाचणी पद्धत

ड) चौकशी चाचणी पद्धत

25

.....works on the principle of personal and direct contact between salesman and buyers.

a. Advertising

b. Personal Selling

b. Personal Selling

c. Publicity

d. Sales Promotion

_____ हे विक्रय प्रतिनिधी आणि खरेदीदार यांच्यामधील वैयक्तिक आणि थेट संपर्क तत्त्वावर कार्य करते.
अ) जाहिरात ब) वैयक्तिक विक्री
ब) वैयक्तिक विक्री
क) प्रसिद्धी
ड) विक्रयवृद्धी

Sample Question Bank

TYBCOM SEM VI -MODULE-III MARKE

Sr. No	**Rewrite the following statements with appropriate options given below:**	**rect Answer**

1 **Sales research is a wider term and includes _____**

A. Sales forecaSales forecasting
B. turnover
C. product territory evaluation
D. Purchase planning.

१) **विक्री संशोधन ही एक व्यापक संज्ञा आहे आणि त्यात ------- स**

A. विक्री अंदाज
B. उलाढाल विक्री अंदाज
C. उत्पादन क्षेत्र मूल्यांकन
D. खरेदी नियोजन.

2 **Sales analysis by ------ is preferred by those companies produ**

A. Territory
B. Product Product
C. Order size
D. Customers.

विविध उत्पादने आणि सेवांचे उत्पादन आणि विपणन करणाऱ्या कं

A. क्षेत्र
B. उत्पादन ३. उत्पादन
C. आदेश आकार
D. ग्राहक.

3 **Sales analysis by ------- helps to separate wholesalers and ret**

A. Customers Customers
B. Order size
C. Territory
D. None of these

घाऊक विक्रेते आणि किरकोळ खरेदीदारांना वेगळे करण्यास------- f

A. ग्राहक A. ग्राहक

B. आदेश आकार

C. क्षेत्र

D.यापैकी काहीही नाही

4 **Sales analysis by -------- helps the company to consolidate pos**

A. Customer
B. Area wise Area wise
C. Order size
D. All of these

४) **कंपनीला अनुकूल बाजारपेठेत स्थान मजबूत करण्यास -------- f**

A. ग्राहक

B. क्षेत्रनिहाय . क्षेत्रनिहाय

C. आदेश आकार

D वरील हे सर्व

5 **Sales forecasting is a branch of ------**

A. Sales research
B. Market res Sales research
C. Sales analysis
D. None of these

विक्री अंदाज ही ------ ची शाखा आहे.

A. विक्री संशोधन वेक्री संशोधन

B. बाजारपेठ संशोधन

C. विक्री विश्लेषण

D. यापैकी काहीही नाही

6 **Sales force method of sales forecasting is also called as------**

A. opinion method
B. Users expeUsers expectations
C. The grass root approach
D. None of these

विक्री अंदाजवर्तवण्याच्या विक्री बल पद्धतीला -------असेही म्हणता

A. मत पद्धत

B. वापरकर्त्यांच्या अपेक्षकर्त्यांच्या अपेक्षा

C.तळागाळातील मूळ दृष्टिकोन

D.यापैकी काहीही नाही

7 **------- helps in estimating potential demand for new produc**

A. Sales resea Sales research
B. Advertising research
C. Media research
D. Product research.

) नवीन उत्पादनाच्या संभाव्य मागणीचा अंदाज घेण्यास----------

A. विक्री संशोधन वेक्री संशोधन

B. जाहिरात संशोधन

C. मीडिया संशोधन

D..उत्पादन संशोधन.

8 **India rural markets are ------ in nature.**

A. Homogene Heterogeneous
B. Heterogeneous
C. Concentrated
D. Reachable

भारतीय ग्रामीण बाजारपेठा निसर्गात ------ आहेत.

A. समान

B. विषमज्नेश विषमज्नेश

C. केंद्रित

D. पोहोचण्याजोगे

9 **Indian rural consumer is very price--------**

A. Conscious Conscious
B. Sensitive
C. Indifferent
D. None of these

) **भारतीय ग्रामीण ग्राहकाची किंमत खूप---------- आहे.**

A. जाणीवपूर्वक जाणीवपूर्वक

B. संवेदनशील

C. उदासीन

D. यापैकी काहीही नाही

10 **Time factor in research means------**

A. Time requiquired to conduct research
B. Money available to conduct research

C. Delay in conducting researchreport

D. Research expentidure,

संशोधनातील टाइम फॅक्टर म्हणजे------

A. संशोधन करण्यासाठी ण्यासाठी लागणारा वेळ

B. संशोधन करण्यासाठी उपलब्ध पैसा

C. संशोधन अहवाल येण्यास विलंब

D. संशोधन करण्यासाठी येणारा खर्च

11 **Indian rural markets are developing because------**

A. Governme None of these.

B. Sensitive

C. Indifferent

D. None of these.

भारतीय ग्रामीण बाजारपेठा ---------- मुळे विकसित होत आहेत.

A. सरकारचा पाठिंबा

D.संवेदनशील हो काहीही नाही.

C. उदासीन

D यापैकी काहीही नाही.

12 **PRA stands for-----**

A. Project rur cipatory rural appraisal

B. Participant rural appraisal

C. Participatory rural appraisal

D. Participatory rural account

) पी आर ए म्हणजे -----

A. प्रकल्प ग्रामीण मूल्य ग्रामीण मूल्यांकन

B. सहभाग ग्रामीण मूल्यांकन

C. सहभागी ग्रामीण मूल्यांकन

D. सहभागी ग्रामीण खाते

13 **Internet, library are examples of**

A. Primary so Secondary source
B. Secondary source
C. Secondary data
D. Primary data.

) इंटरनेट, ग्रंथालय ही ----------चे उदाहरणे आहेत.

A. प्राथमिक स्रोत दुय्यम स्रोत

B. दुय्यम स्रोत

C. दुय्यम डेटा

D.प्राथमिक आकडेवारी.

14 **Global marketing research is conducted to identify foreign m**

A. Consumer All of above.
B. Industrial goods
C. B2B marketing
D. All of above.

परदेशी बाजारपेठेच्या संधी ओळखण्यासाठी ग्लोबल मार्केटिंग -------

A. ग्राहकोपयोगी वस्तू

B. औद्योगिक वस्तू .वरील सर्व.

C. B2B मार्केटिंग

D..वरील सर्व.

15 **The Emic school of thought believes that --------**

A. Each coun)untry is unique in culture
B. Each country is unique politically
C. Each country is universal in attitude
D. Each country is different in culture.

एमिक स्कूलचा विचारांच्या असा विश्वास आहे की --------

A. प्रत्येक देश संस्स्कृतीत एकमेवाद्वितीय आहे

B. प्रत्येक देश राजकीयदृष्ट्या एकमेवाद्वितीय आहे

C. प्रत्येक देश दृष्टिकोनात वैश्विक आहे

प्रत्येक देश संस्कृतीत वेगळा आहे

16 **The rural lifestyle is changing in recent years because of-------**

A. Rise of inc Rise of income
B. decreased literacy rete
C. unaffected of media and television
D. Non-Government support.

अलीकडच्या काही वर्षांत ग्रामीण जीवनशैली ----------मुळे बदलत

A. उत्पन्नात वाढ त्पन्नात वाढ

B. कमी झालेली साक्षरता

C. प्रसारमाध्यमे आणि टेलिव्हिजनवर प्रभाव नसलेले सी.

D. अशासकीय पाठिंबा.

17 **Rural market can be segmented on the basis of--------**

A. consumers Demography
B. Demography
C. Production
D. Location

ग्रामीण बाजारपेठेचे विभाजन ----------नुसार-करता येते.

A. ग्राहक

C.लोकसंख्या .लोकसंख्या

C. उत्पादन

D. स्थान

18 **Indian Village meals are very popular means of marketing in**

A. Rural Gobal
B. Urban
C. National
D. Global

भारतीय ग्रामीण भोजन हे ------- क्षेत्रात मार्केटिंगचे अतिशय लोर्का

A. ग्रामीण

B. शहरी . जागतिक

C. राष्टीय

D. जागतिक

19 ----- **Relation is a comprehensive term and includes publicity**.

A. Wholesale Public
B. Retailers
C. Public
D. Government.

------ संबंध ही एक व्यापक संज्ञा आहे आणि त्यात प्रसिद्धीचा ही

A. घाऊक विक्रेते सार्वजनिक

B. किरकोळ विक्रेते

C. सार्वजनिक

D. सरकार.

20 ------**is not paid form of mass communication.**

A. Publicity Publicity
B. Advertising
C. T.V. advertising
D. Newspapers

------ मास कम्युनिकेशनचा हे बिना पैशाचे साधन आहे.

A. प्रसिद्धी ं. प्रसिद्धी

B. जाहिरात

C. टी.व्ही. जाहिरात

D. वर्तमानपत्रे

21 **1) The company has --------- over publicity of the message, time, frequency**

A. No control No control
B. Control
C. Fully control
D. Systematic control

कंपनीचे संदेश, वेळ, वारंवारता आणि प्रसार माध्यमाच्या प्रसिद्धीवर

A. नियंत्रण नाही नेयंत्रण नाही

B. नियंत्रण

C. पूर्णपणे नियंत्रण

D. पद्धतशीर नियंत्रण

22 **To encourage cashless payment mode in rural areas, The Nati**

A. SBI Credit Cards.
B. RuPay KisRuPay Kisan Cards
C. RBI Debit cards.
D. International Cards.

ग्रामीण भागात कॅशलेस पेमेंट पद्धतीला प्रोत्साहन देण्यासाठी राष्ट्री

A. एसबीआय क्रेडिट कार्ड .

B. रुपे किसान कार्ड े किसान कार्ड

C. आरबीआय डेबिट कार्ड.

D. इंटरनॅशनल कार्ड्स.

23 **Indian Rural markets are ------- over more 5 lakh villages.**

A. Scattered. Scattered.

B. Concentrated.

C. Diversified.

D. Sensitive

) **भारतीय ग्रामीण बाजारपेठा ५ लाखांहून अधिक गावांत ------- आ**

A. विखुरलेले. विखुरलेले.

B. एकाग्र.

C. वैविध्यपूर्ण.

D. संवेदनशील

24 **Score card id used in research to------**

A. Keep recorep record of progress

B. Provide feedback

C. Keep the research on paper

D. Keep the planning and forecasting.

संशोधनात वापरले जाणारे स्कोअर कार्ड ओळखपत्र------

A. प्रगतीची नोंद ठेवतातोची नोंद ठेवतात

B. अभिप्राय प्रदान करतात

C. संशोधन नोंदी कागदावर ठेवतात

D. नियोजन आणि अंदाज पाळतात.

२५) **आंतरराष्ट्रीय बाजारपेठेला--------- असेही म्हणतात**

25 **International market is dominated by----------**

A. MNC's MNC's

B. Domestic market
C. Government companies.
D. WTO companies.

आंतरराष्ट्रीय बाजारपेठेला--------- असेही म्हणतात

A. एम.एन.सी

B. देशांतर्गत बाजारपे एम.एन.सी

C. सरकारी कंपन्या.

D. डब्ल्यू टी ओ कंपन्या.

26 **……tries to find out the possible causes related to sales**

a. Sales reseaSales research
b. Product research
c. Advertising research
d. Price research

विक्री घसरणीशी संबंधित संभाव्य कारणे शोधण्याचा प्रयत्न -----

(अ) विक्री संविक्री संशोधन

(ब) उत्पादन संशोधन

(क) जाहिरात संशोधन

(ड) किंमत संशोधन

Sr. No	**Rewrite the following statements with appropriate options given below:**	**rrect Answer**
1	_____agencies are useful to collect data on vital or specialised research work a. Advertising Agency b. Outside Research Agencies c. Inside Agency d. Sales Department	side R Agencies
2	Marketing Research activities of small company are carried by their ow a. Purchase b. Sales c. Production d. Finance	b. Sales

3	____ is most important factor that affect on Marketing Research activities. a.Respondents b. Budget c.Type of Business d.Market Environment	b. Budget
4	------ is the major lacuna of in-house Marketing research activities. a.Professional Approach b. Management Support c.Work culture d. Induction Training	ssional Approach
5	……. Ensures, protection of respondents' privacy during research process.	a. Professio nal Ethics

	a. Professional Ethics b. Technology c. Money d.Time	
6	_____is a traditional method of organizing marketing research activities. a. a. Separate MR Dept. b. MR as a part of Sales Dept. c.MR through Professional Agency d.MIS	by Sales Dept.
7	Indian rural markets are _____ in nature a. Homogeneous b. Heterogeneous c. Concentrated d. Developed	eterogeneous

8	In Professional Marketing Research Agencies____ is responsible for data collection a. Research Director b. Fieldwork Director c. Financial Director d. Client Officer	Field Director
9	In house agency research a a. Continous b. Occasionaly c. widely d. Raerly	Occasionaly
10	_____interference in the functioning of in house research department is a big problem. a. Govt. b. Rival Companies c. Customers d.Management	Management

11	_____ having business on large scale prefers to have their own in house marketing research department. Small Companies b. Big Companies c. Medium Companies d. Govt. Companies	um Companies
12	Effective use of own staff is the major benefit of _____research Agency . a. Advertising b. Out side c. Non of the above d. In house Research Agency	l. In house
13	_____ are being critisized for the mis-use of the findings of the research a. Out side Research agencies b. In housr agencies c. Advertising Agencies d.Sales staff	utside Agency
14	_____ is the major feature of Professional Research Agencies. a. Trained & Experience Staff b. Foreign staff c. Huge Staff	Trained Staff

	d. Young Staff	
15	To ensure objectivity in research it is better to take services of ____ a. Separate MR Department b. Sales Department c. Professional MR Agencies d. MIS	c. Professional MR Agencies
16	Professional Standards ensures _____ in the activities of Research agencies. a. honesty b. Transparancy c. Economy d. Punctuality	Transparancy

17	Marketing and Research Group (MARG) Provides specialized services in _____ a. Media Research b. Producction Research c. Consumer Research d.Motivation Research	Iedia Research
18	_____ works as data bank for the Govt. of India a. RBI b. NIC c. CBI d.SEBI	b. NIC
19	Conducts national surveys to supply data for formulation of economic policies a. IMRB	

	b. ORG c. NIELSON d. NCAER	d. NCEAR
20	_____publishes Urban and Rural Market Index. a. MARG b. MRSI c. Hindustan Thompson As d.SEBI	c. HTA
21	Operation Research Group (ORG) is considered as leaders in_____ survey. a. Store Audit b. Advertising Audit c. Sevices Audit d.Retail Audit	Retail Audit
22	_____ was established by Vikram Sarabhai. a. IMRB b. ORG c. Nielson d. NCEAR	b. ORG

23	____ facilitates to study age, gender, income wise distribution of the respondents. a. Economics b. Geography c. Demography d. Civics	Demography
24	Commodity market research is concern to ---------- research. a. Financial b. Advertising c. Transportation d. Production	. Financial
25	_____ facilitates to study International competition scenario. a. Export Research b. International Market Research c. Import Research d. Domestic Market Research	b International Market Research

Sample Questions

SEMESTER VI – Marketing Research

Module – IV

Sr. No	**Rewrite the following statements with appropriate options given below:**	**rrect Answer**
1	_____संस्था महत्वाची किंवा वैशिष्ट्यपूर्ण संशोधन माहिती गोळा करण्यासाठी उपयुक्त आहेत. a. जाहिरात संस्था b. अंतर्गत संशोधन विभाग c. बाह्य व्यावसायिक संशोधन संस्था d. सामाजिक माध्यमे	बाह्य संस्था
पणन संशोधन कार्ये त्यांच्या स्वताच्या ____ विभागा द्वारे पार पडली जातात		
	a. खरेदी b. विक्री c.उत्पादन d. वित्तीय	विक्री
3	व्यवसाय अंतर्गत विपणन संशोधन कार्यावर_____ या घटकाचा मुख्य परिणाम होतो.	

	a.प्रतिसाददाते b. अंदाजपत्रक c. व्यवसायाचा प्रकार d. बाजारपेठ पर्यावरण	अंदाजपत्रक
4	व्यवसाय अंतर्गत विपणन संशोधन कार्यात ---------- चा अभाव दिसून येतो. a.व्यावसायिकता दृष्टीकोन b. व्यवस्थापनाचे पाठबळ c.कार्य संस्कृती d.आरंभिक प्रशिक्षण	ाव. दृष्टीकोन
5	१. संशोधनात ---------- चे पालन; म्हणजेच प्रतिसाद दात्यांच्या खाजगी हक्कांच्या संरक्षणाची हमी a. व्यावसायिक नितीमत्ता b. तंत्रज्ञान c. पैसा d. वेळ	ाव. नितीमत्ता
6	---------- हि विपणन संशोधन कार्यांची पारंपारिक पद्धत आहे. a. स्वतंत्र संशोधन विभाग b. विक्री विभागाद्वारे संशोधन c. व्यावसायिक संस्थांद्वारे संशोधन d.एमआयएस	विक्री विभाग
7	भारतीय ग्रामीण बाजारपेठा _____ स्वरूपाच्या आहेत a.एकजिनसी b. बहुजिनसी c. एकाग्र d.विकसीत	बहुजिनसी
8	व्यावसायिक विपणन संशोधन संस्थांच्या बाबतीत, माहिती संकलनाची जबाबदारी_____ ची . a. संशोधन संचालक b. क्षेत्रीयकार्य संचालक c. वितीय संचालक	क्षेत्रीयकार्य

	d. पक्षकार अधिकारी	
9	अंतर्गत संशोधन संस्था विपणन a.सातत्यपूर्ण b. प्रासंगिक c. व्यापक d. क्वचीत	प्रासंगिक
10	अंतर्गत संशोधन विभागा च्या कार्यात ---------- च्या हस्तक्षेपाची मोठी समस्या असते a.सरकार b. प्रतिस्पर्धी कंपन्या c.ग्राहक d. व्यवस्थापन	व्यवस्थापन
11	___स्वत:चा अंतर्गत विपणन संशोधन विभाग असणे पसंत करतात a.छोट्या कंपन्या b. मोठ्या कंपन्या c. मध्यम कंपन्या d.सरकारी कंपन्या	ध्यम कंपन्या
12	स्वताच्या कर्मचा-यांचा प्रभावी वापर हा___संशोधन संस्थांचा मुख्य लाभ होतो a. बाह्य b. जाहिरात c. अंतर्गत d. या पैकी एकही नाही	बाह्य संस्था
13	_____ वर माहितीचा गैरवापर करत असल्याची टीका केली जाते. a. बाह्य संशोधन संस्था b. अंतर्गत संशोधन संस्था c. जाहिरात संस्था d. विक्री कर्मचारी	बाह्य संस्था
14	_____ हे व्यावसायिक संशोध a. प्रशिक्षित व अनुभवी कर्मचारी b. विदेशी कर्मचारी c. व्यापक कर्मचारी संख्या d.तरुण कर्मचारी	शिक्षित कर्मचारी
15	संशोधन उद्देश पुर्तीसाठी ------- -- ची मदत घेणे उचित ठरते a. विक्री विभाग b. व्यावसायिक संशोधन संस्था c.स्वतंत्र विपणन विभाग d. एमआयएस	सायिक विपणन
16	व्यावसायिकता मानक (Standar a. भ्रष्टाचार b. पारदर्शकता c. स्वातंत्र्य	पारदर्शकता

	d. गोंधळ	
17	विपणन आणि संशोधन समूह (I a. माध्यमे संशोधन b. विक्री संशोधन c. कमाल नफा d. उत्पादन संशोधन	ध्यमे संशोधन
18	_____ शासना करीता, माहित a. RBI b. MIDC c. CBI d. NIC	NIC
19	आर्थिक धोरणांची आखणी करण्यासाठी माहिती पुरविण्याच्या हेतूने;____ द्वारे राष्टीय सर्वे a. IMRB b. ORG c. NIELSON d. NCAER	NCAER
20	_____ ग्रामीण आणि शहरी नि a. MARG b. MRSI c. Hindustan Thompson Associates d.SEBI	HTA
21	ऑपरेशन रिसर्च ग्रुप (ओआरजी) ---------- सर्वेक्षणात अग्रगण्य म्हणून मानला जातो a.स्टोअर ऑडीट b. जाहिरात ऑडीट c. सेवा ऑडीट d. किरकोळ व्यापार ऑडीट	रकोळ व्यापार
22	____ची स्थापना विक्रम साराभाई यांनी केली होती. a. IMRB b. ORG c. Nielson d. NCEAR	ORG
23	_____ अंतर्गत प्रतिसाद दात्यांचे वय, लिंग, उत्पन्न निहाय वितरण अभ्यासण्यास मदत होते. a. अर्थशास्त्र b. भूगोल c.लोकसंख्याशास्त्र d. नागरीकशास्त्र	कसंख्याशास्त्र

24	१. प्राथमिकवस्तु बाजार संशोधन चा संबंध -------- संशोधनाशी असतो a. वित्तीय b. जाहिरात c. वाहतूक d. उत्पादन संशोधन	वित्तीय
25	१. आंतरराष्ट्रीय स्पर्धेची स्थिती जाणून घेण्या करिता ---- ----- उपयुक्त ठरते. a. निर्यात संशोधन b. आयात संशोधन c. आंतरराष्ट्रीय बाजार संशोधन d. उत्पादन संशोधन	आंतरराष्ट्रीय

Sample Question Bank

M.COM SEM III Marketing Strategies and Practices

	Module I	
sr no	MCQ	Correct Answer
1	_____ refers to sub dividing a larger market into smaller sub markets.	
	a) Marketing strategy	
	b) Marketing plan	
	c) Market segmentation	

	d) Market Positioning	c. Market Segmentation
2	_____ marketing concept focusses on a long term relationship that benefits b	
	a. Societal	
	b. Relationship	
	c. Holistic	
	d. Selling	b. Relationship
3	In _____ marketing strategy, a company uses unconventional interactions to	
	a. Green	
	b. Viral	
	c. Guerilla	
	d. Holistic	c. Guerilla
4	An Analysis of _____ indicates Strengths and Weaknesses of firm.	
	a. External Environment	
	b. Internal Environment	
	c. Competitive Environment	
	d. Structural Environment	b. Internal Environment
5	The first step in strategic marketing planning is to define _____	
	a. Vision	
	b. Policy	
	c. Mission	
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6	Age and Gender are examples of _____ segmentation	
	a. Social	
	b. Behavioural	
	c. Demographic	
	d. Geographical	c. Demographic
7	_____ is act of creating and maintaining in the mind of target customers	
	a. Brand Loyalty	
	b. Brand equity	
	c. Brand Positioning	
	d. Brand awareness	c. Brand Positioning
	Module 2	
8	_____ is the statement that refers to values and philosophy of the company	
	a. Mission	
	b. Plan	
	c. Policy	
	d. Strategy	a. Mission
9	Tripple bottom line does not consists of _____	
	a. Profit	
	b. People	
	c. Planet	

	d. Policy	d. Policy
10	The concept of SBU was developed by _____ to manage its multi produc	
	a. General Electric company	
	b. Motorola	
	c. Ford	a. General Electric Company
	d. IBM	
11	the purpose of _____ strategy is to capture market share from existing v	
	a. Pricing	
	b. Offensive	
	c. Defensive	
	d. Position Defense	b. Offensive
12	A _____ can be idea, goods and services that can generate customer satisfact	
	a. Price	
	b. Place	
	c. Promtion	
	d. Product	d.Product
13	_____ is a written document that summarizes what marketer has learned about market place and hpw a firm plans to achieve marketing objectives	
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	b. Marketing programme	
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	b. Customer loyalty	
	c. CRM	
	d. Marketing Plan	c. CRM
15	_____ is the first step in Consumers buying behaviour	
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16	Attitudes and Motives for buying are _____ factors affecting consumers buyi	
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18	_____ positively influences customer loyalty towards product.	
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	b. Poor aftersale service	
	c. Defective packaging	
	d. Non resolving complaints	a. Rewards
	Module 4	
19	The main objective of _____ marketing is to promote betterment of socie	
	a. Hospitality	
	b, Experiantial	
	c. Social	
	d. Digital	c. Social
20	_____ marketing offers real life experience to customers by engaging them	
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	d. Digital	b. Experiential
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	a. B2B	
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	d. G2C	c. C2C
22	_____ is not a part of Internet marketing.	
	a. Telemarketing	
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23	_____ marketing refers to the marketing techniques to promote products	
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24	Marketing through networks such as Whatsapp, Twitter, Facebook is called as _____	
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	b. Social Media marketing	
	c. Niche Marketing	
	d. Database Marketing	b. Social Media Marketing
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M.COM SEM III Marketing
Strategies and Practices

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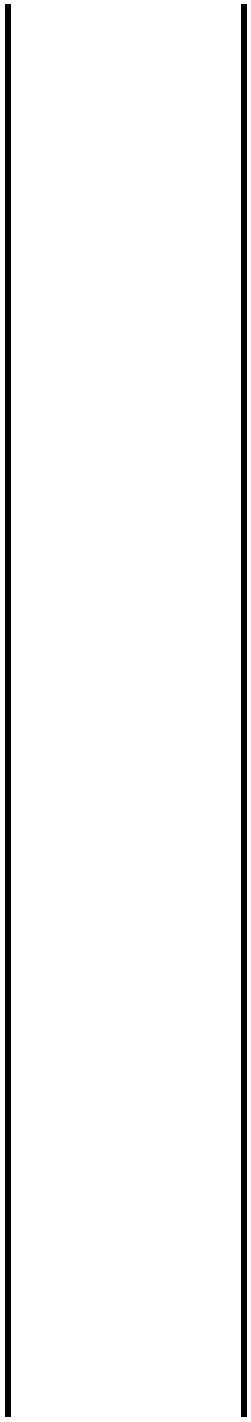
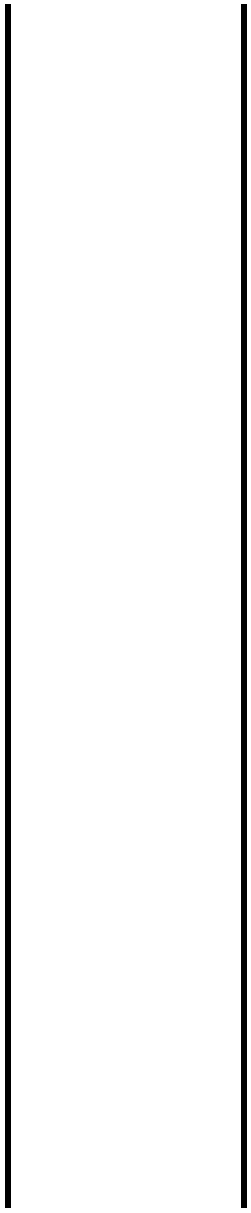
	b) social	
	c) Hospitality	
	d) Digital	a. Experiential

Correct Option





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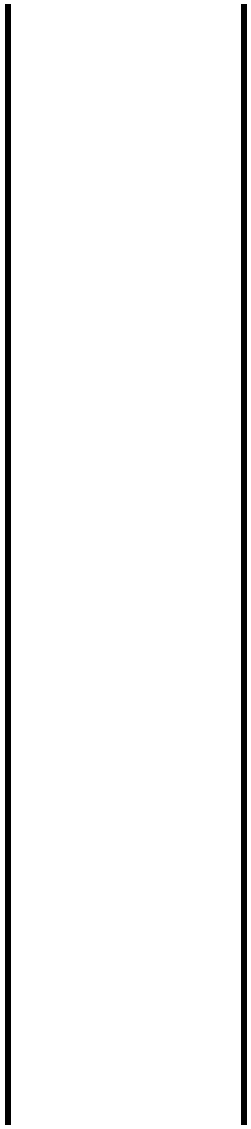

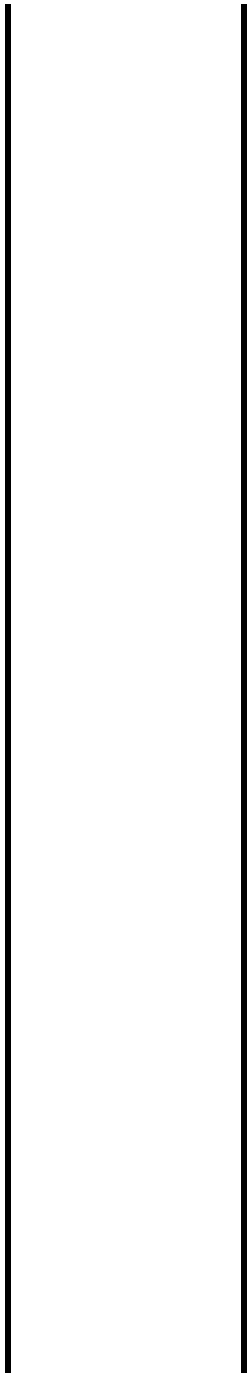

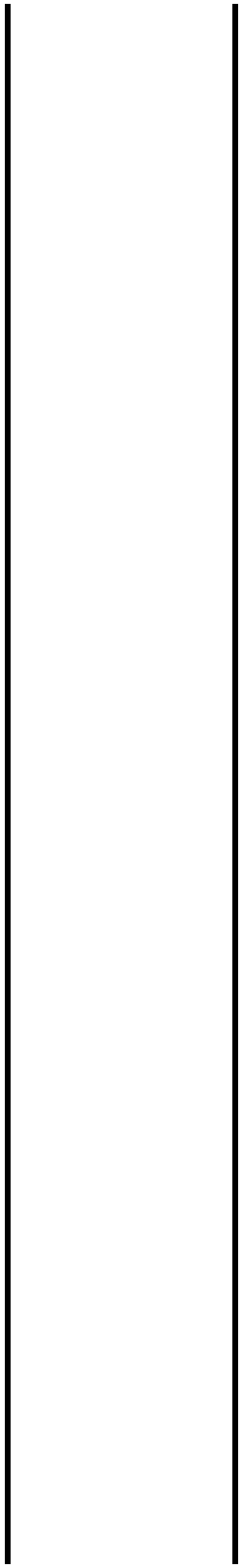

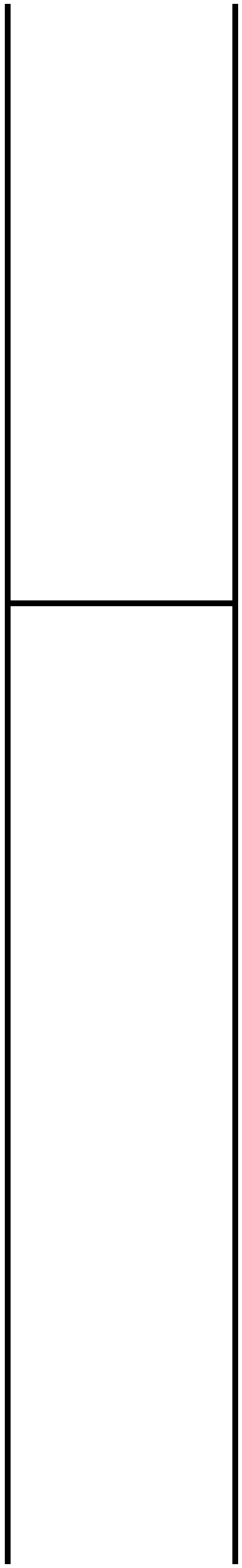

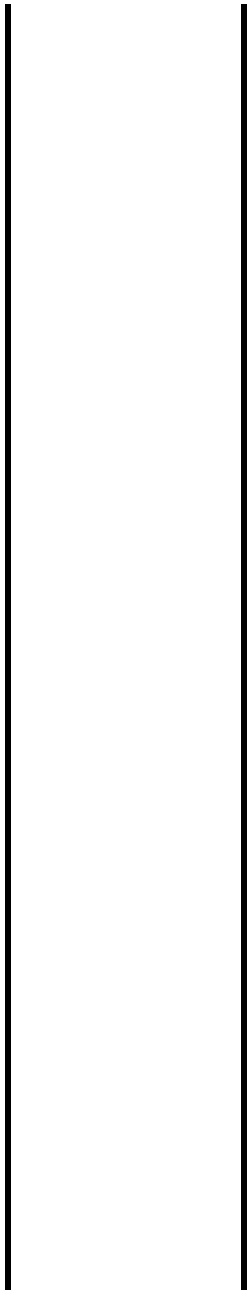

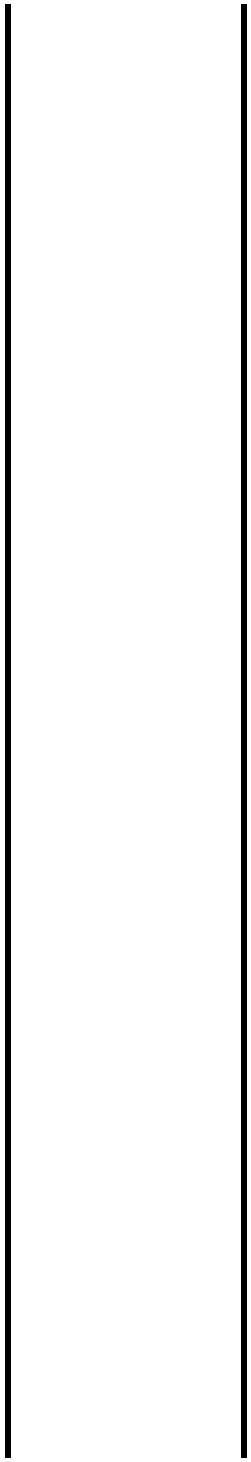

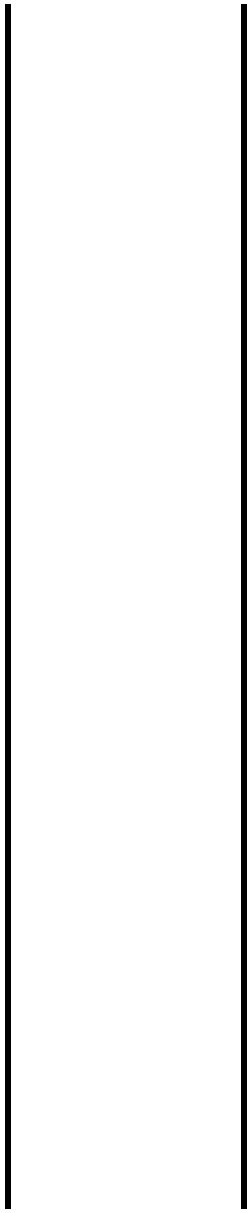

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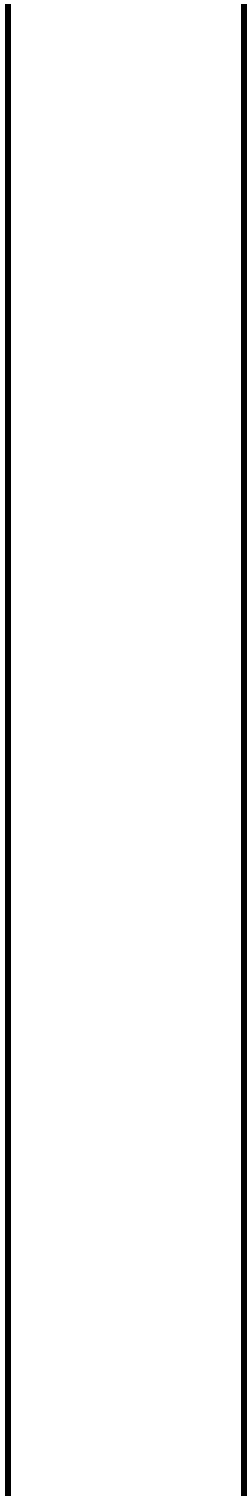

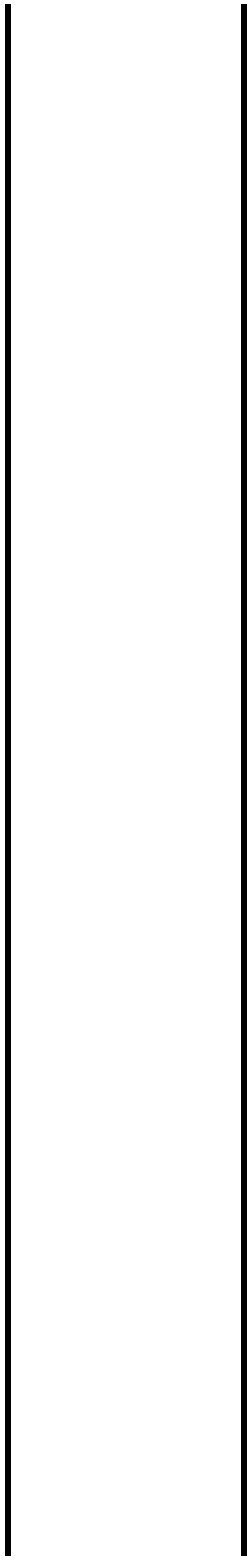

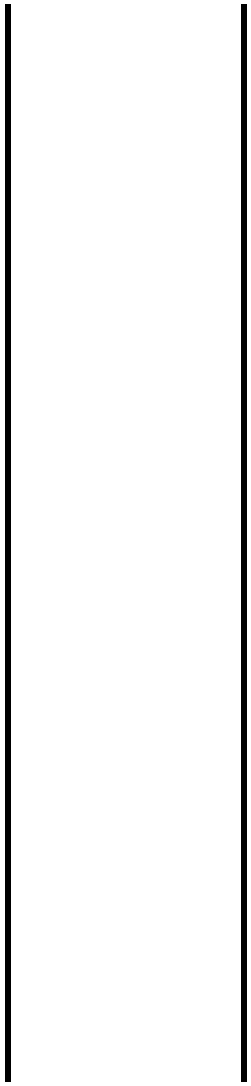

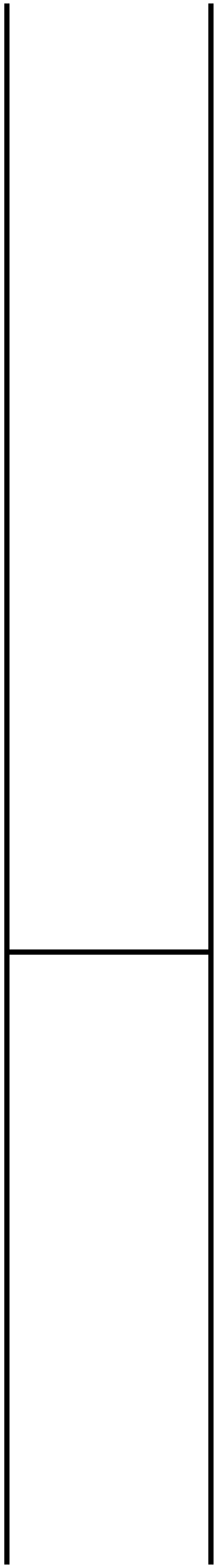

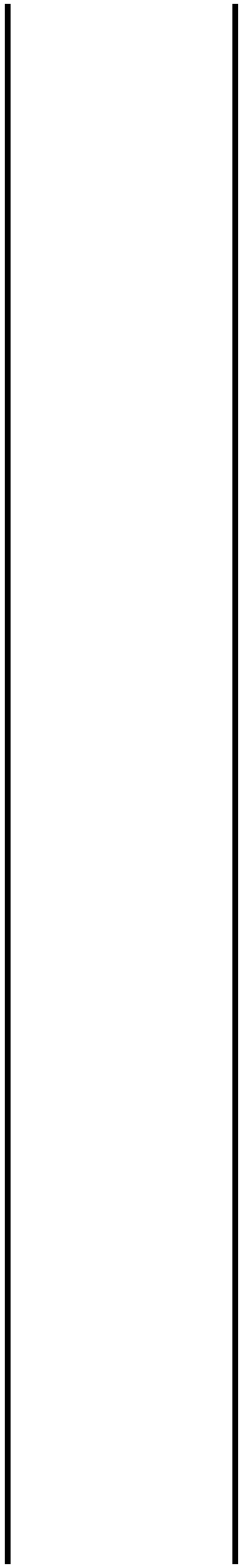

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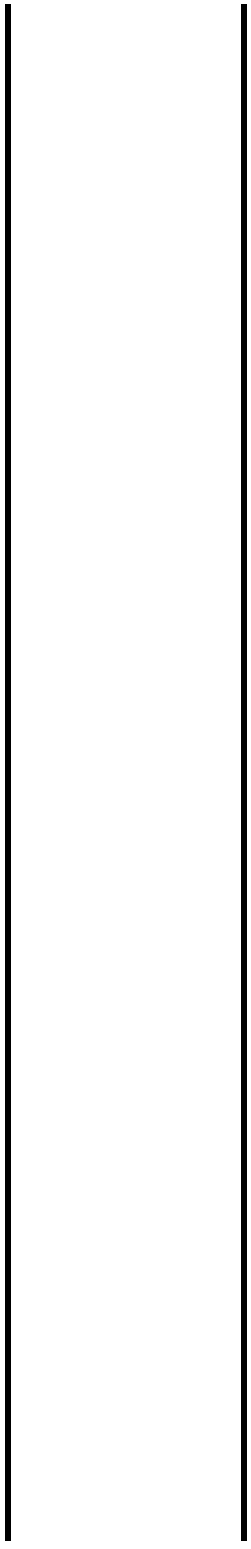

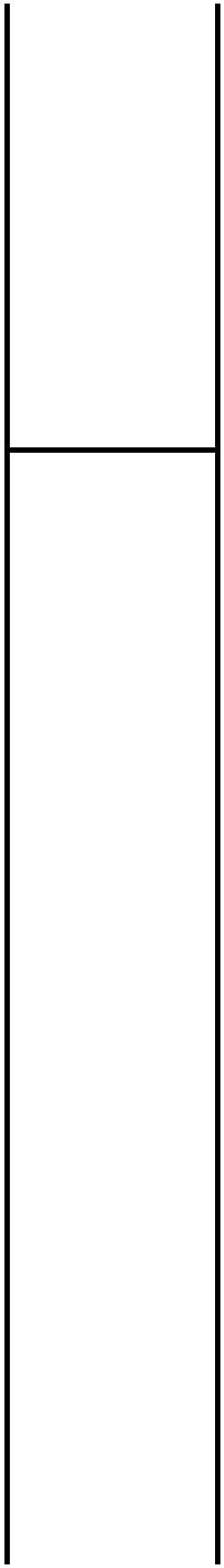

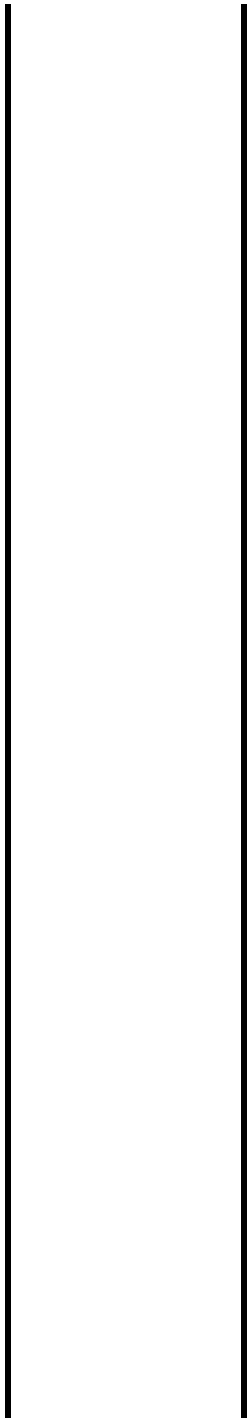

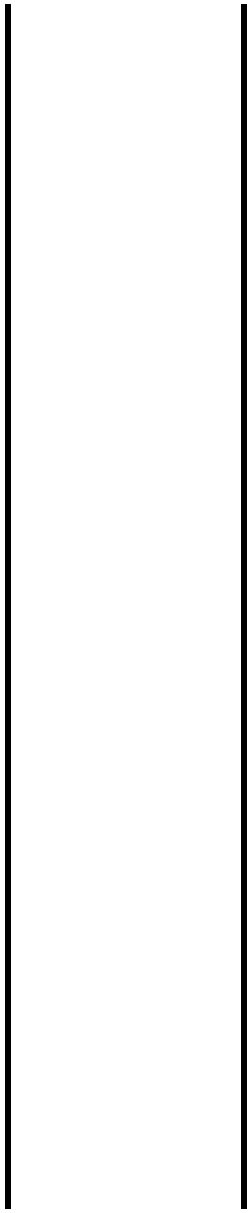

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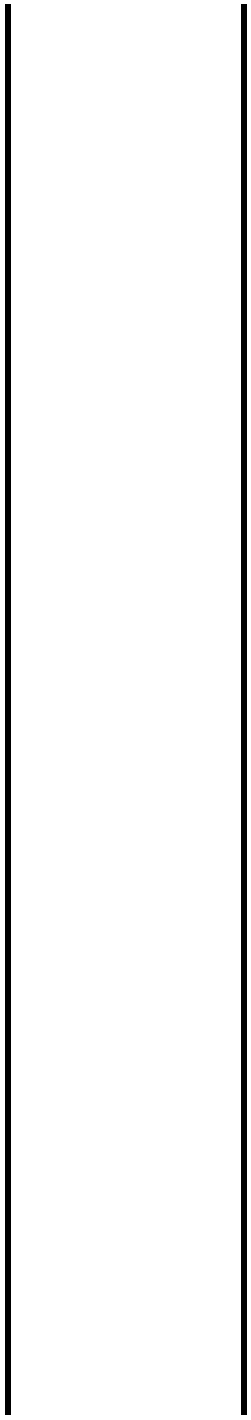

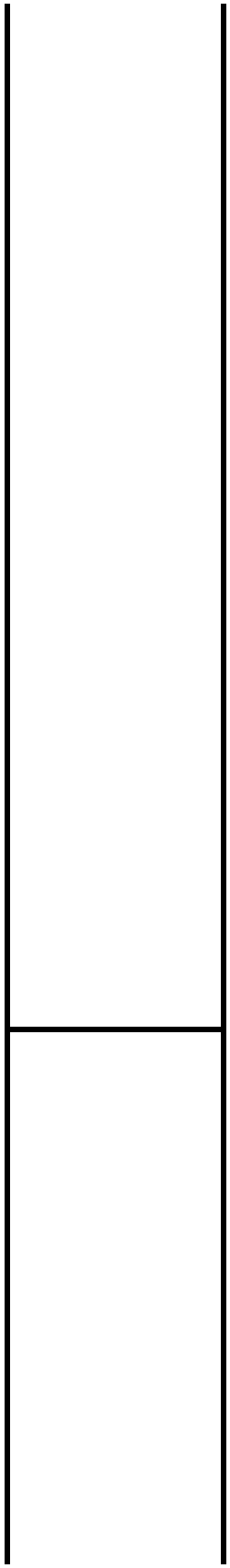

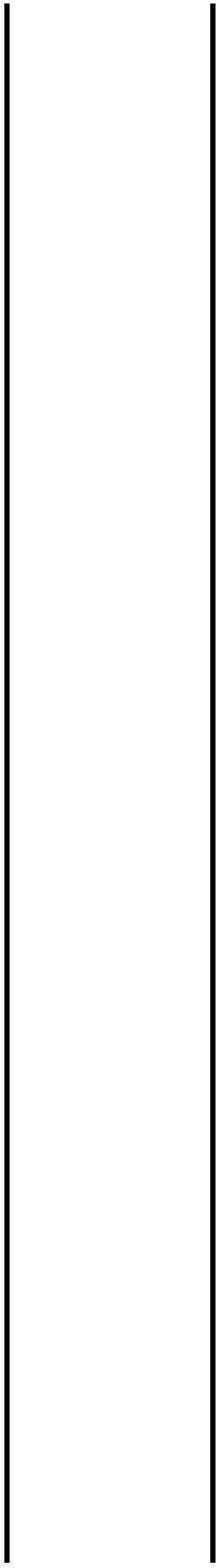

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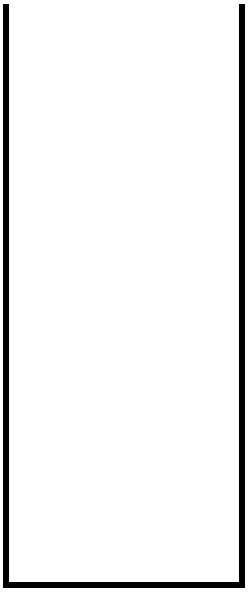

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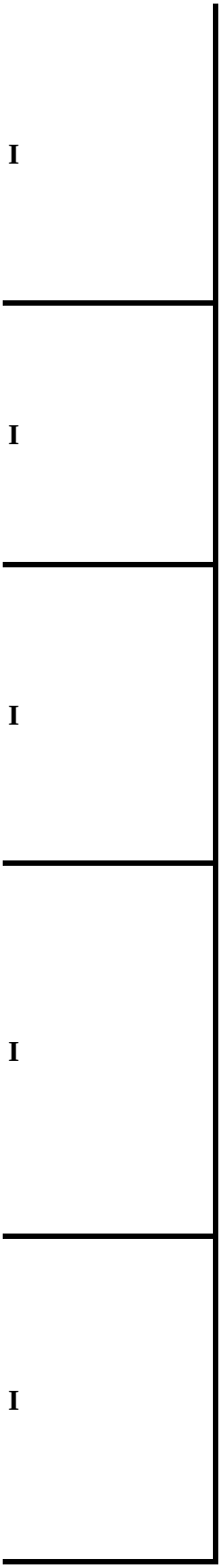
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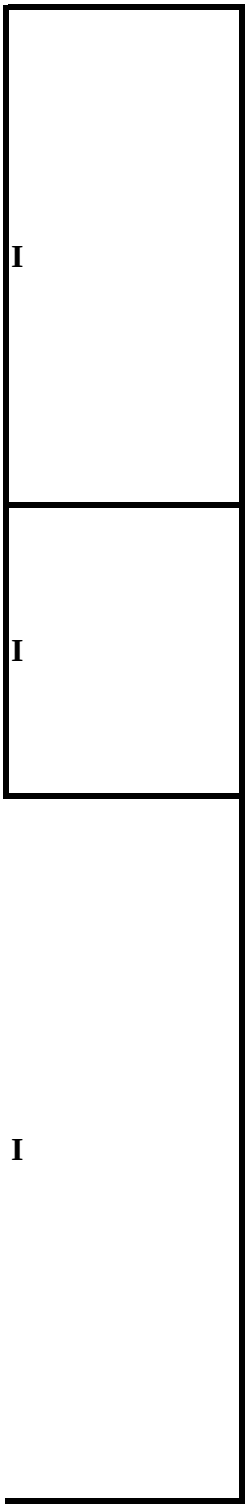
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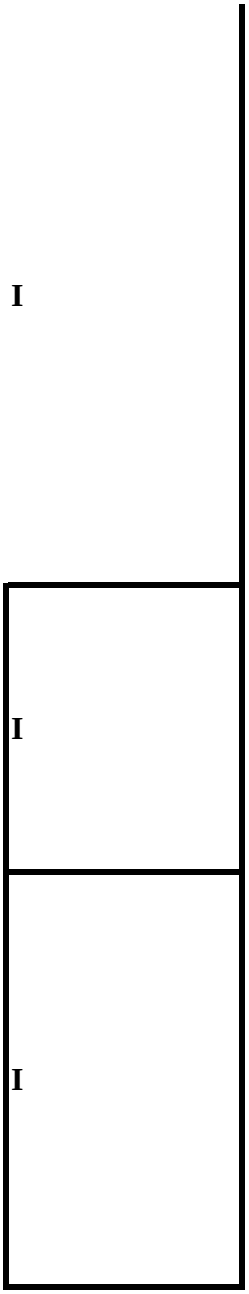
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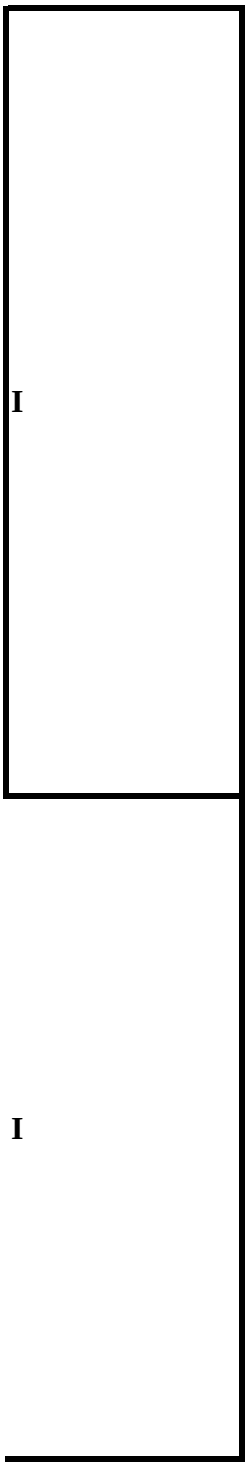
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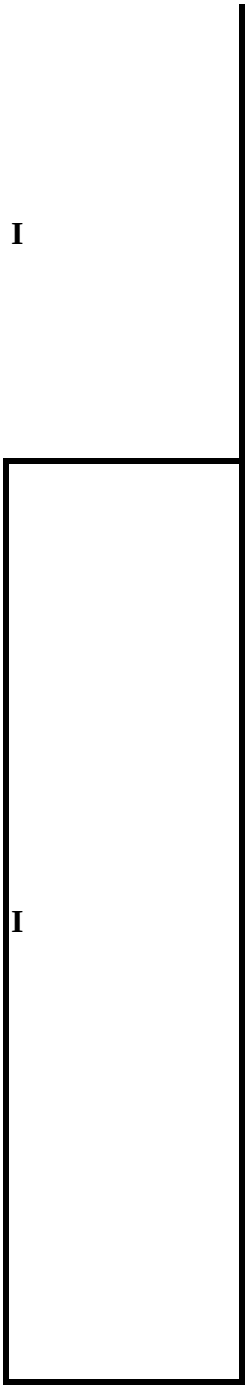
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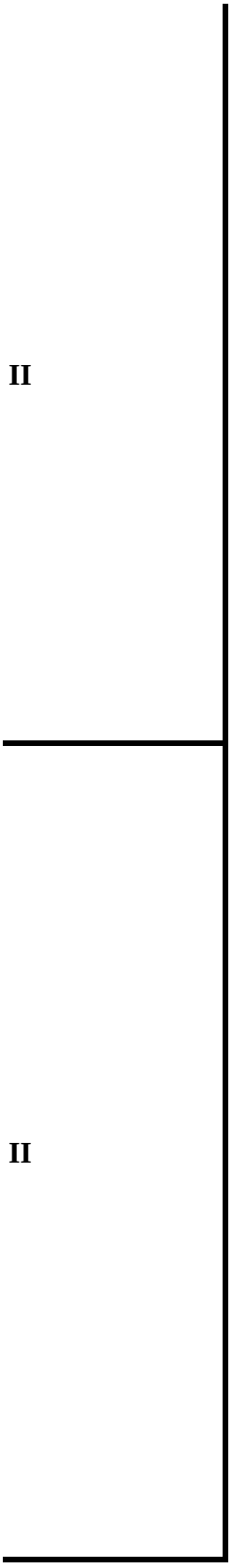
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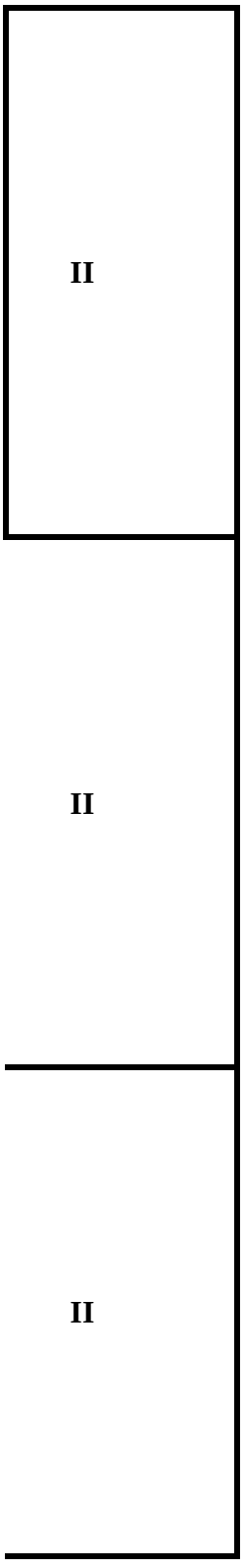
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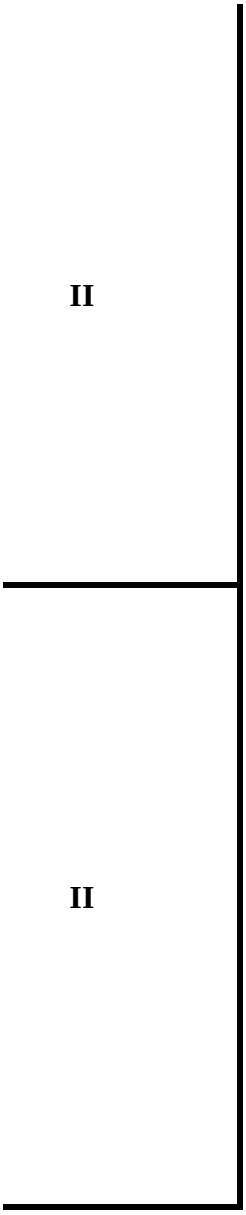
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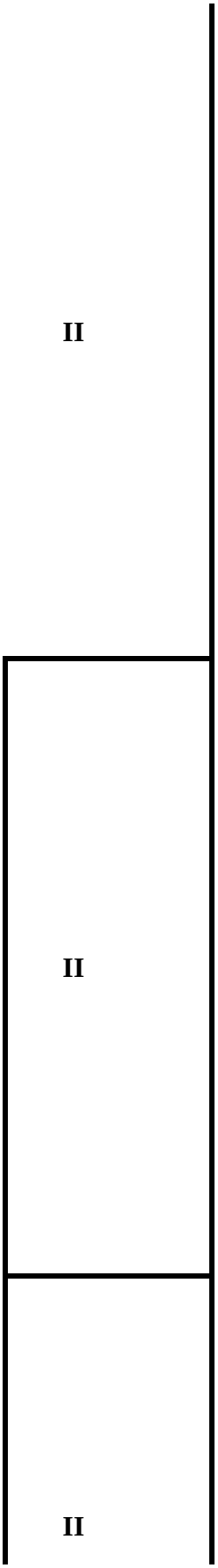
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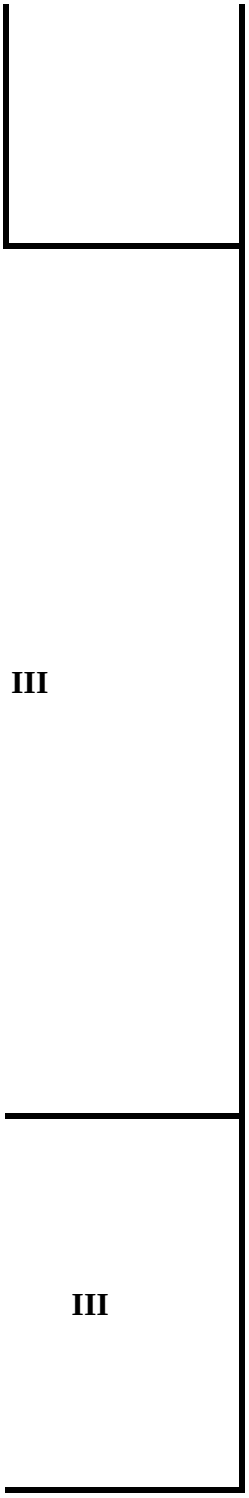
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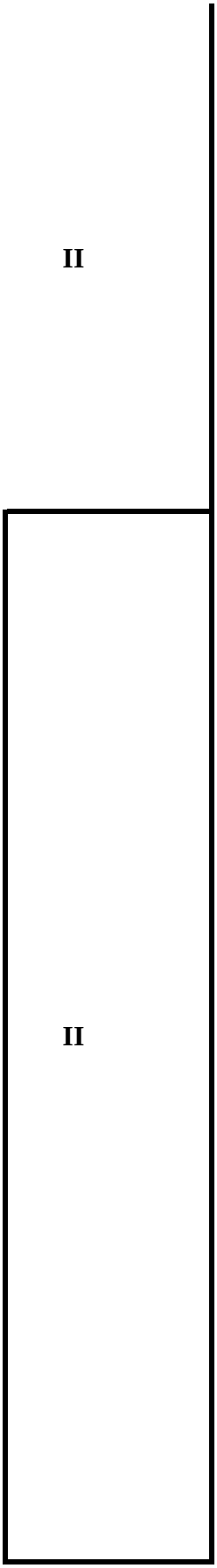
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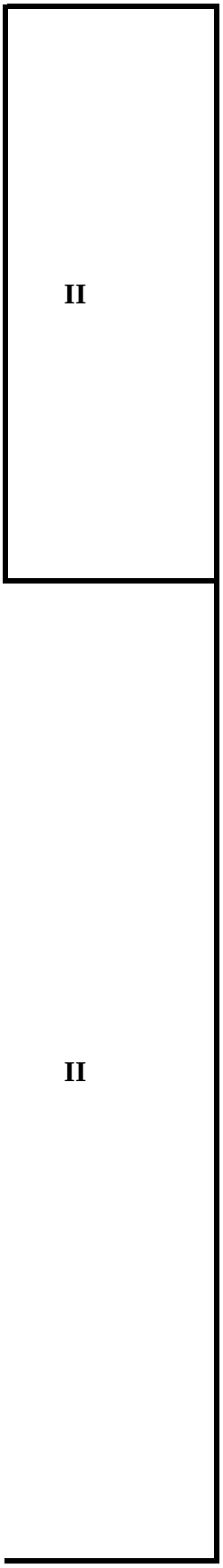
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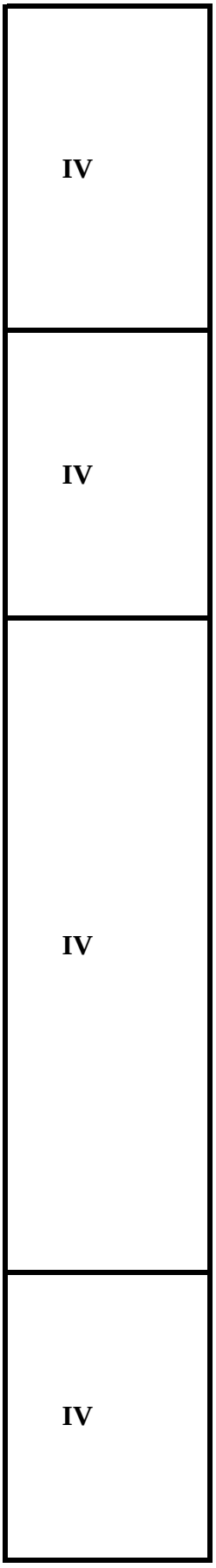
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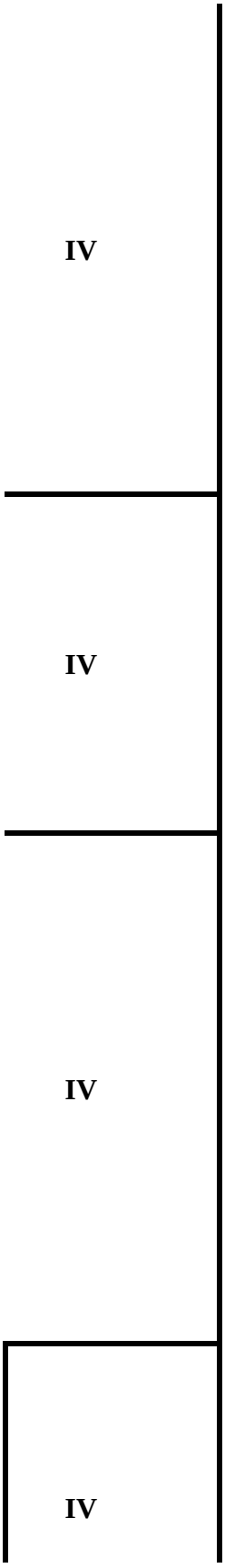
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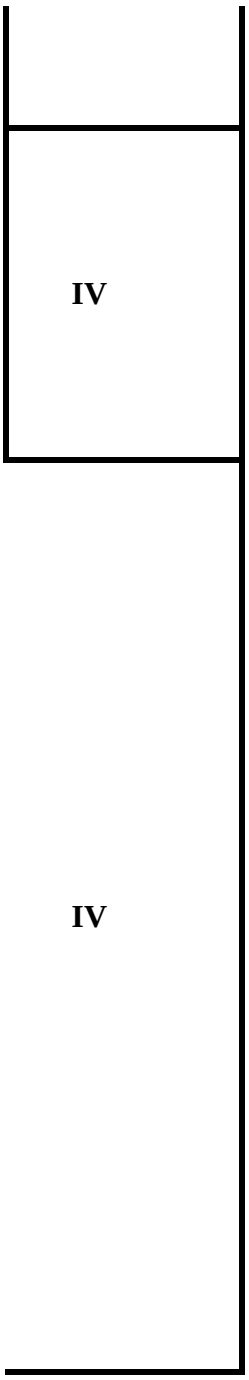
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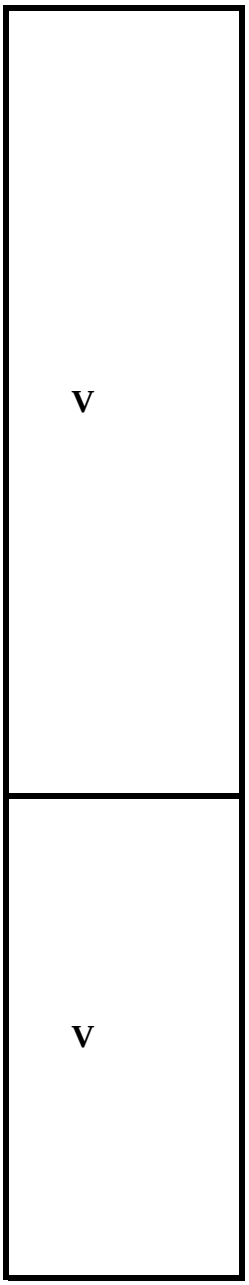
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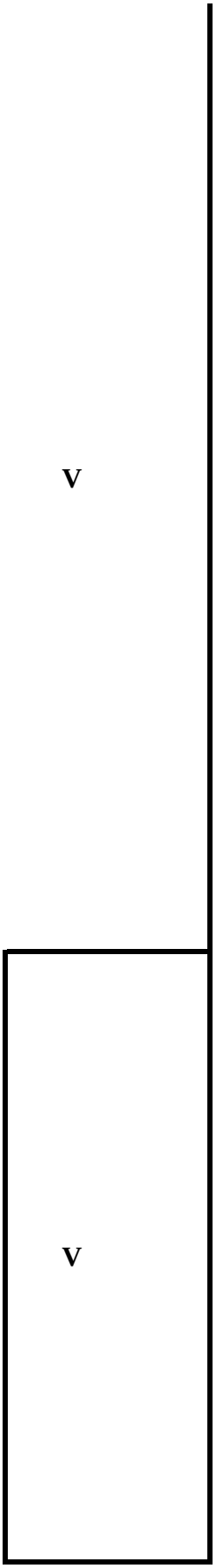
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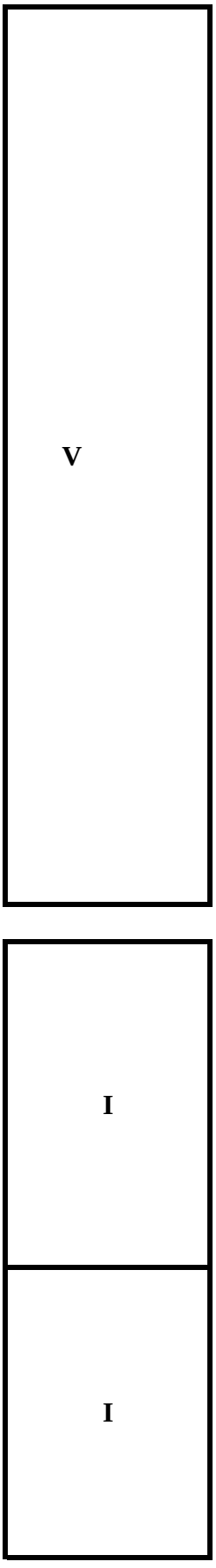
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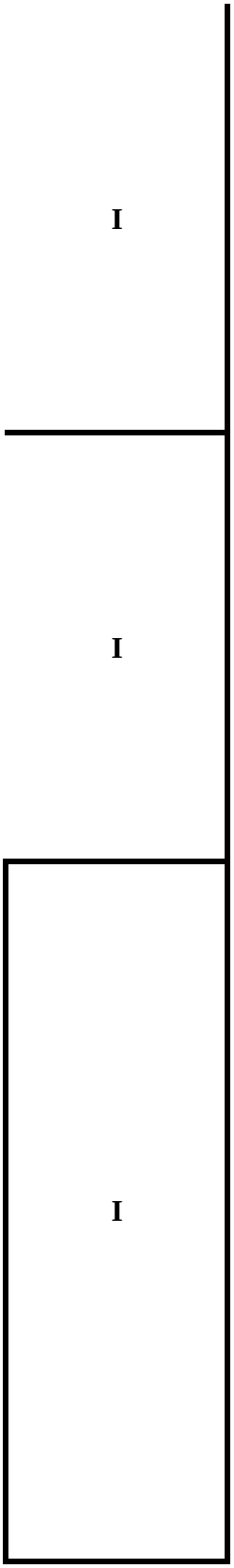
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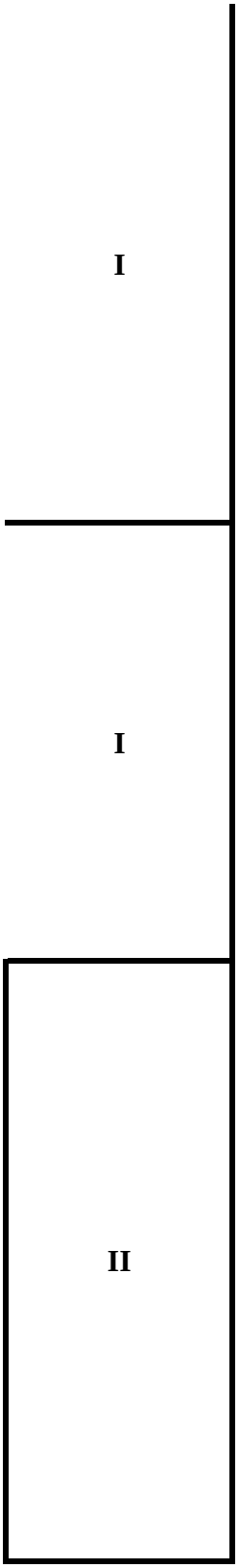
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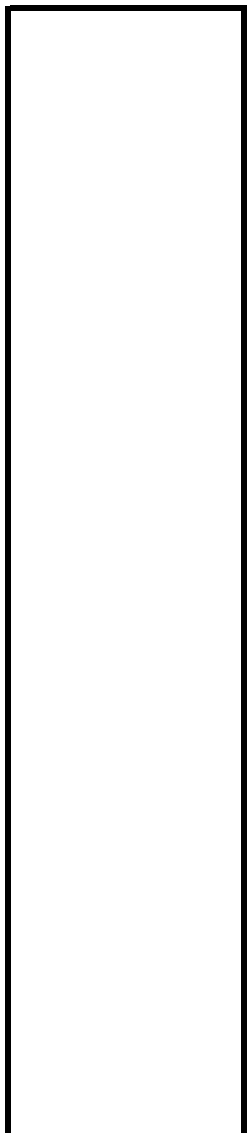

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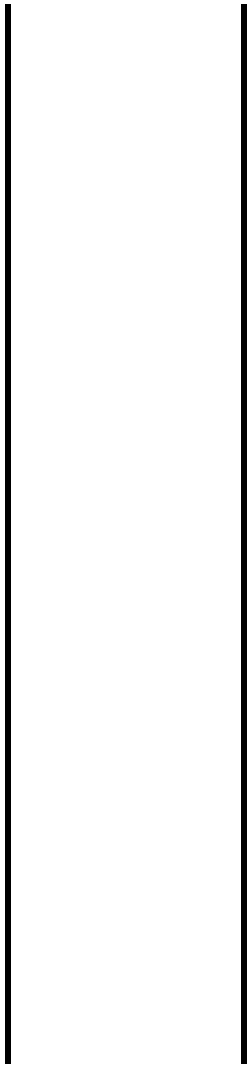

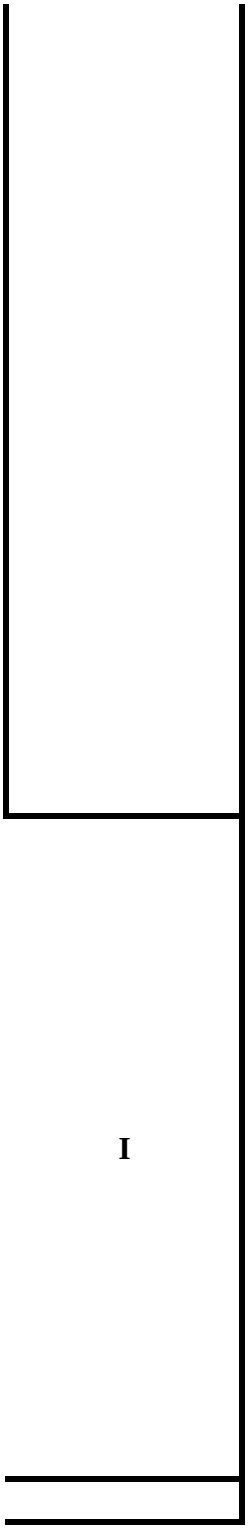
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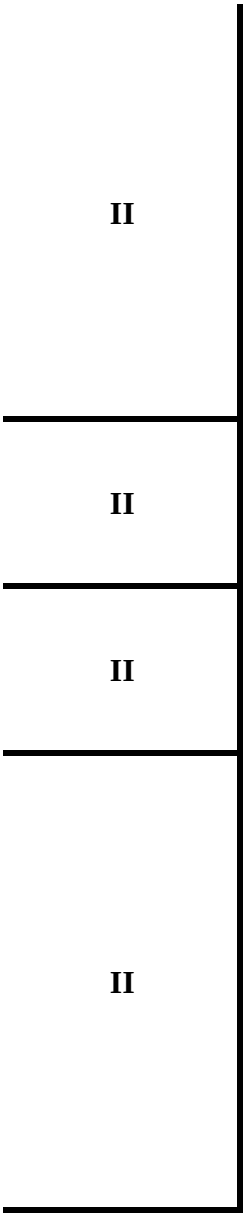
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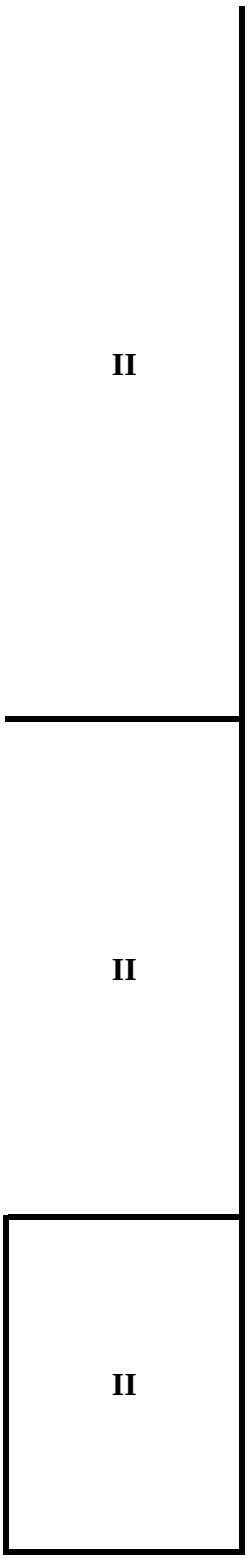
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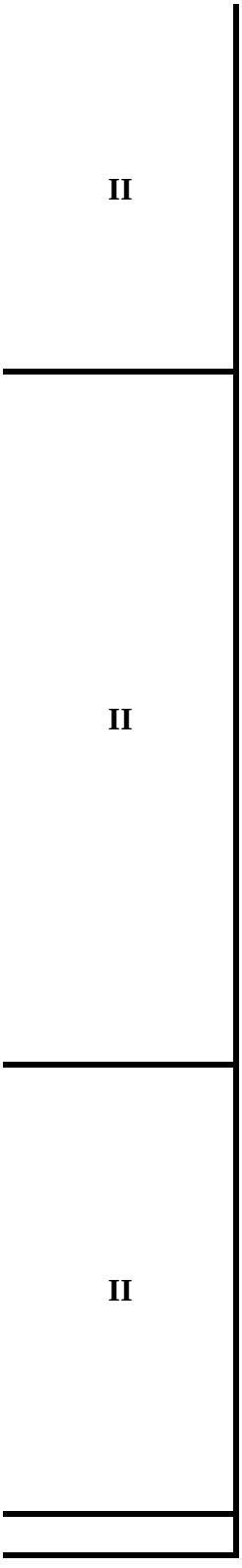
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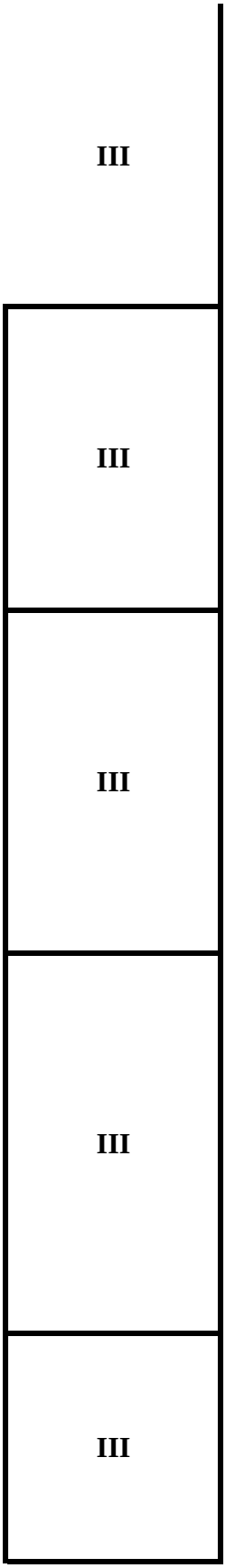
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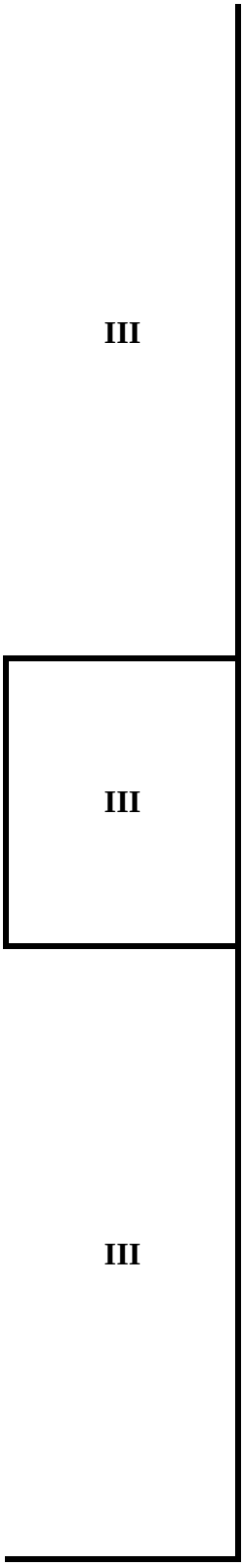
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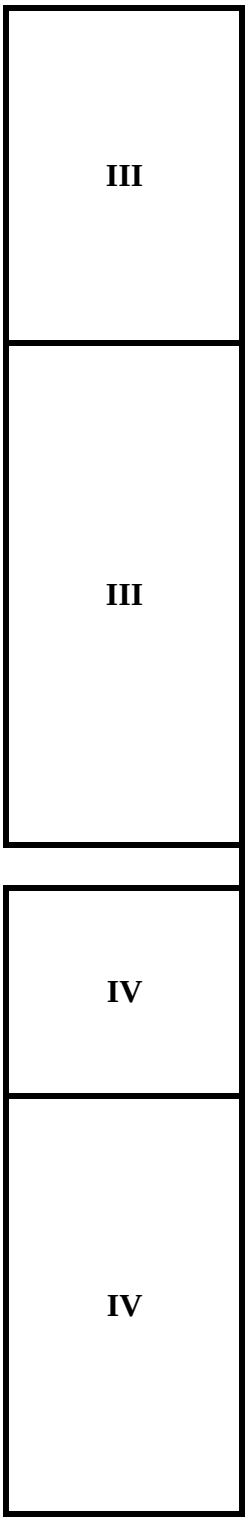
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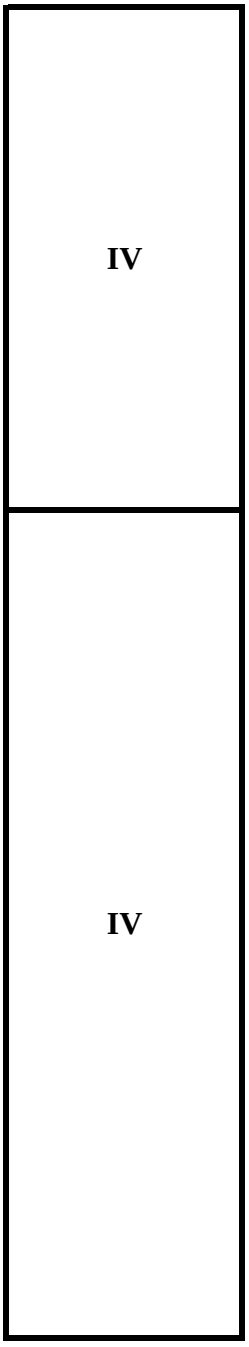
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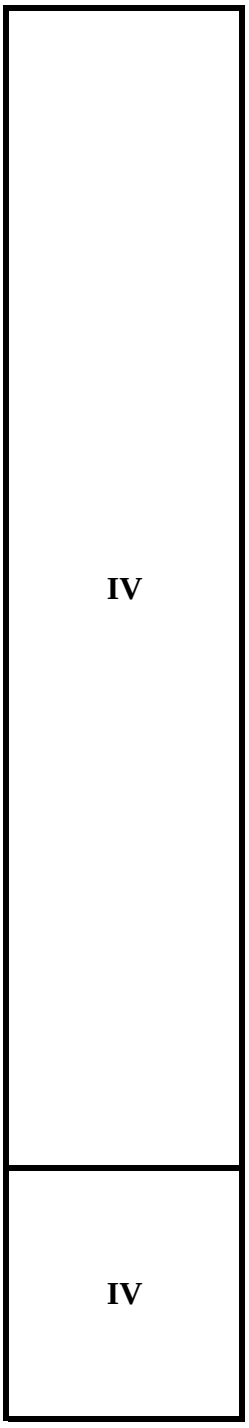
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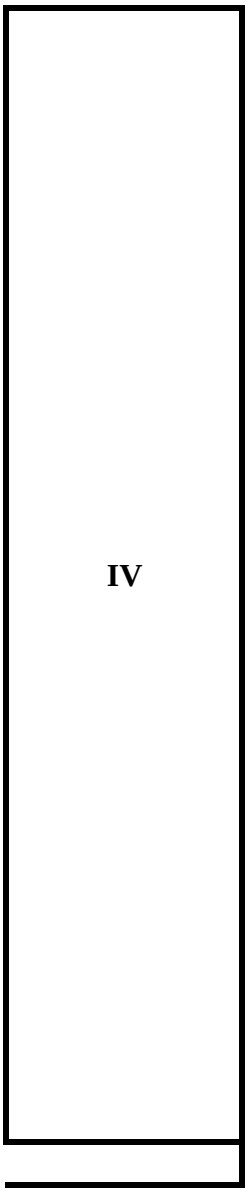
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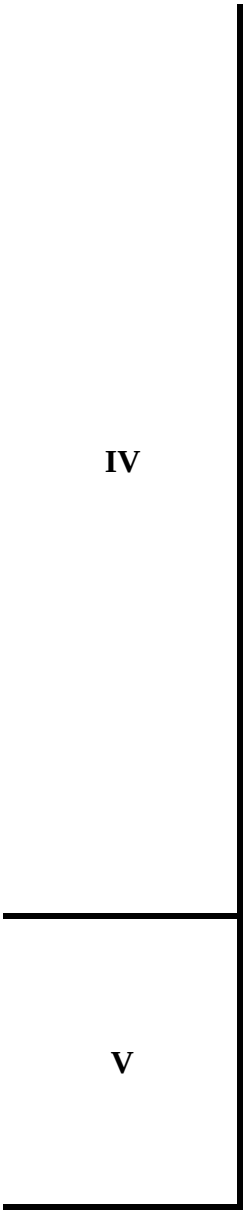
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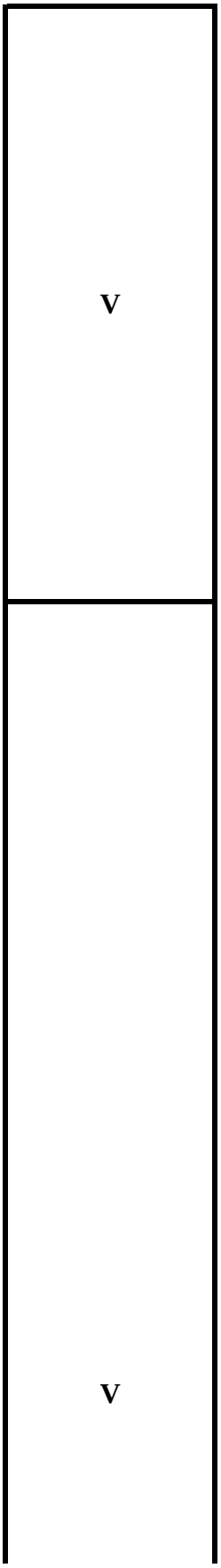
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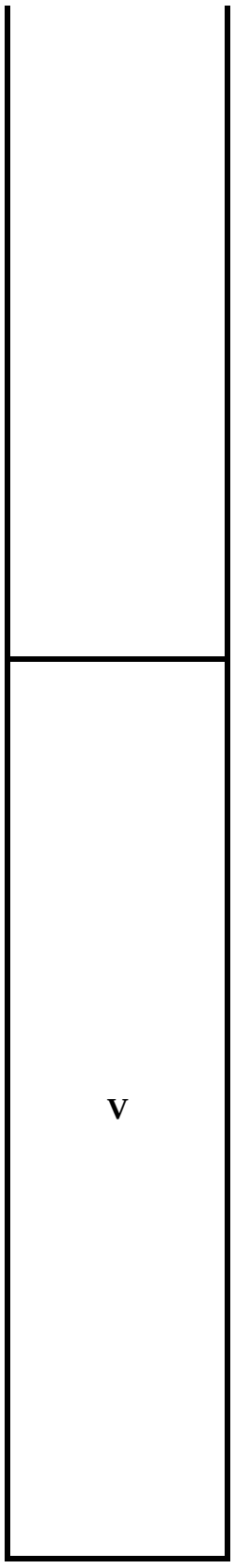
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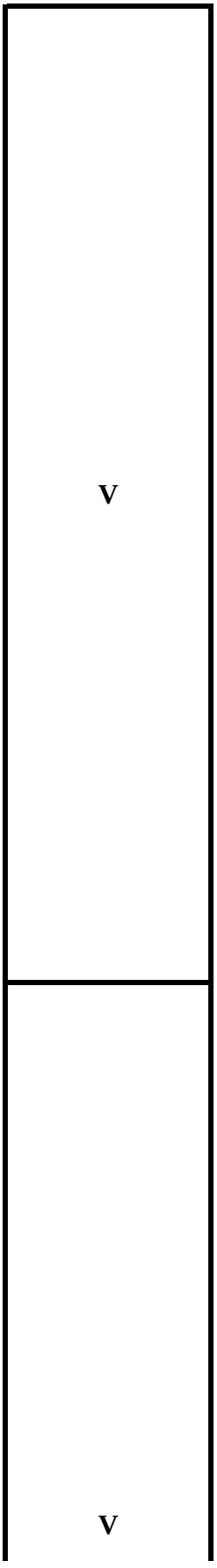
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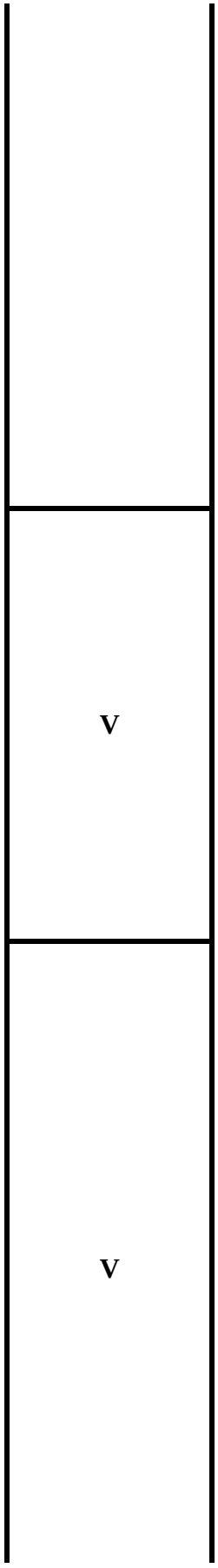
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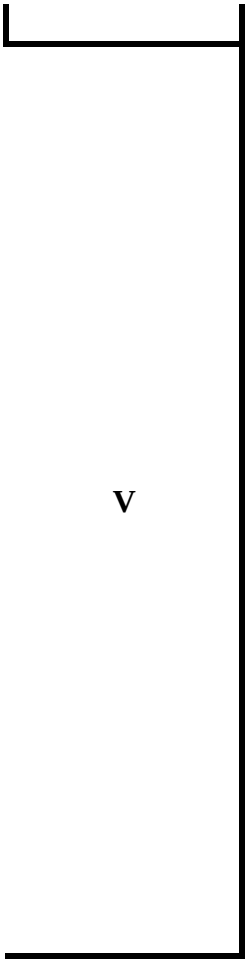
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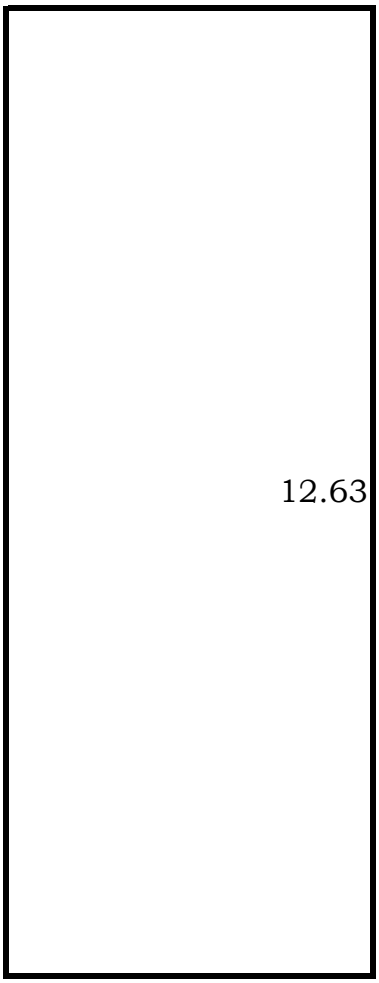
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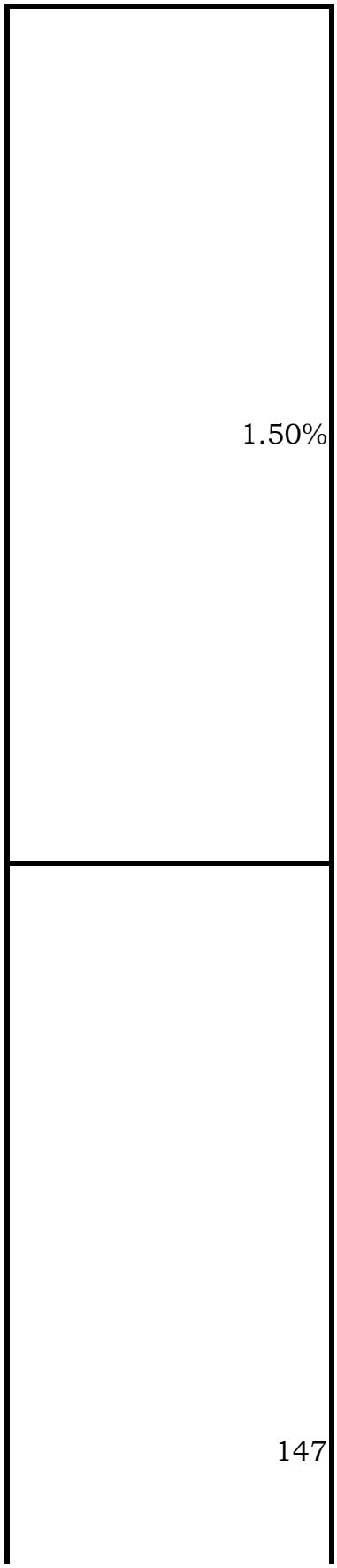
1.50%
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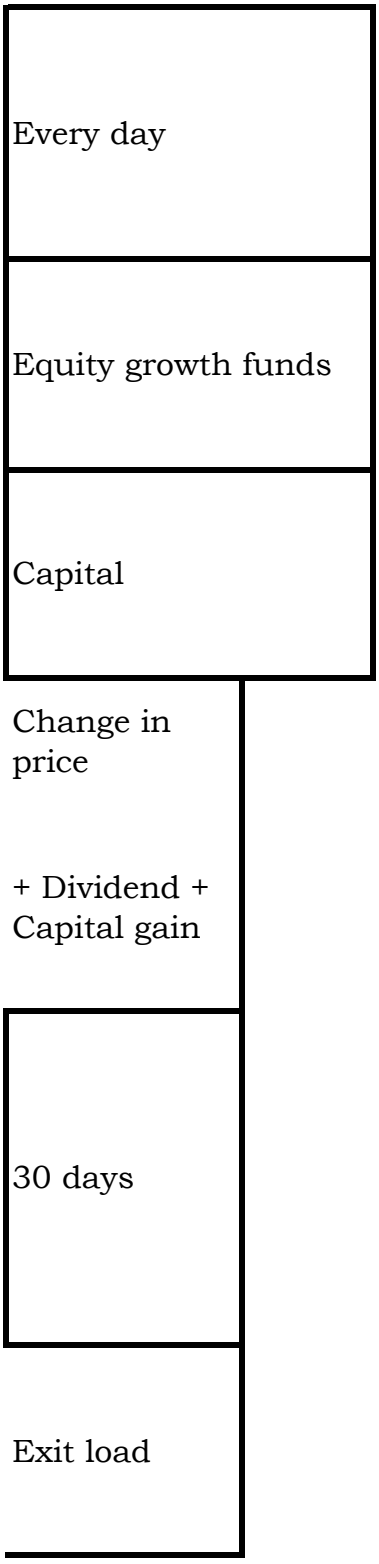
NAV
SEBI
Equity growth funds
Fluctuates with market price movements

The Expenses incurred by fund managers for marketing a mutual fund scheme
All its investors
A pool of Funds used to purchase securities on behalf of investors
Safety of principal


Every day
Equity growth funds
Capital
Change in price
+ Dividend + Capital gain
30 days
Exit load

It is the fund that buy and sells units on continuous basis
Current yield
Liquid fund
Custodian
Assets management company
Capital gain

Closing
market rate

y Shares	c) Preference Shares	d) Government Security	b) Equity Shares
nal Value of ırity	c) Book Value of the security	d) Weighted Average Cost of the Security	b) Nominal Value of the Security

e original if the is sold cum-	c) To the holder of the security on the due date irrespective of his actual period of holding	d) To the original investor if the security is sold ex-interest	c) To the holder of the security on the due date irrespective of his actual period of holding
eller has the claim the up to 31st 20 as his	c) the right to claim the interest up to 30th June, 2020 as his income	d) interest for June 2020 is divided equally between the seller and the purcha	b) The seller has the right to claim the interest up to 31st May, 2020 as his income

c) Cost or market whichever is less	d) Market value	c) Cost or marke
c) Cost or market whichever is less	d) Market value	b) Cost price

c) 1,20,000	d) 30,000	a) 2,70,000
c) Stamp duty paid less purchase price	d) Purchase cost only	a) Purchases cos
c) Cost + Interest + Brokerage	d) Cash Paid + Ex-Interest	c) Cost + Interes

Unit
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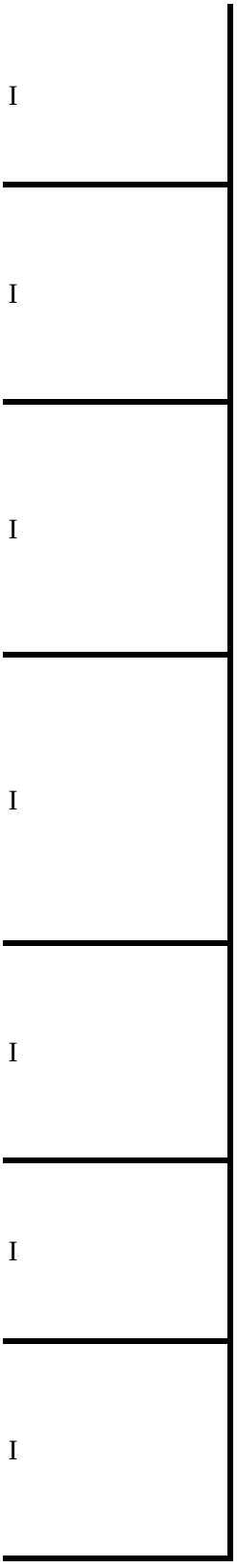
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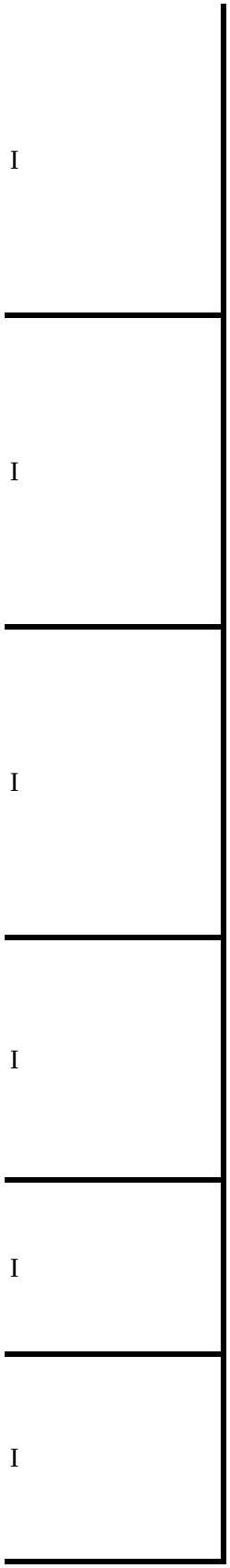
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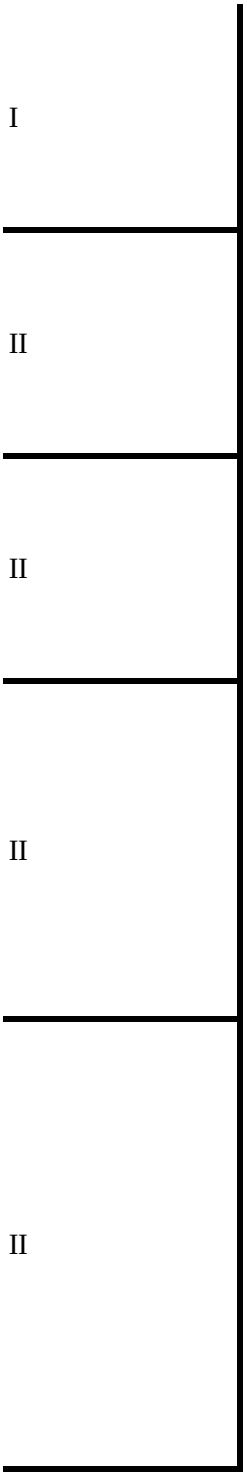
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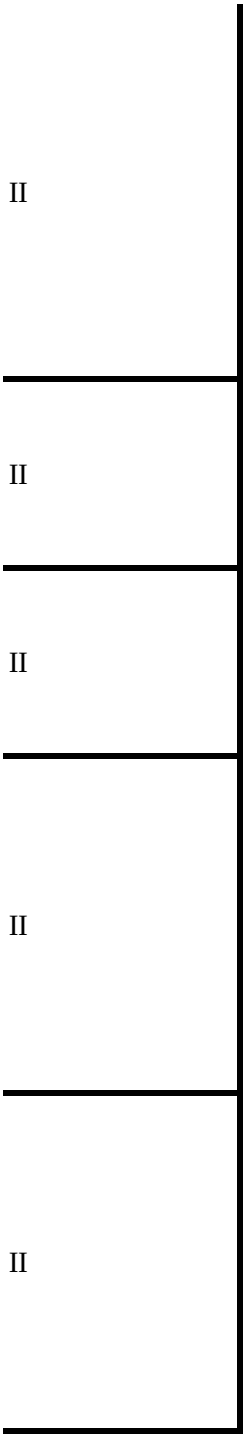
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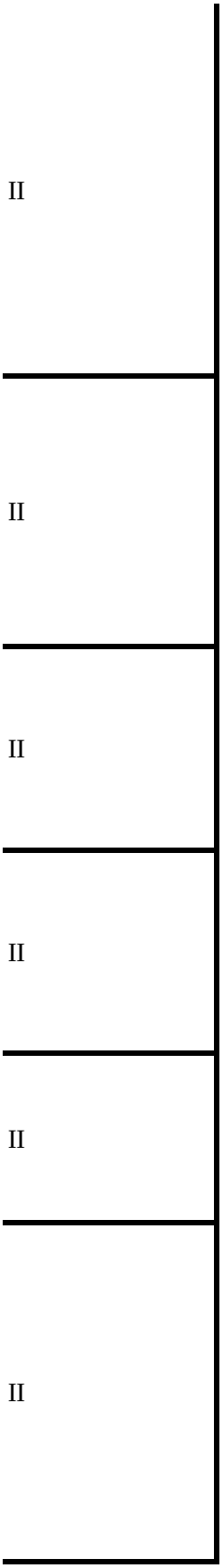
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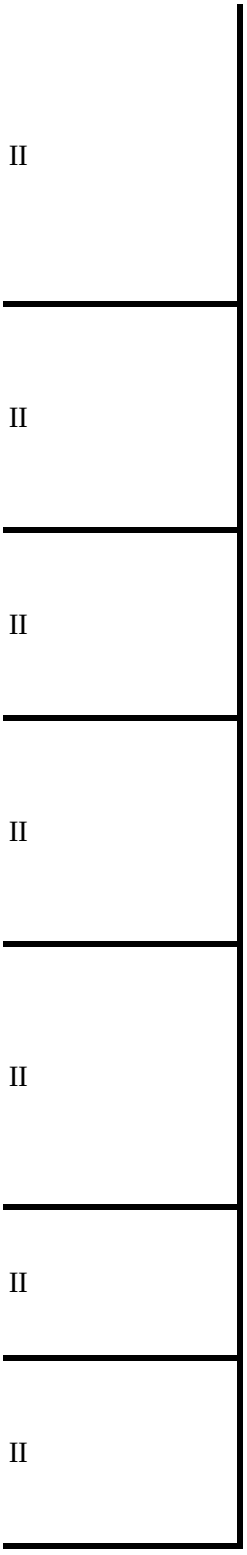
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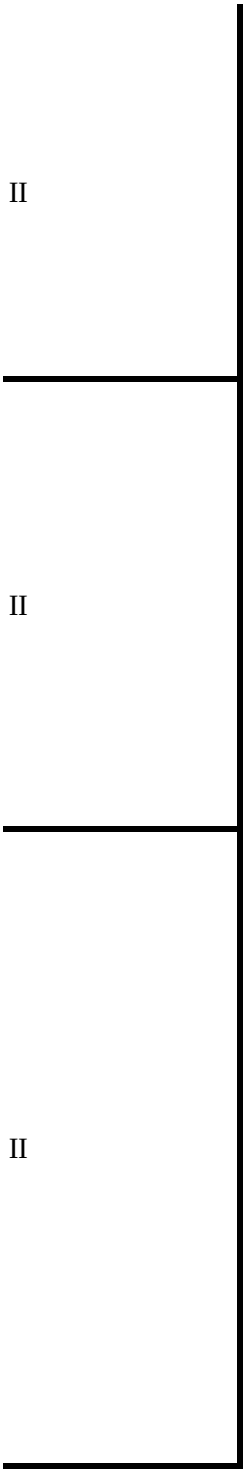
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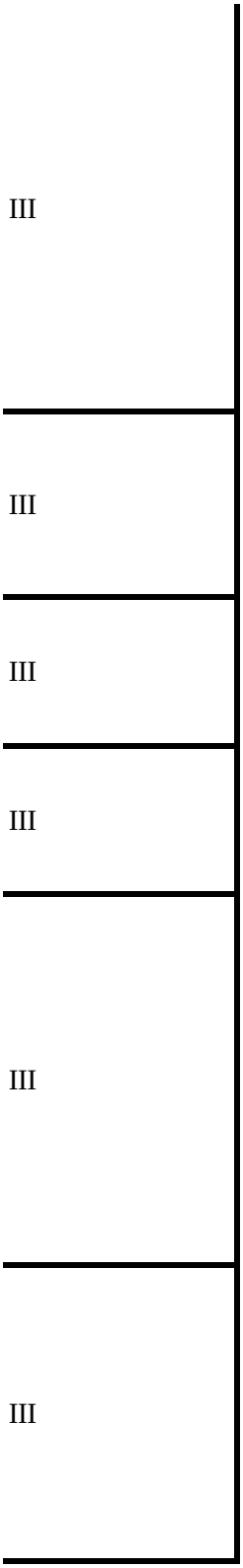
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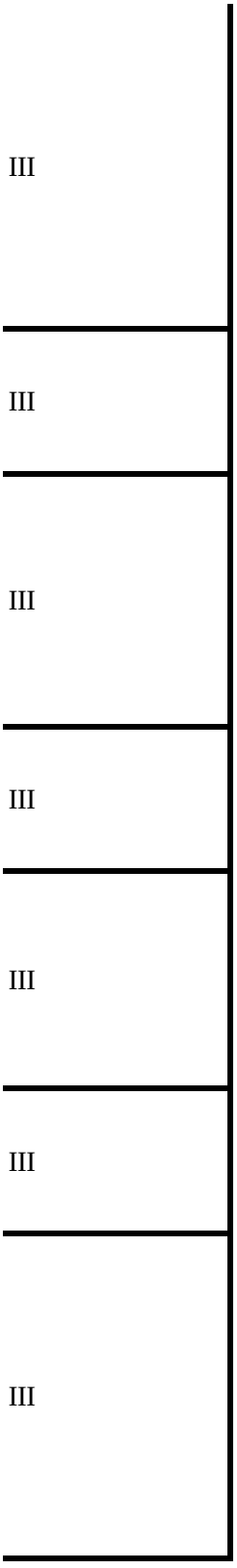
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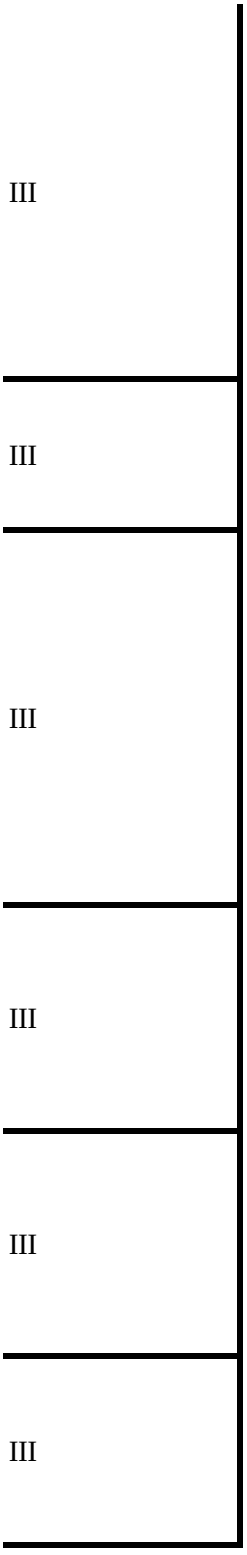
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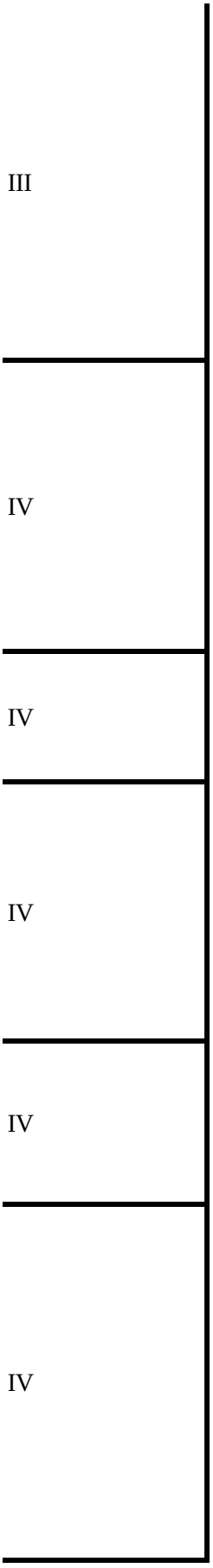
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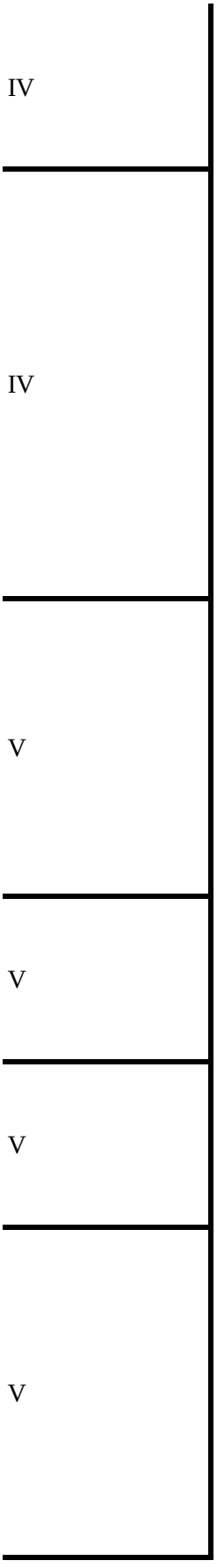
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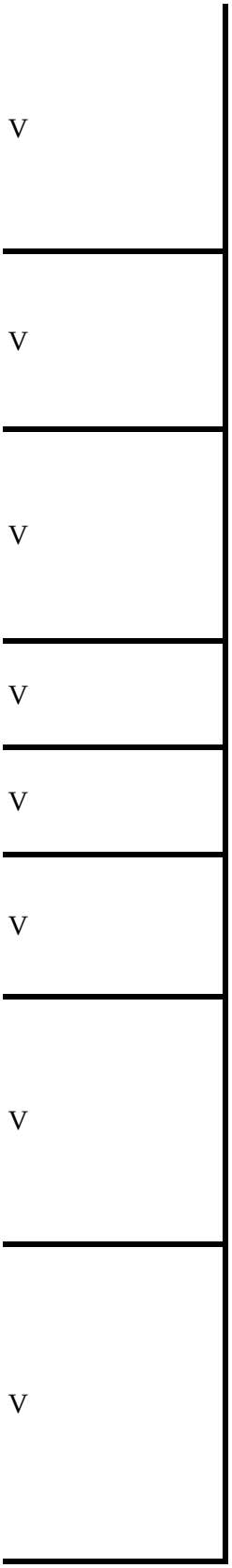
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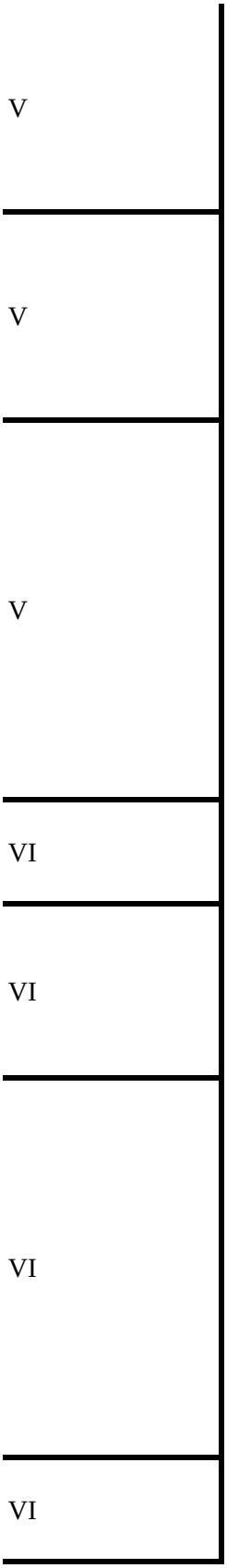
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Correct Answer	**Unit**
Destination	I

Supply	I
Inter–State Supplies	I
Five	I
UTGST	I
01-07-2017	I
Alcoholic liquor for human consumption	I

Harmonized System of Nomenclature	I
Zero-rated supply	I
One elected person amongst the State Finance Minister's	I
Indirect Tax	I
Regressive tax	I
Tobacco and tobacco products	I

One–half	I
Goods and services tax networks	I
Intra-State	I

IGST	I
State Tax	I
GST will be levied from a date to be notified on the recommendations of the GST Council	I
Integrated	I

If the actual tariff for a unit of accommodation is below Rs. 1,000	II
Nil	II
ABC Insurance Co. Ltd.	II
Mixed supply	II

Rate of principal supply	II
Not supply	II
Intra-state supplies	II
Not supply	II

Not supply	II
Not supply	II
Highest rate	II
Rs. 75 lakh	II

Cannot opt for composition	II
Composite supply	II
Non- taxable	II
Non- taxable	II
Taxable Supply	II

Taxable Supply	II
Taxable Service	II
Non- taxable	II
Billing address of recipient as per records of supplier	III

Inter–State supply	III
Inter–State supply	III
Location of Importer	III
Goods are taken on board	III

Whichever is earlier	III
Date of additional payment	III
Shall include taxes other than GST	III
Time of supply	III

Installed	III
Where event is actually held	III
Rs 50,000	III

10.07.2019	III
Location of the third party	III

Shall be excluded from the value of taxable supply	III
Value	III
Transaction	III
Location of such registered person	III

5–7–2018	III
Delhi	III

Output tax	IV
180 days	IV
Input service distributor	IV
Taxable supplies for business purpose	IV

Exempt Supplies	IV
Recipient does not pay the amount within 180 days	IV
18%	IV
CGST, IGST	IV
Cash	IV

CGST and SGST	IV
Credit	V
Appoint a person in the taxable territory for the purpose of paying taxes.	V

value of supplies	V
Rs. 100	V
GST REG-07	V

Tax Deductor	V
Government	V
Rs. 25000	V

24%	V
Cancellation of registration	VI
Aggregate Turnover	VI
Transferee	VI

Separate	VI
Inter-state	VI
Non-resident taxable person	VI
GST REG-01	VI

Import of goods and / or services	VI
Permanent Account Number	VI
State	VI
Cancellation	VI

Revocation	VI
1 year	VI

Electronic Cash Ledger	VI
either (a) or (b), whichever is earlier	VI
At least 5 days prior to commencement of business	VI

30 days	VI
Casual Taxable Person	VI
GST REG-01	VI
PAN Number	VI

Either (a) or (b) as the case may be	VI

UNIT NO
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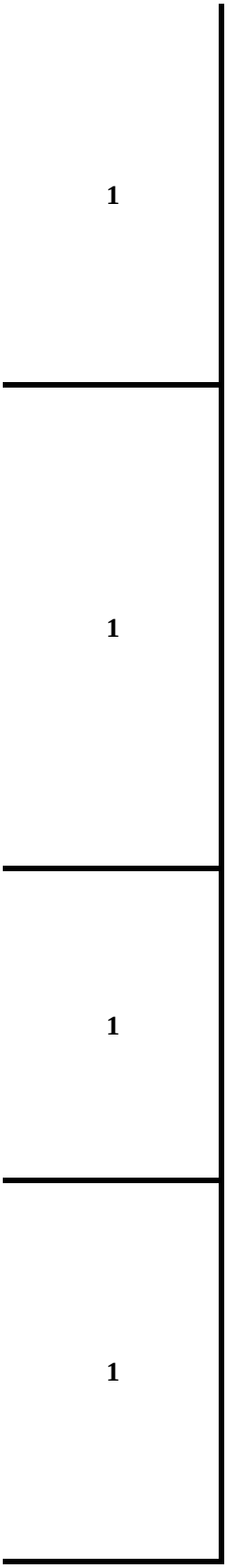
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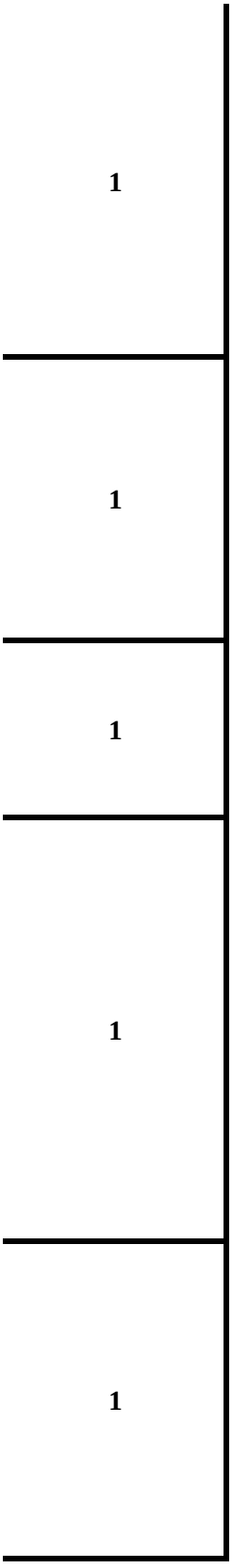
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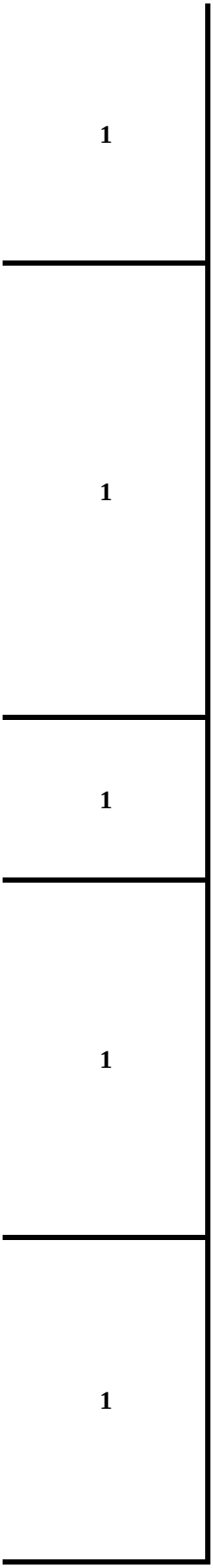
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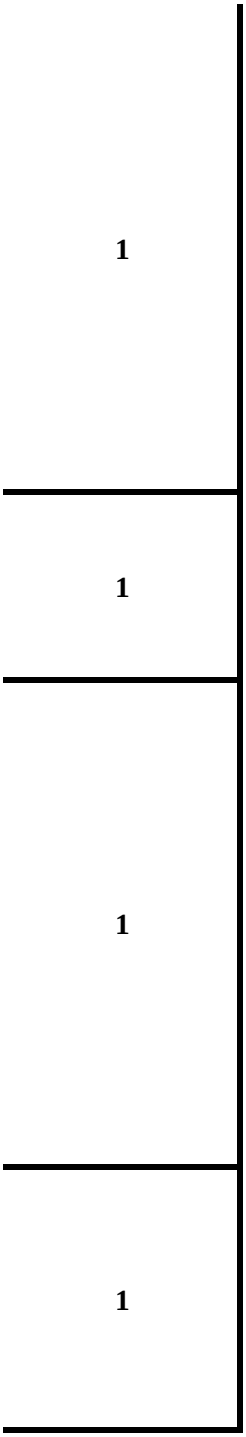
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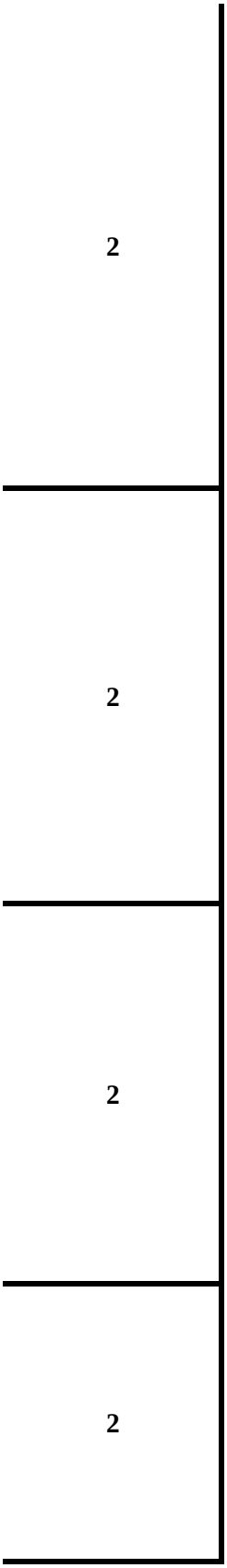
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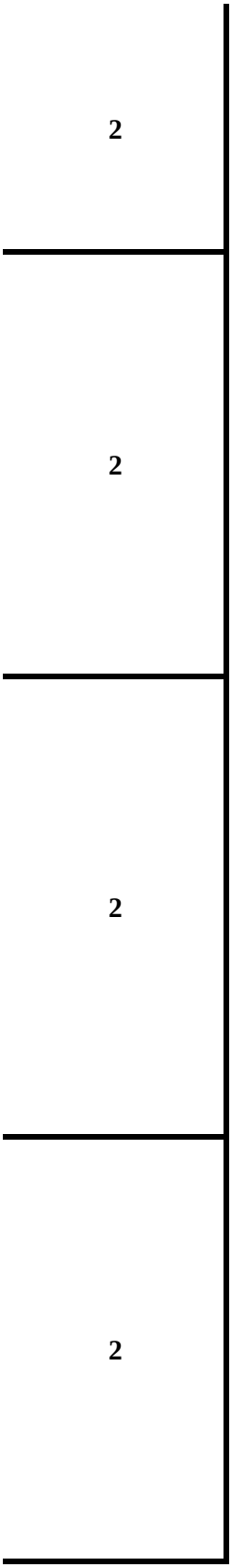
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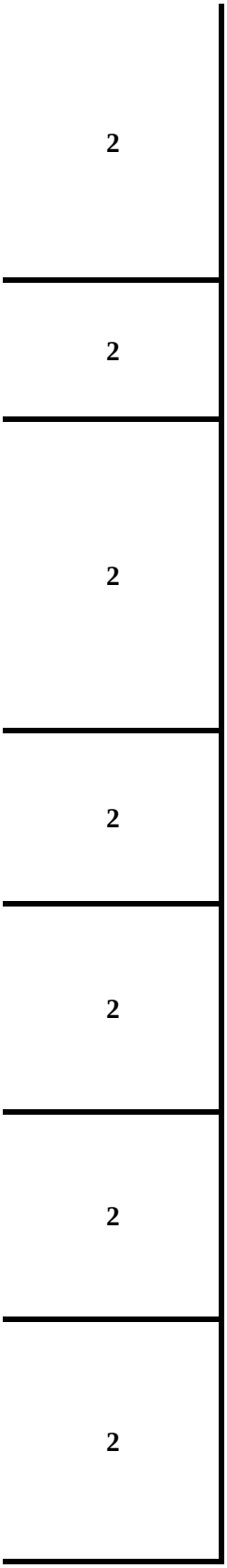
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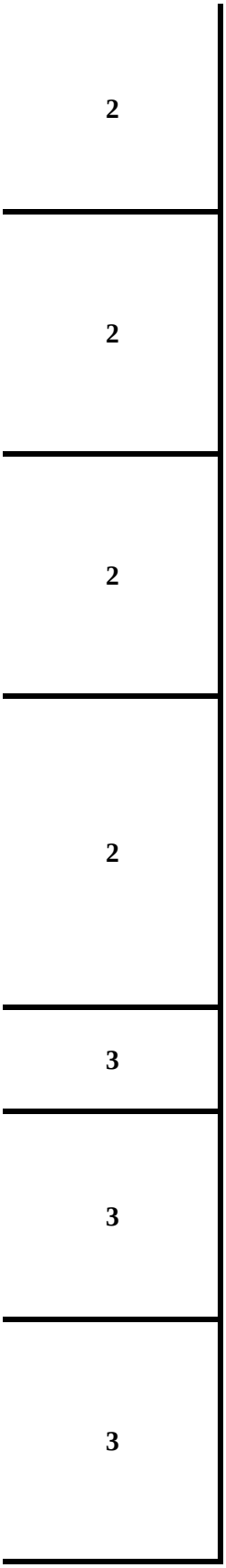
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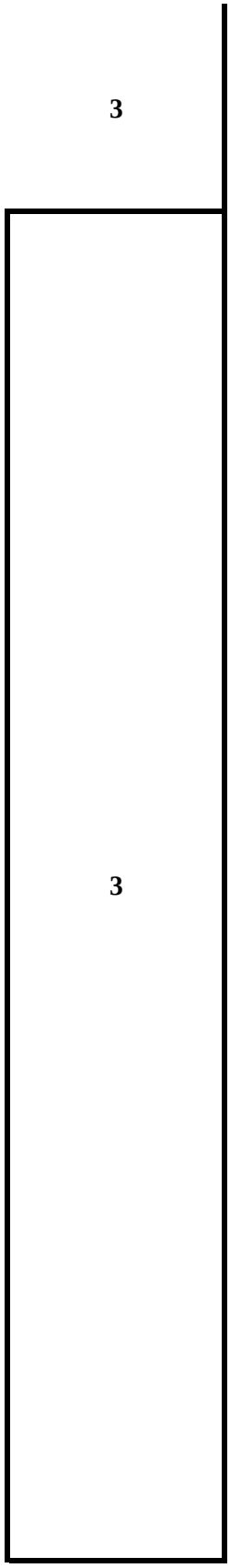
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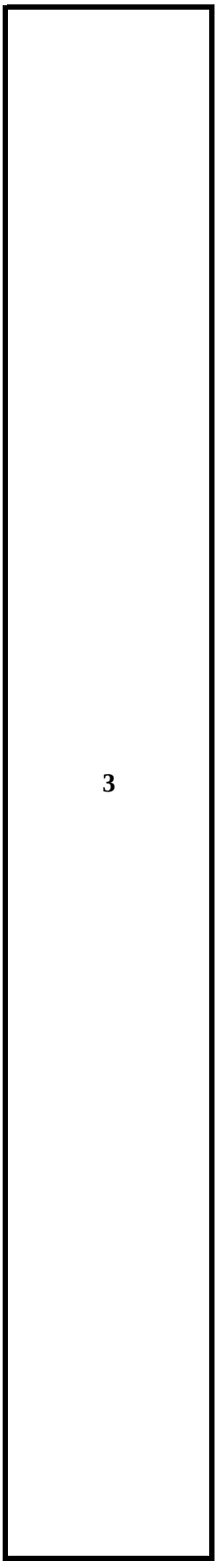
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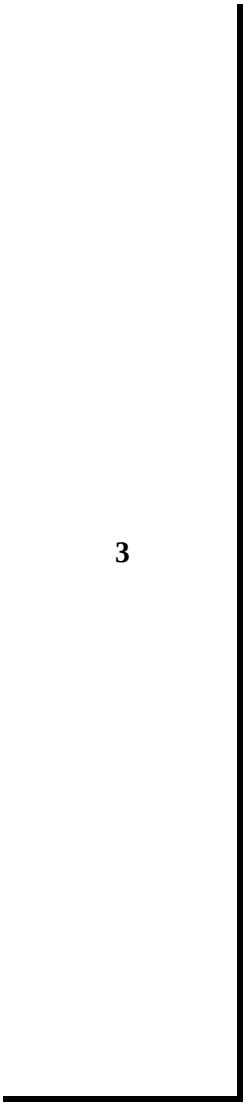
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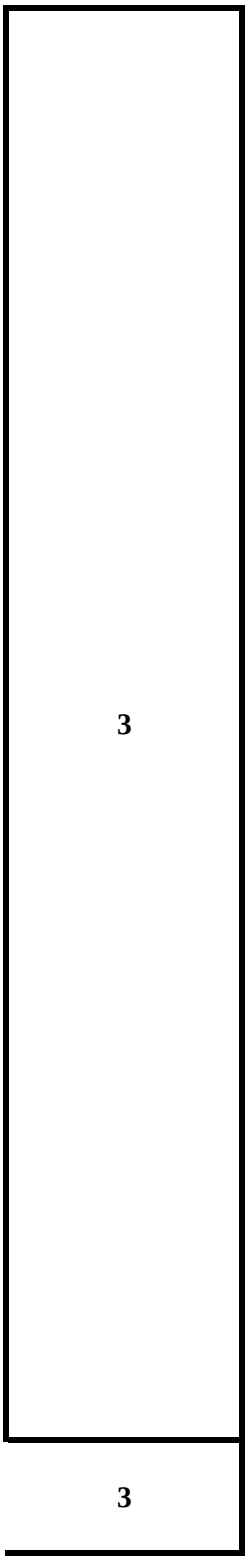
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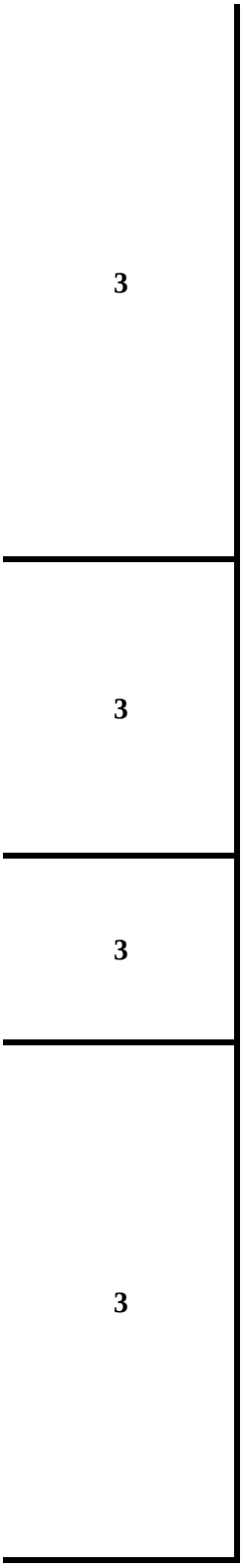
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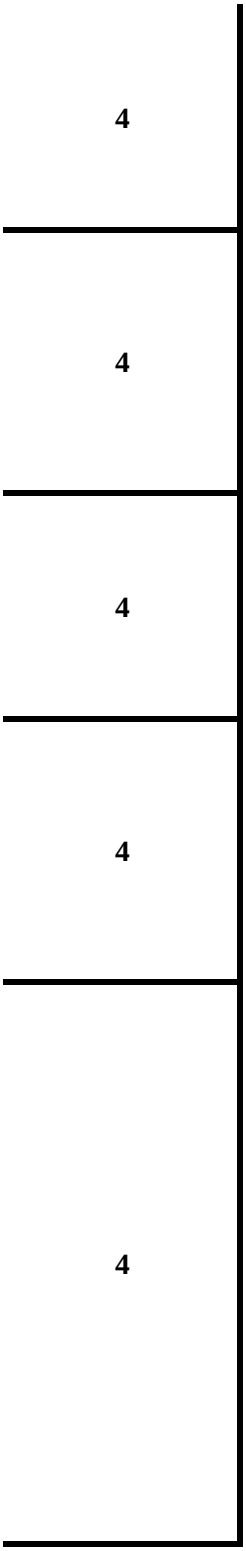
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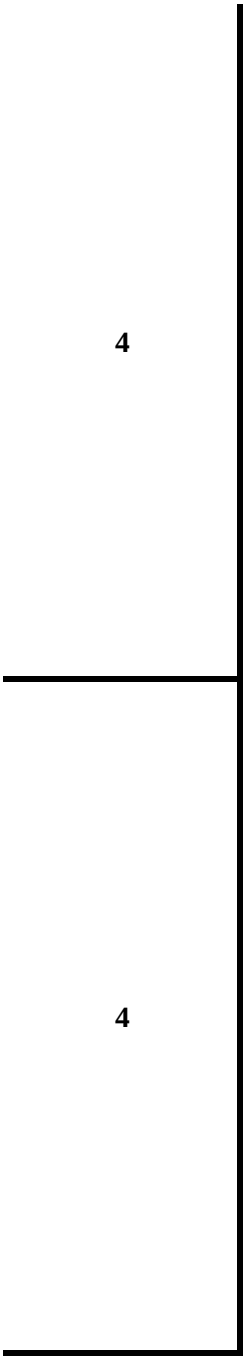
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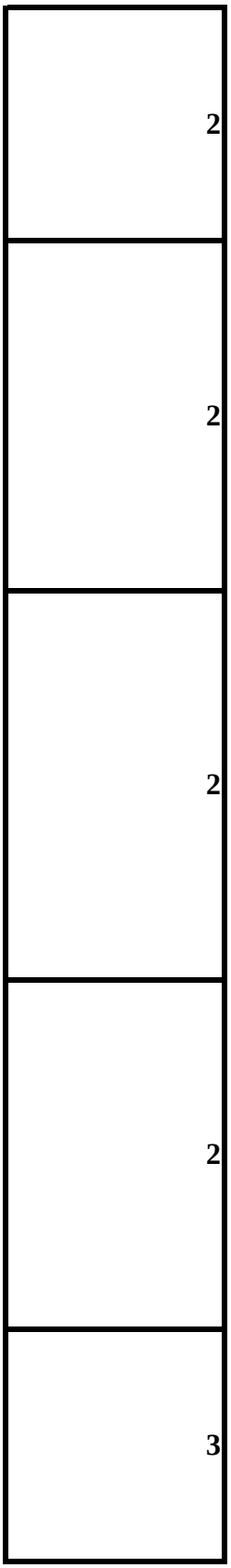
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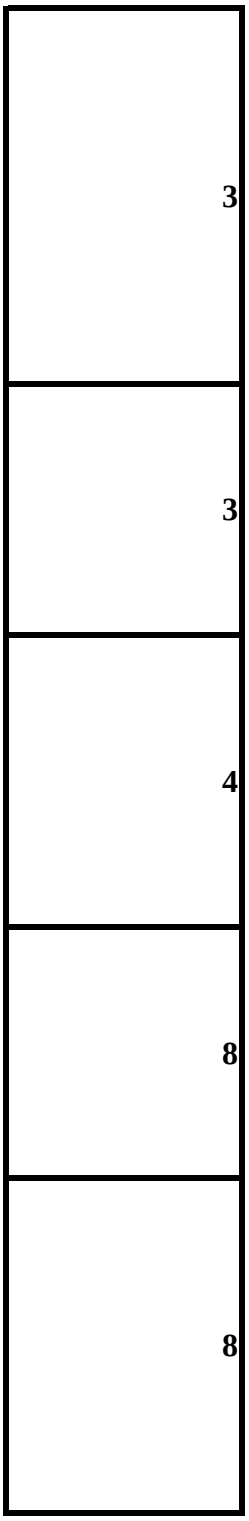
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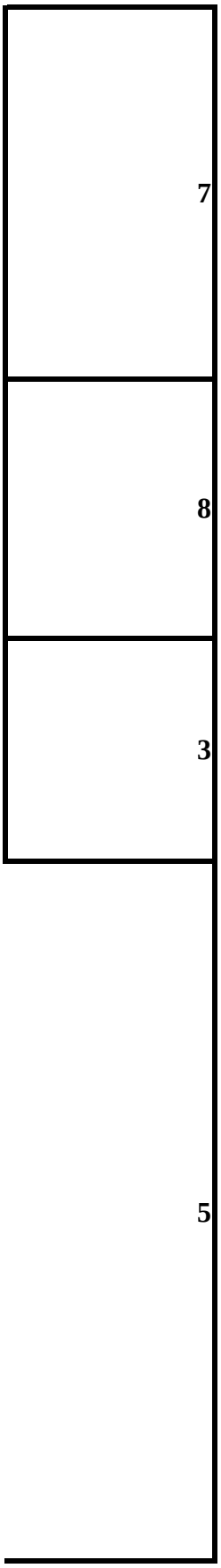
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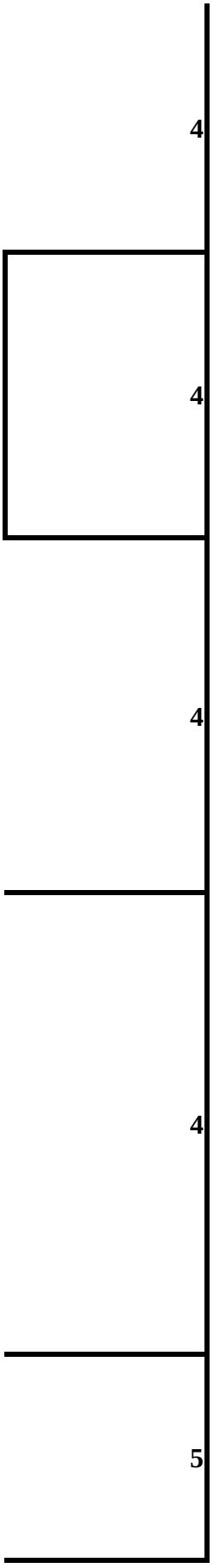
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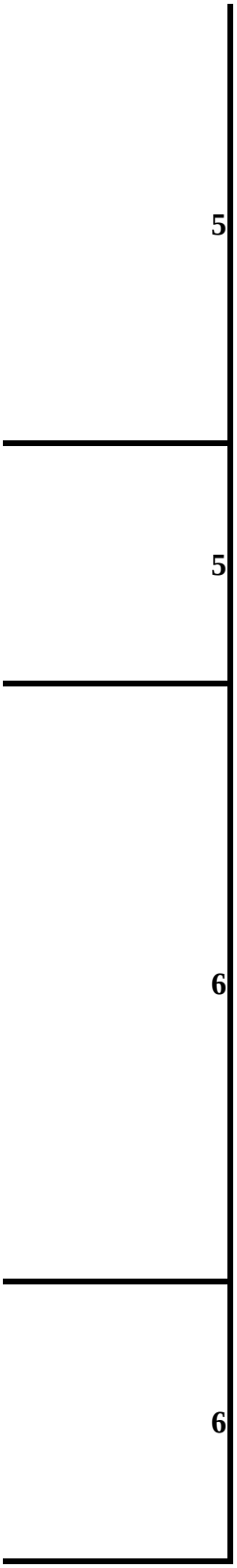
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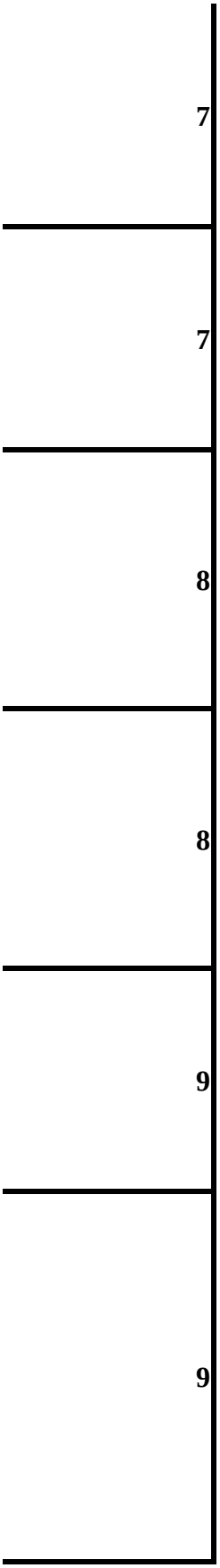
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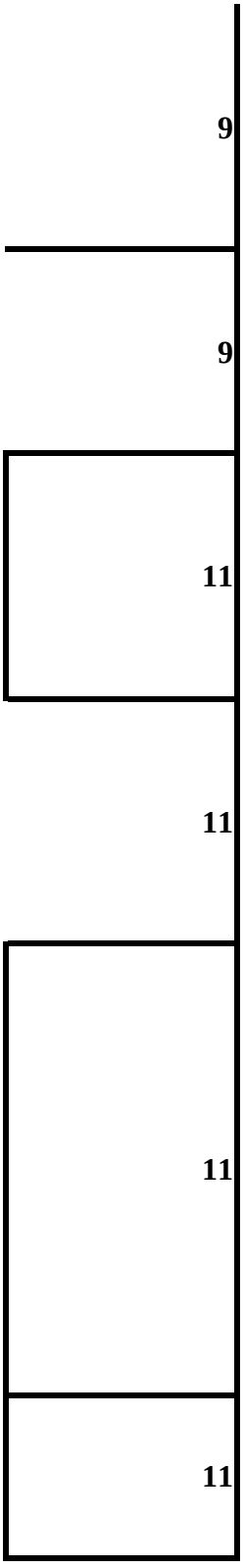
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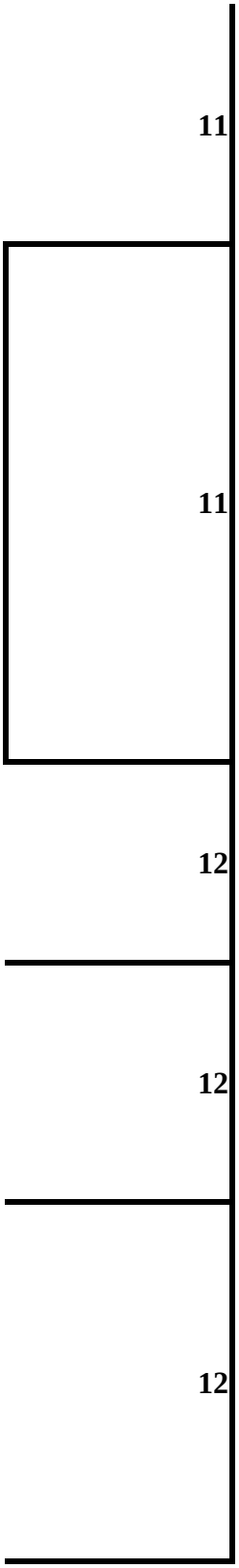
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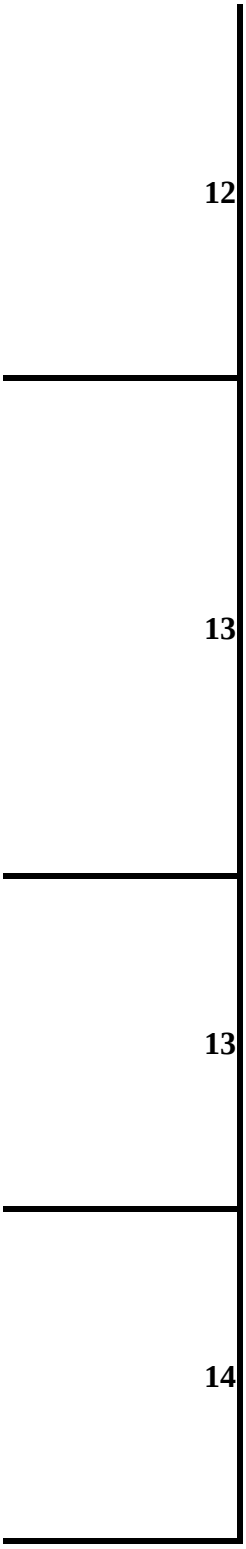
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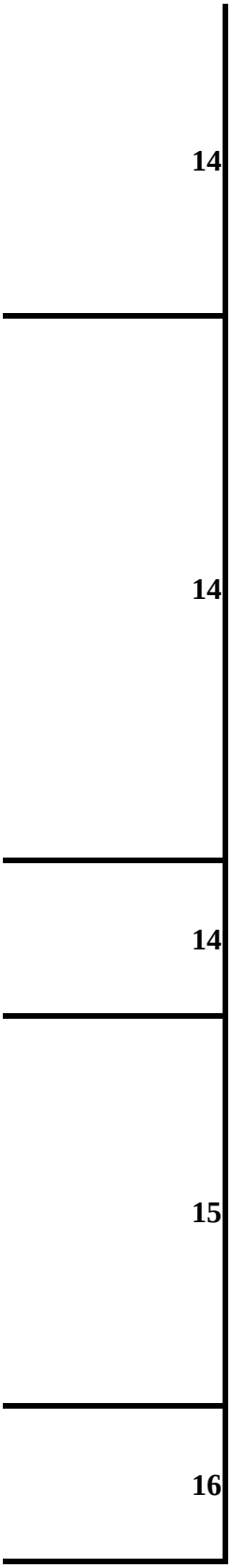
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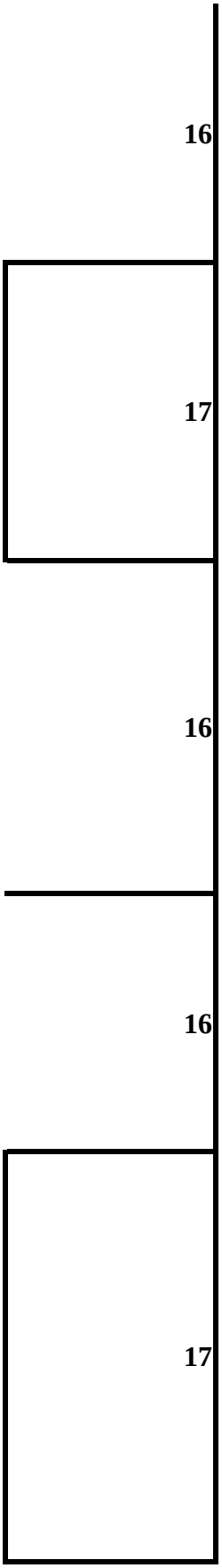
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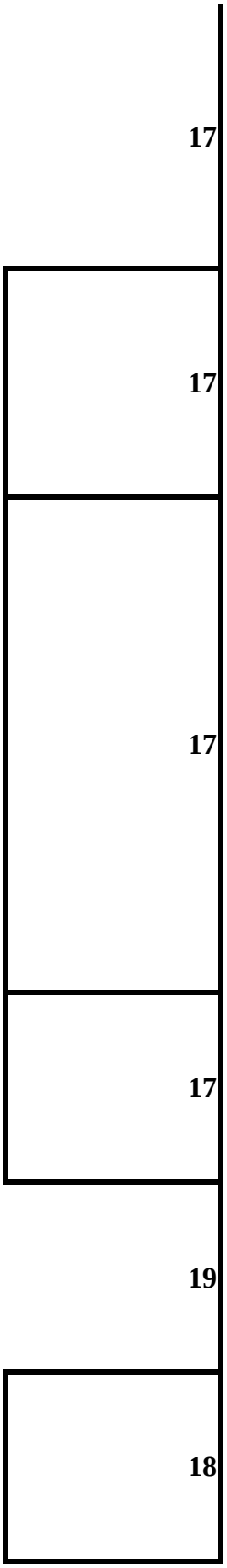
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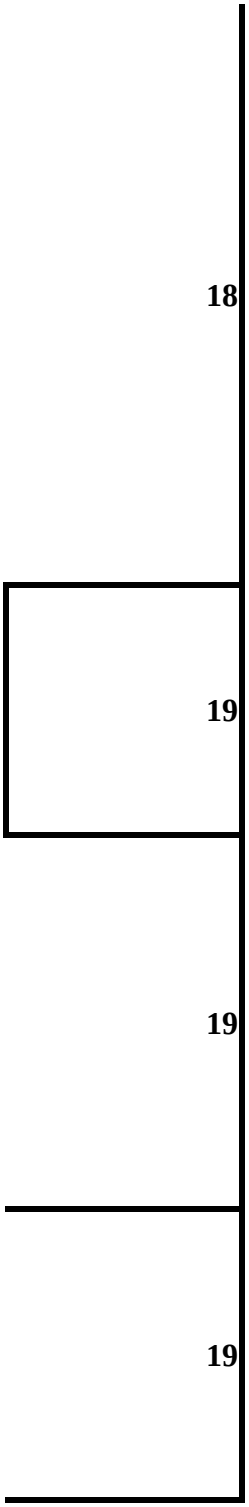
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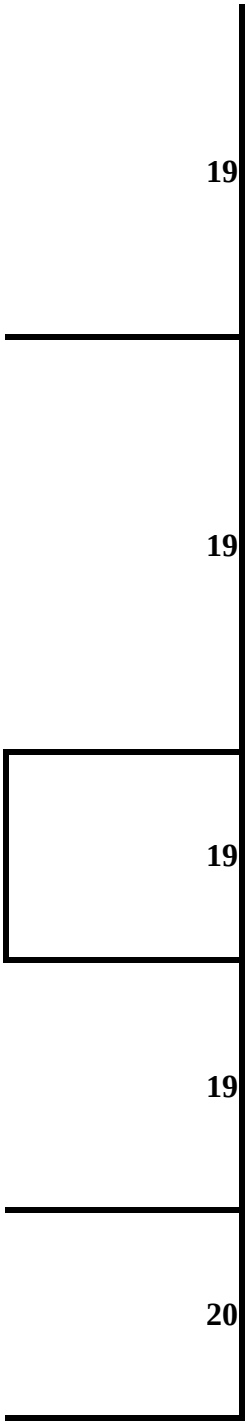
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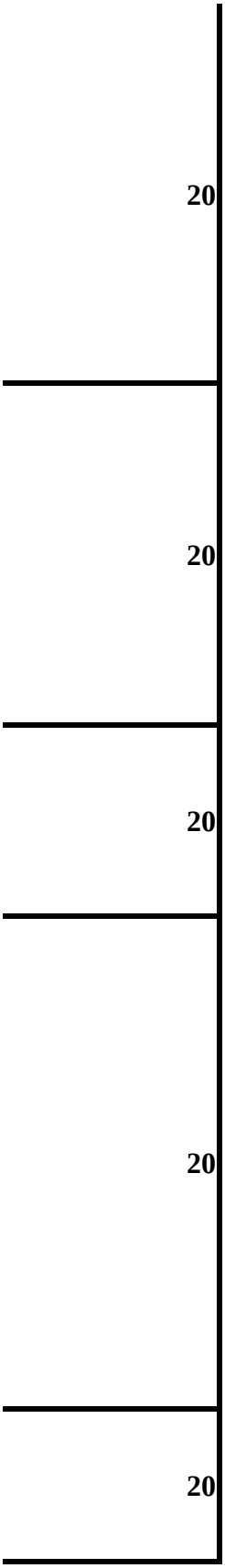
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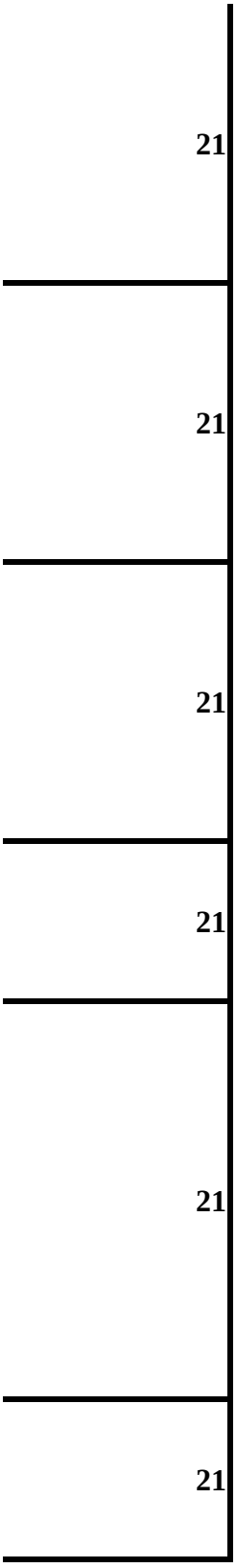
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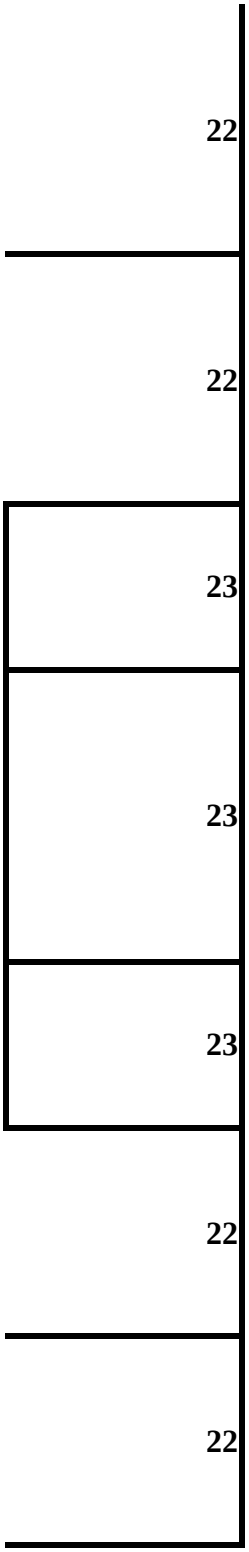
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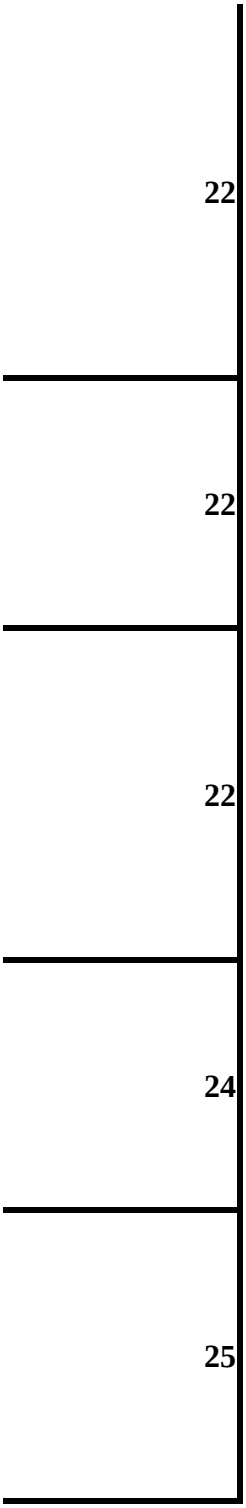
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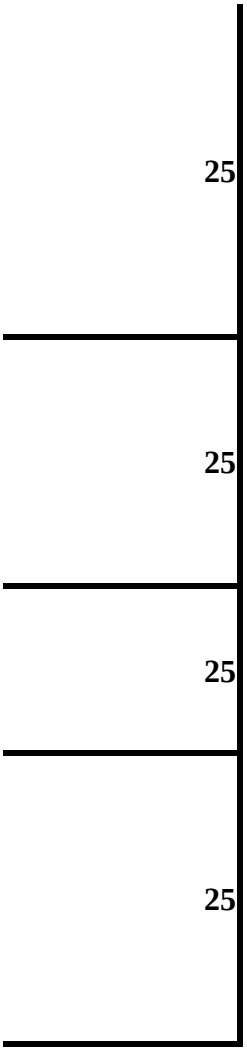
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(Accounting & Finance)

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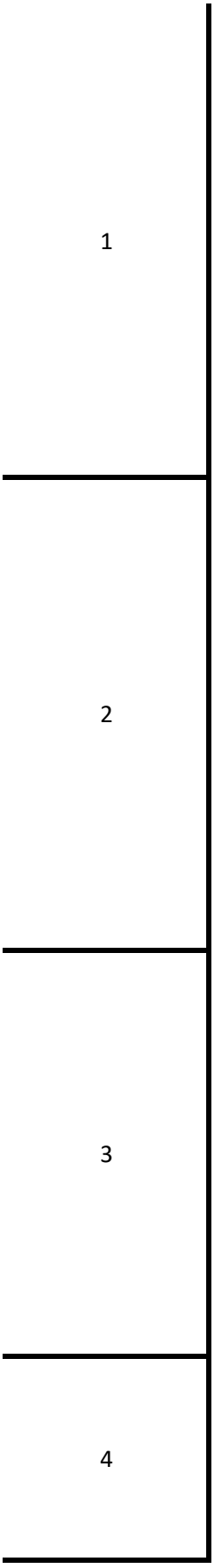
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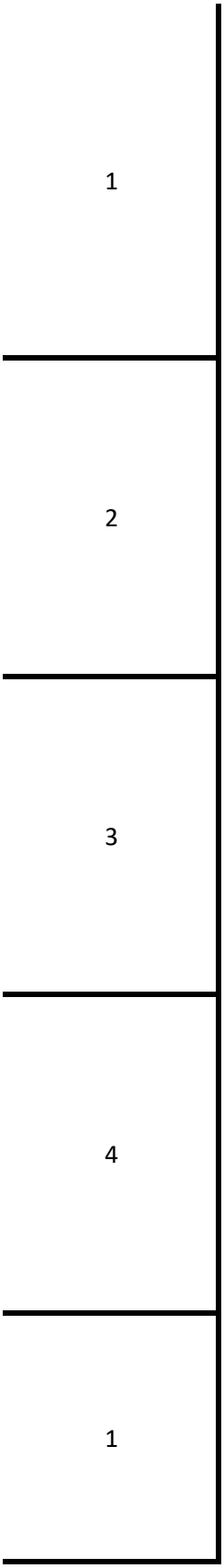
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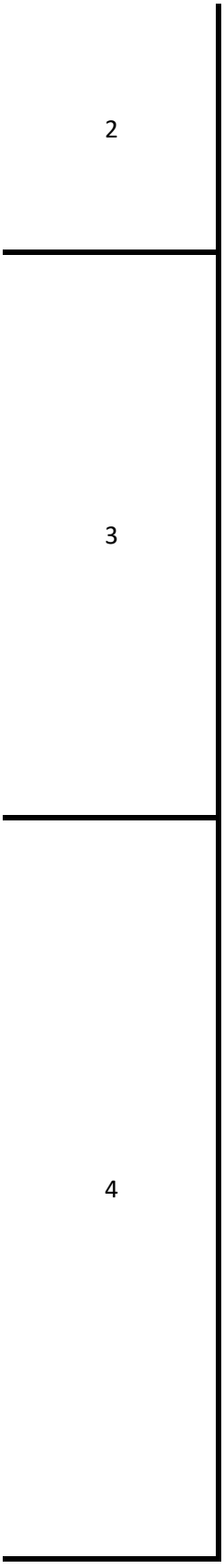
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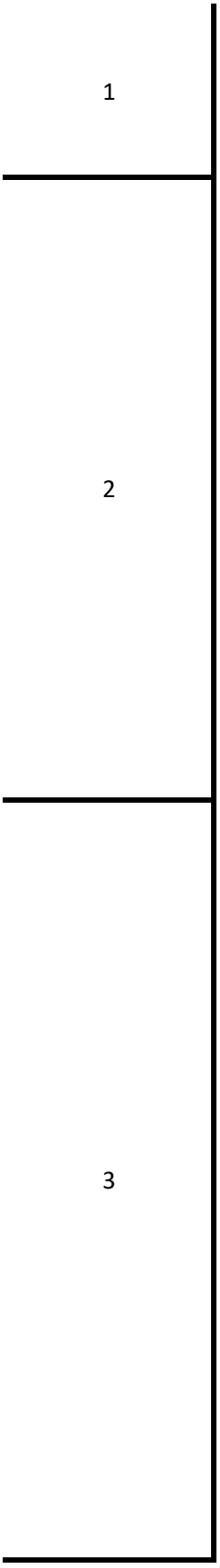
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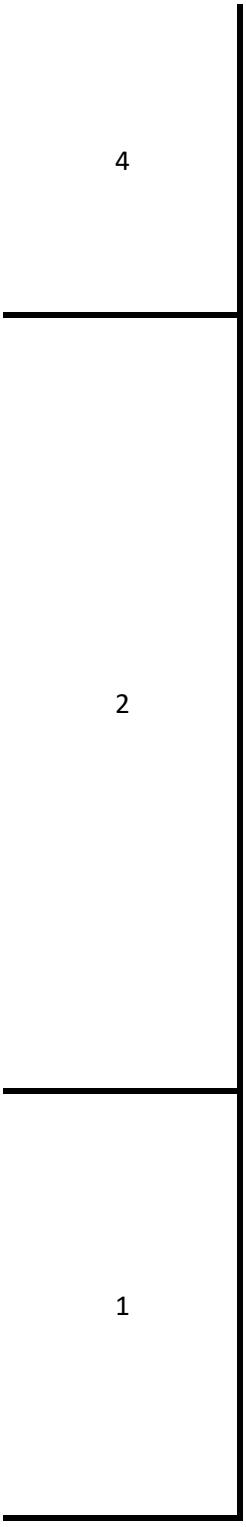
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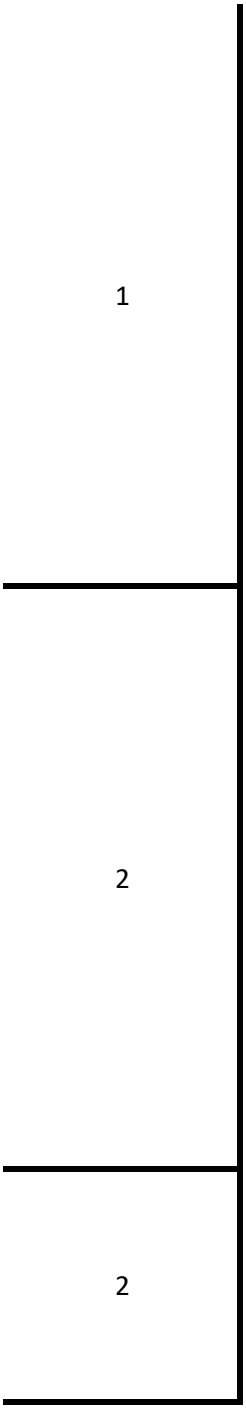
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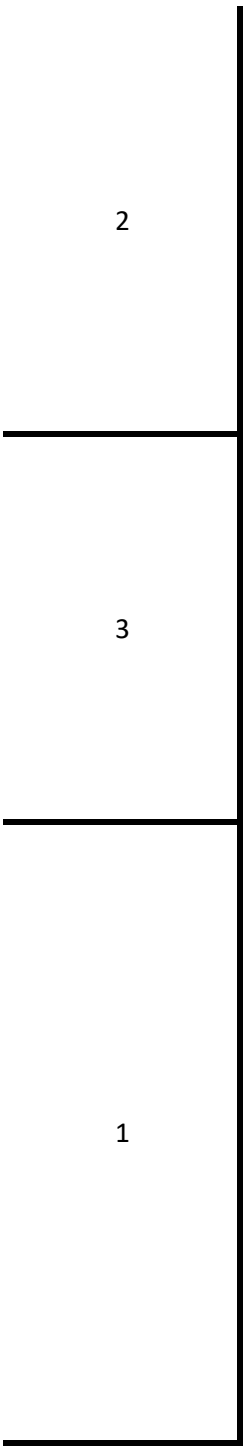
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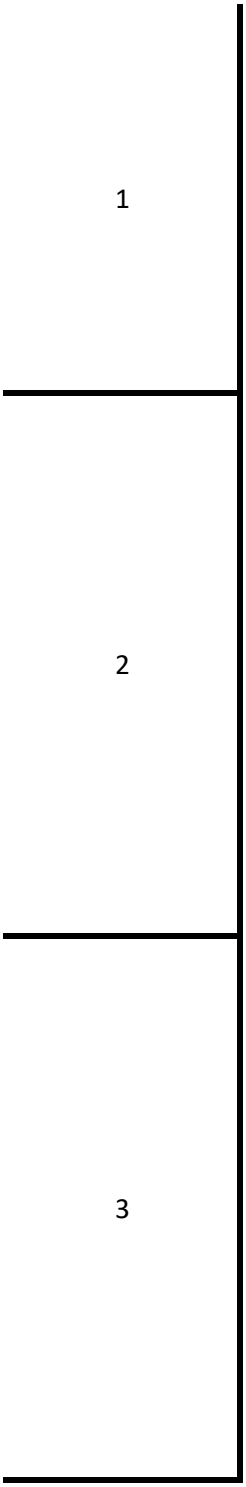
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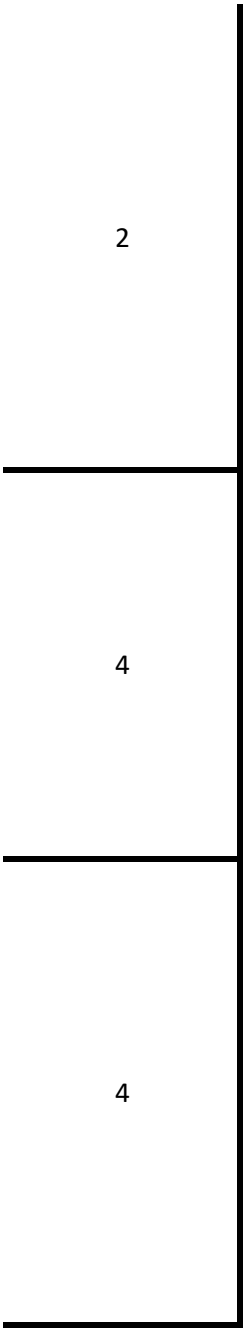
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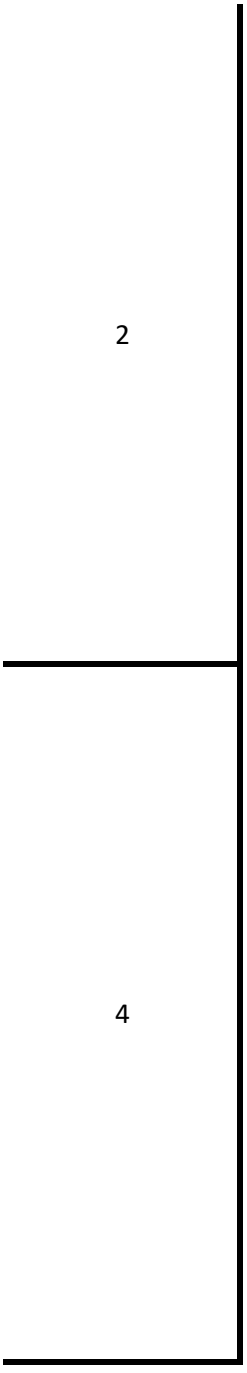
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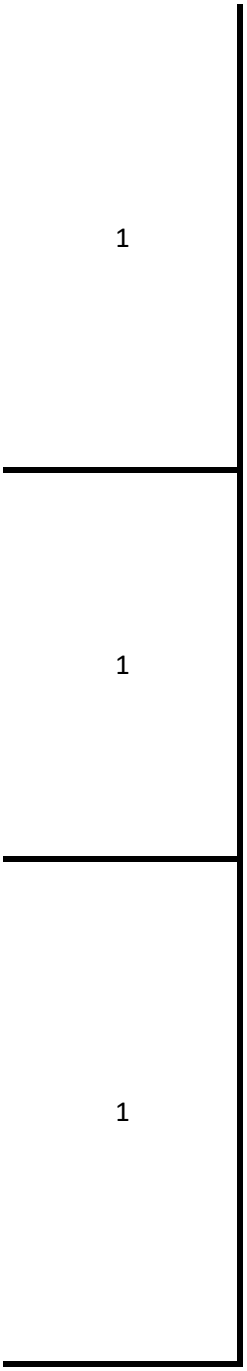
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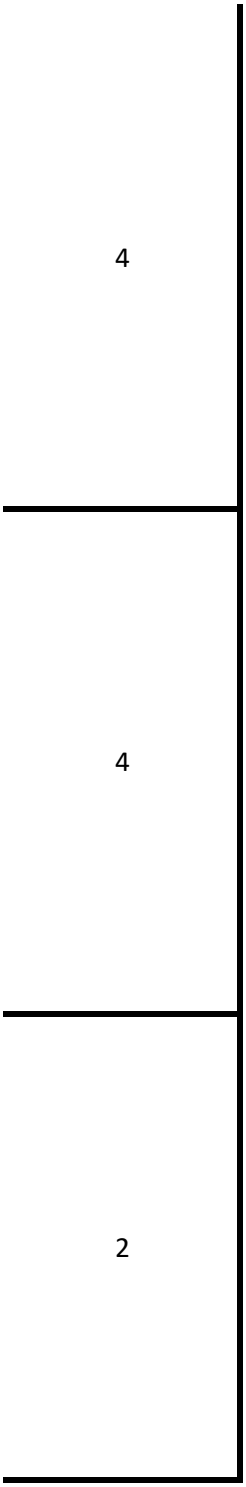
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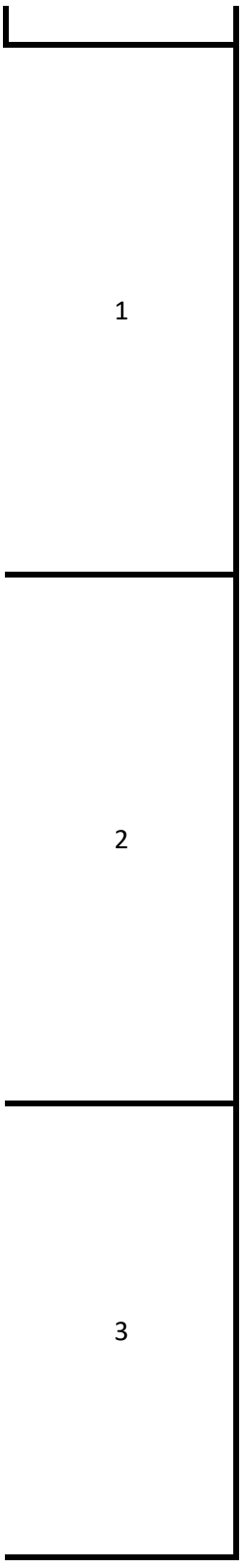
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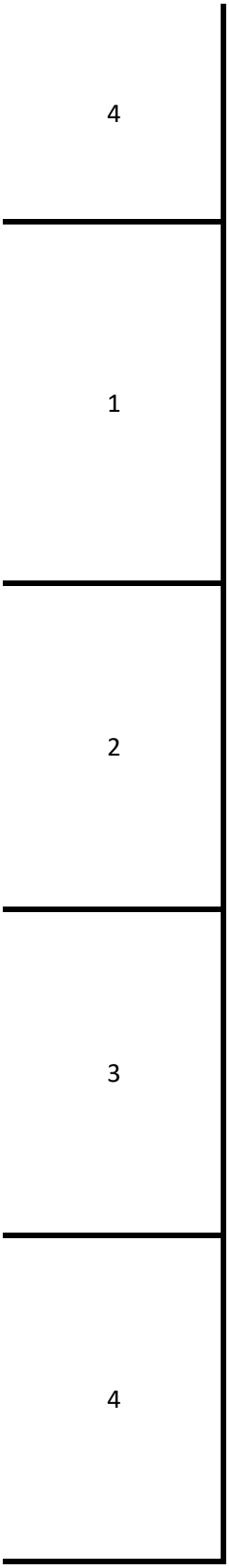
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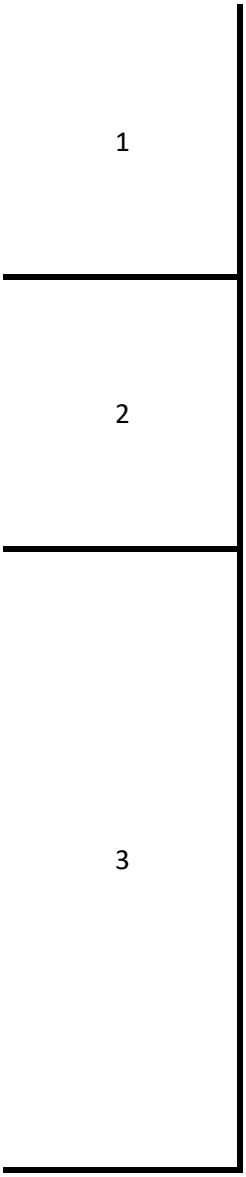
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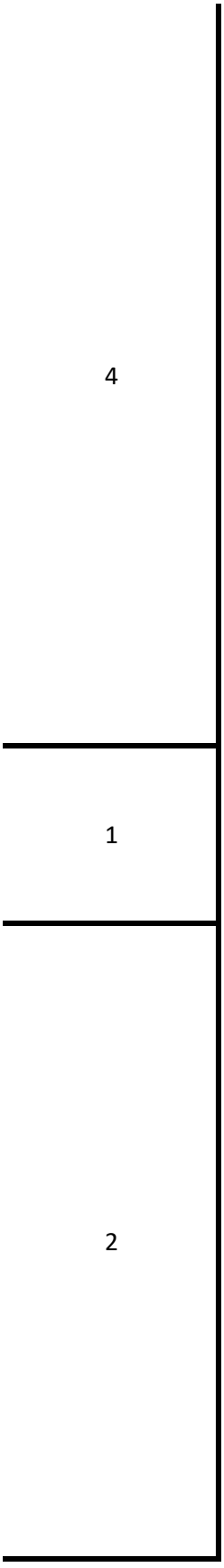
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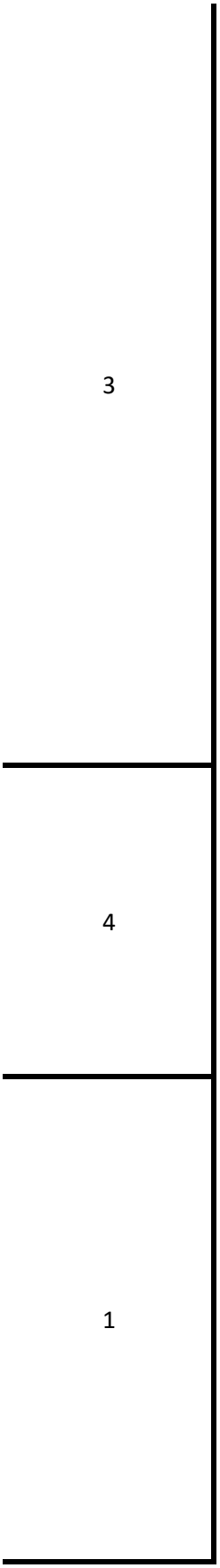
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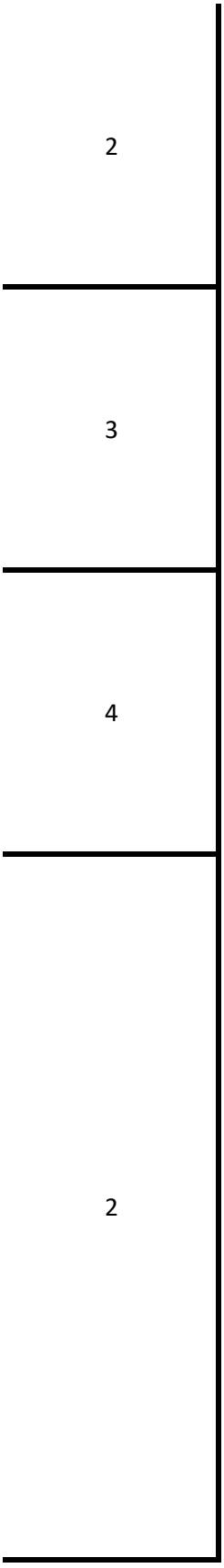
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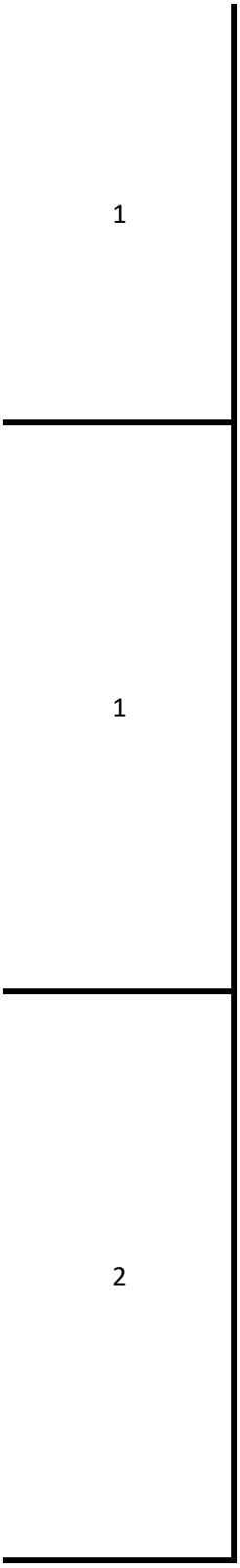
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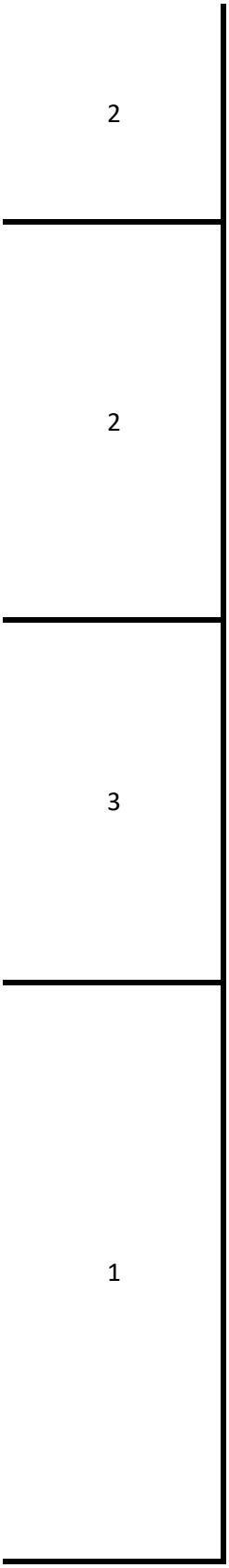
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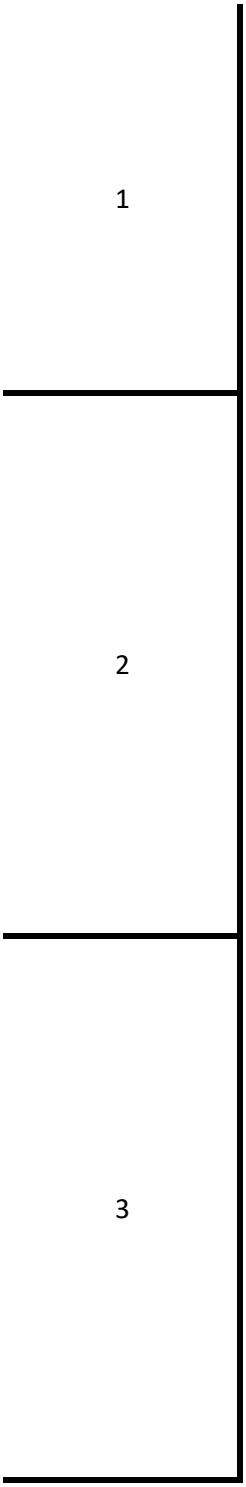
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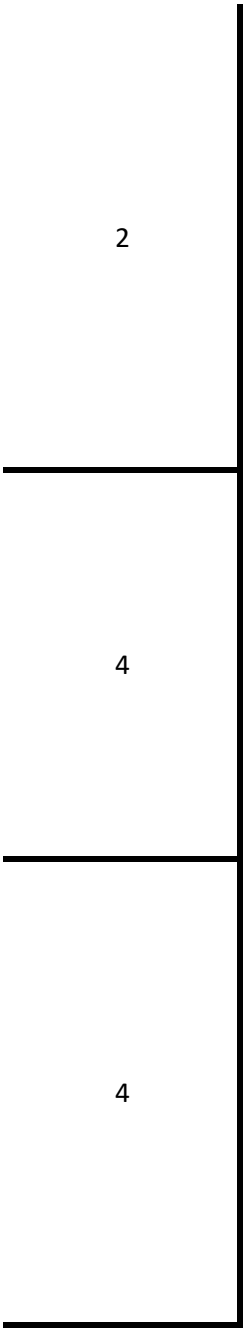
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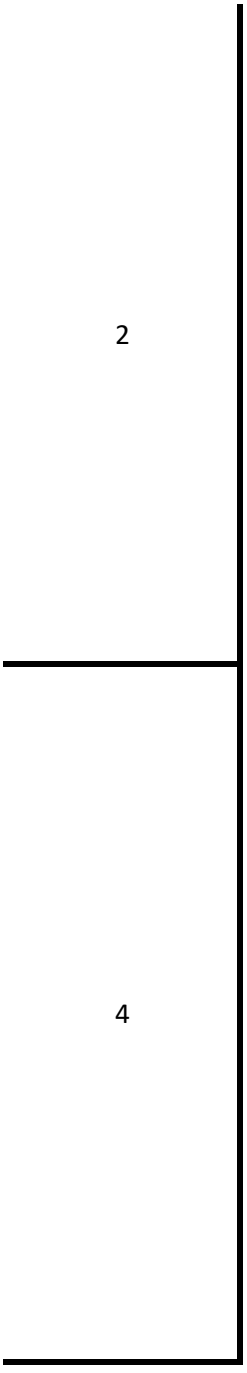
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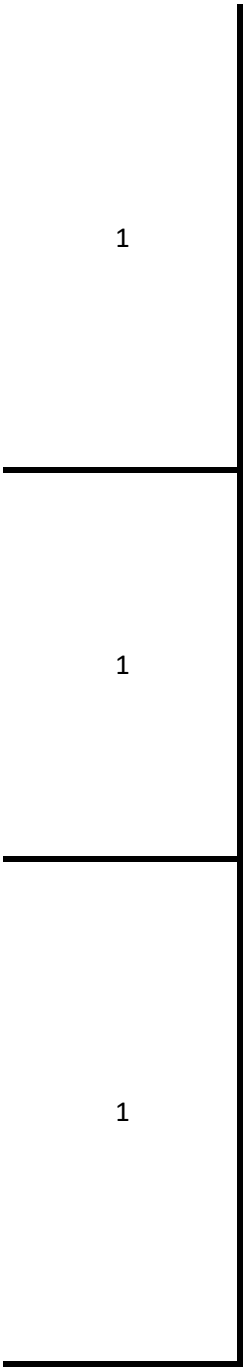
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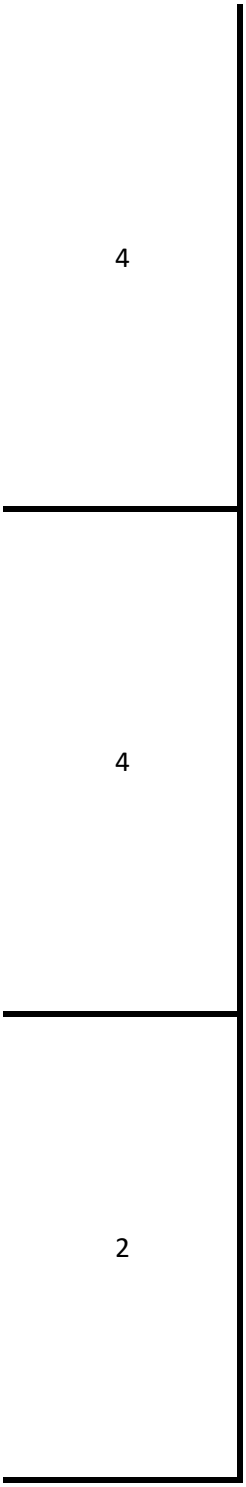
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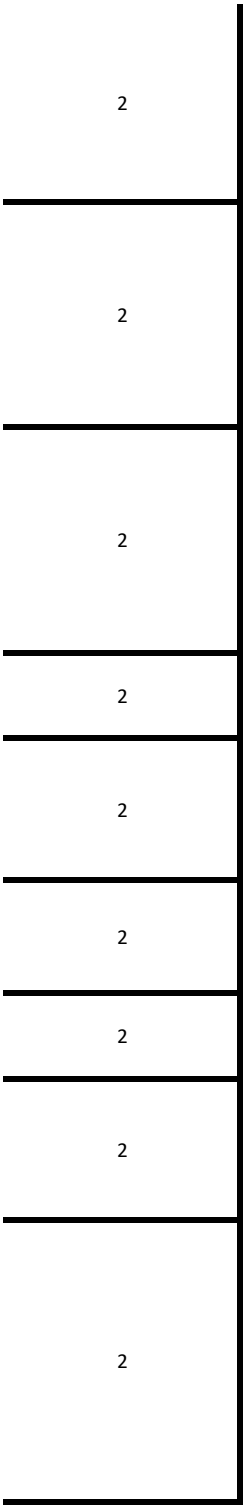
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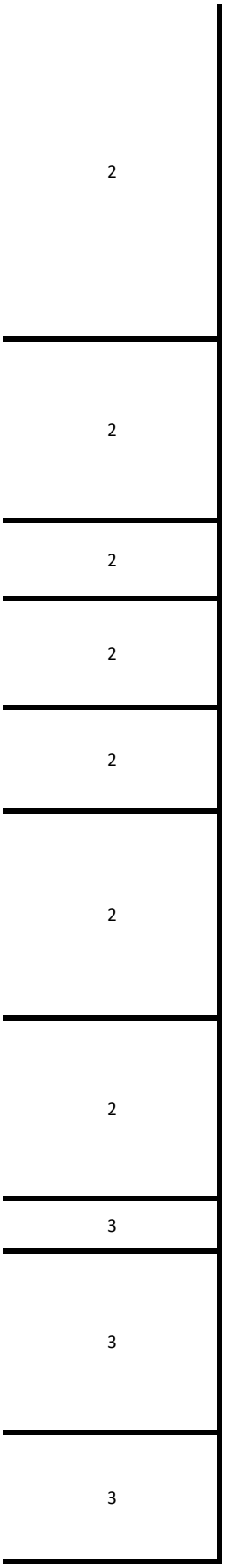
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Correct Answer

Wealth
5%
cost of capital
Ke> r
1.33
15
4 times
Debt financing will be advantages

Walter
1.29%
1.96
12%
Marketing
Equity and Debt
22.2
to increase return on investment.

Gain
Rate of interest
1.23
1.67
Equity shares
Financial Risk
1,70,000
Cost of Debentures
Earnings per share
Cash surplus

Cash Manufacture
Interest Rate Risk
Cash imbalance
Investment policy
Cash sales
Optimum cash balance
6 % Cash discount allowed for payment within 10 days.
Increases working capital
Age of customers in years
Sales price

Rs 9,450
Rs 86,666
Rs 51,000
Ordering cost
Systematic risk
A return more than required by investor
When risk increases , return increases

Expected return on portfolio
– Rs 1000
risk premium.
capital asset pricing model.
20.50%
Daily operations

Sales

Option 4	Correct Answer
International Trade	4

Special Commodities	3
Constant Cost	1
Alfred Marshall	2

Unequal	3
Alfred Marshall	2

2,2	4
Homogenoeus labor	2
Marginal Cost	3
Unequal Cost	1

labor theory	4
Unacceptable	3

Alfred Marshall	2
Inter-regional	4
Semi-General	3
4 X 4 X 4	2

Ky > Kx	3
Unequal Cost	1
Capital Specific	3
Frequency of capital labor	2

TL1 > TL2	1
PPC	4
PK1 < PK2	2
Cheap	4
Nation 2 has high wages	1
Terms of trade	4

Terms of trade	4
Commodity terms of trade	3
index	3
advanced	2
16.70%	option 3

double fctoral terms of trade	2
same	1
raw materials used for exports	1
fluctuating	2
David Ricardo	3

Changes in demand for exports	2
Tarifs are different	3
quality	2
Investment	1
have better bargaining power	2

A country has more product lines	3
encourages foreign goods	2
They import few goods	1
Reciprocal	4

Demand curve	2
Edgeworth and Pa	3
Volume of export	1
Mutual demand o	4

Increased efficien	4
Taxes	2
Intra indstry trade	2
Brettonwoods system	b

For allowing free trade	2
Tariffs affect the income and employment.	3
An export subsidy is a government grant given to an export firm.	3
banning trade	2
Economic union	4

Veraiiles	2
Creation of a European Social Fund to improve employment opportunities of workers.	3
5	3

Theresa May	4
July 23rd 2016	2
Association oS Southern,eastern European Nations	3

Bangkok declaration	4
ASEAN FTA will improve business competitiveness between the members.	2
Restrict exports	4
traders	1

restrictions	1
Equal cost	1
to improve the balance of payments	2
None of the above	2
decrease the government earnings from tax	3
allows monopolies	1

To allow free trade	4
Consular Formalities	2
Specific Duties	1
All of the above	3
Bills of exchange	1
Economic integration	2
Transfer effect	4

Terms of trade effect	3
Srilanka	1
None of these above	3
Trade area	3

European Investment Bank	1
19	4
pound	2
Pound	2
USA	1

East Asia Policy	2
23-Jun-18	1
1987	1
Budget	3

An export subsidy is a government grant given to an export firm	**3**
depend on imports for consumption	**3**
domestic farmers	**1**

Local content requirement	**2**
Revenue tariff	**3**
To allow excess supply in the domestic economy	**1**

Current account	3
exchang devaluation	3
LAF	1
Qoutas	1

Tariffs	2
Equal	2
WTO	2
UNESCO	1
Agriculture	1
40	1
Trademarks	1

Foreign investment	4
Donation	3
Bilateral flow	3
temporary disequilibrium	2

Fundamental disequilibrium	3
Devaluation	4
Remove qualitative retrictions	3

No discrimination between service suppliers	3
Increase trade in agricultural goods	3
Current account	3
Long–term borrowing	3

revenue	1
Devaluation	4
includes autonomous and accommodating flows	2
reserves account	2

Bank capital	3
Commercial	2
capital inflows	4
Government	4

Unequal	3
Monetary	2
Depriciation	1
World Bank	1

1st January 1996	2
Trade Related Investment in services	3
AoA	2
trademarks	1
Goods	1

UNCTAD	3
ASEAN	1
restricted	2
World bank	1
International fundin b	

United nations conf	c
Brajendra Navnit	d
IBRD	c
Amber box	a

Singapore	b
Goods	a
Hedging	1
Hedging	1

Hedging	3
positive	3
upward	1

unrelated	1
inferior	1
Alfred Marshall	1

Comparative advantage theory	1
NASDAQ	1
strict	b

profit	b
exchange rate	a
hedging	4

RRBs	3
fluctuate	1
restrictive	a

produce	1
drastically changes	1
production	3
neutralise	1

currency	3
values	3
values	3
futures	1

difference	2
option	2
restictive	2
locking	2
blocking	3

Floating exchange rate	4
Existence of a central market place	4
bitcoin	3

value currency	3
It has limited geographical dispersion	3
Leverage	4

Bullet trains	2
Leverage enables to make profit	2
None of the above	3

value tomorrow	2
non-deliverable forwards	2
value tomorrow	4

their relative capital movements	1
Changes in the exchange rate changes internal price level	4

export - import in two countries	1
inferior	2
EURO	1
auction	1

Scheduled Bank	1
Stable	3

Option 4	Correct Answer
International Trade	4

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Unequal	3
Alfred Marshall	2

2,2	4
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Consular Formalities	2
Specific Duties	1
All of the above	3
Bills of exchange	1
Economic integration	2
Transfer effect	4

Terms of trade effect	3
Srilanka	1
None of these above	3
Trade area	3

European Investment Bank	1
19	4
pound	2
Pound	2
USA	1

East Asia Policy	2
23-Jun-18	1
1987	1
Budget	3

An export subsidy is a government grant given to an export firm	**3**
depend on imports for consumption	**3**
domestic farmers	**1**

Local content requirement	**2**
Revenue tariff	**3**
To allow excess supply in the domestic economy	**1**

Current account	3
exchang devaluation	3
LAF	1
Qoutas	1

Tariffs	2
Equal	2
WTO	2
UNESCO	1
Agriculture	1
40	1
Trademarks	1

Foreign investment	4
Donation	3
Bilateral flow	3
temporary disequilibrium	2

Fundamental disequilibrium	3
Devaluation	4
Remove qualitative retrictions	3

No discrimination between service suppliers	3
Increase trade in agricultural goods	3
Current account	3
Long–term borrowing	3

revenue	1
Devaluation	4
includes autonomous and accommodating flows	2
reserves account	2

Bank capital	3
Commercial	2
capital inflows	4
Government	4

Unequal	3
Monetary	2
Depriciation	1
World Bank	1

1st January 1996	2
Trade Related Investment in services	3
AoA	2
trademarks	1
Goods	1

UNCTAD	3
ASEAN	1
restricted	2
World bank	1
International fundin b	

United nations conf	c
Brajendra Navnit	d
IBRD	c
Amber box	a

Singapore	b
Goods	a
Hedging	1
Hedging	1

Hedging	3
positive	3
upward	1

unrelated	1
inferior	1
Alfred Marshall	1

Comparative advantage theory	1
NASDAQ	1
strict	b

profit	b
exchange rate	a
hedging	4

RRBs	3
fluctuate	1
restrictive	a

produce	1
drastically changes	1
production	3
neutralise	1

currency	3
values	3
values	3
futures	1

difference	2
option	2
restictive	2
locking	2
blocking	3

Floating exchange rate	4
Existence of a central market place	4
bitcoin	3

value currency	3
It has limited geographical dispersion	3
Leverage	4

Bullet trains	2
Leverage enables to make profit	2
None of the above	3

value tomorrow	2
non-deliverable forwards	2
value tomorrow	4

their relative capital movements	1
Changes in the exchange rate changes internal price level	4

export - import in two countries	1
inferior	2
EURO	1
auction	1

Scheduled Bank	1
Stable	3

UNIT	DIFFICU	MARKS FOR THE QUESTION

SR.NO	QUESTION	OPTION 1	OPTION 2	OPTION3

Human Relations – I

1 ._____ Envir b) Sa c) Fir

›n of people into a work situation

2	An aggrie	a) Se	b) Gr	c) Im

Human Relations – I

3	. Industria	a) Ar	b) St	c) Cc

Human Relations – I

4	. _____	a) W	b) De	c) Dis

Human Relations – I

5	_____	a) Inc	b) Inc	c) En

Human Relations – I

6	. _____	a) Mc	b) Gr	c) Mc

Human Relations – I

7	Grievanc	a) un	b) ur	c) sh

Human Relations – I

8	Accident	a) ex	b) pr	c)nor

Human Relations – I

9	. _____	a)usi	b) inc	c) wc

Human Relations – I

10	A grievar	a) fac	b) im	c) dis

Human Relations – I

11	Emloyees	a) Gc	b) Pc	c) Ma

Human Relations – I

12 . _____ a) Inc b) Er c) H

Human Relations – I

13 . _____ a) HF b) M c) H

Human Relations – I

14 . Grievanc a) fai b) im c) un

Human Relations – I

15 ._____ a) Ec b) Fa c) Ju

Human Relations – I

16	The main	a) dis	b) sa	c) co

Human Relations – I

17	.If the grie	a) inc	b) hil	c) rec

Human Relations – I

18	.After the	a) 24	b) 48	c) 36

Human Relations – I

19	.If the ser	a) W	b) Fi	c) Gr

Human Relations – I

20	.The Grie	a) 7	b) 3	c) 4

Human Relations – I

The decis

21 a) Ch b) Se c) Ch

Human Relations – I

22 .Industrial a) pe b) dis c) un

Human Relations – I

23	.If industri	a) ag	b) so	c) pr

Human Relations – I

24	.Good___	a) Op	b) Re	c) Inc

Human Relations – I

25	.The proc	a) Re	b) Pr	c) Re

Human Relations – I

26	_____	a) Pe	b) Di	c) Cc

Human Relations – I

27	._____	a) Sa	b) Fa	c) Int

Human Relations – I

28 . Industria a) inc b) de c) no

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Answer 3	Answer 4	Sr. No.	Question	Answer 1	Answ

Module - I

Dispatching	(d)	Follow-up	1	Production planning is a _____ activity.	(a)	post–production	(b)
Sender	(d)	Channel	2	Removal of wastage provides _____ control.	(a)	quality	(b)
Downward	(d)	Business	3	Grapevine is a type of _____ communication.	(a)	Formal	(b)

E-mail	(d)	Telephone	4	_____ _____ ____ communication has legal validity.	(a)	Oral	(b)
Management audits	(d)	Budgets	5	_____ _____ ____ means the manner in which we carry ourselves.	(a)	a. Gesture	(b)

Critical Process Method	(d)	Critical Path Method	6	_____ _____ _____ can be caused by factors like grammar, pronunciation and pitch.	(a)	Physical barriers	(b)
Controlling	(d)	Coordination	7	The first step in the controlling process is _____ _____ _____.	(a)	Measurement of performance	(b)
			8	In _____ _____ technique superior and subordinates jointly carry on all aspects of a project.	(a)	MBO	(b)

Module - II

Planning	(d)	Designing					
Human Resource	(d)	Production	9	_____ management looks after production activity of an organisation.	(a)	Financial	(b)

Follow-up	(d)	Routing	10	PPC involves preparation of _____ budget.	(a)	Finance	(b)
Coordination	(d)	Directions	11	_____ ensures that actual production is as per the plan.	(a)	Dispatching	(b)
Follow-up	(d)	Routing	12	_____ finds out the deviations in the production process.	(a)	Dispatching	(b)

On-time	(d)	Limited	13	PPC helps in providing _____ services to customers	(a)	Better	(b)
Market testing	(d)	Commercialisation of the product	14	The product development process starts with _____.	(a)	Marketing	(b)

Module III

Batch	(d)	Flow	15	General p	(a)	Mass	(b)

Stagnated	(d)	Negative	16	Better wo	(a)	Increases	(b)
Tertiary	(d)	Unnecce ssary	17	Infrastruc	(a)	Primary	(b)
Labour	(d)	Capital	18	The ratio	(a)	Machine	(b)

Flow	(d)	Intermittent	19	Standardi	(a)	Job	(b)

Module IV

			20	_____	(a)	Maximun	(b)
Raw Material	(d)	Appliances	21	The objec	(a)	Of Lowes	(b)
Purchase Order	(d)	Inspection	22	In _____	(a)	ABC	(b)
HML	(d)	VED	23	_____	(a)	Rejection	(b)

Life-cycle	(d)	Probabili ty	24	Quality C	(a)	Authorita	(b)
Voluntary	(d)	Authorit ative	25	Automati	(a)	Reduced	(b)
Unaffected	(d)	Random					

Module - IV SALES PLANNING AND C				
७६	विक्री नियोजना तील पहिली पायरी ही _____ __ स्पष्टपणे परिभाषि त करणे ही आहे	विक्री उद्धिष्ट	विक्री संकल्पना	विक्री संघटना

७७	भविष्य काळातील विक्रीचे अंदाज ठरवण्याची _____ ही एक प्रक्रिया आहे	विक्री नियोजन	विक्री पूर्वानुमान	विक्री भविष्य
७८	उत्पादन ओळ, कंपनीचे विभाग किंवा विक्री प्रतिनिधिं करिता ठरवलेले _____ हे एक विक्री उद्धिष्ट आहे	विक्री उत्पादन खर्च	विक्री खर्च	विक्री हिस्सा

७९	विक्री नियोजना चे उद्धिष्ट एस.एम.ए .आर.टी. (SMART) असावे ज्यामधे 'एम.' चा अर्थ _____ ____ होतो	अर्थशून्य (Meanin gless)	मोजण्या योग्य (Measura ble)	विपर्यास (Misrepr esentatio n)
८०	_____ _____ ही एक विक्री पूर्वानुमा नाची पद्धत आहे.	वेस्टिबूल (Vestibul e)	मागील विक्री	एकूण विक्री
८१	_____ ____ ही एक विक्री पूर्वानुमा नाची मर्यादा आहे	अर्थव्यव स्थेतील परिस्थिती तील स्थिरता	ग्राहकां च्या मागणीती ल वाढ	ग्राहकां च्या आवडीती ल बदल

८२	विक्री अंदाजपत्र आणि विक्री लेखापरीक्षण हे _____ चा प्रयास नियंत्रण करण्याचे मूलभूत साधन आहे	विक्री पूर्वानुमान	विक्री लेखापरीक्षण	विक्री नियंत्रण
८३	_____ हे जे व्यवस्थापकाची विक्री करण्याची आणि त्या विक्रीतून महसूल गोळा करण्याची अपेक्षा असते	विक्री समन्वय	विक्री अंदाजपत्र	विक्री नियंत्रण

८४	एका विशिष्ट व्यक्ति किंवा प्रदेश किंवा वितरका ला कोणत्या ही प्रकारच्या दिलेल्या विक्री संख्येला _____ __ म्हणतात	विक्री संख्या	विक्री नुकसान	विक्री हिस्सा
८५	प्रादेशिक अंदाज पद्धतीला _____ म्हणून ही ओळखले जाते	ग्रासरूट द	हिरव्या ग	रूट कॅनल

८६	_____ पद्धतीमध्ये, विक्री हिस्सा हा संघटनेतील विक्री कर्मचाऱ्या द्वारे ठरवला जातो	विक्री कर्मचारी	विक्री संघटना	विक्री कर्मचारी अंदाजपत्र
८७	_____ हे एका विक्री कर्मचाऱ्याला विपणानाच्या उद्देशाने दिलेले भौगोलिक क्षेत्र असे म्हणतात	विक्री कल	विक्री पुनरावलोकन	विक्री अंदाज

८८	_____ __ घटक हे विक्री क्षेत्र ठरवते	लोकसंख्या	प्राधान्य	मोबदला

८९	_____ ही ग्राहकांनी उत्पादक बद्दल असलेले समाधान किंवा असमधा नाबद्दल पुरवलेली माहिती होय	ग्राहकांचे कागदपत्र	ग्राहक ताकद	ग्राहक अभिप्राय
९०	ग्राहकांचा अभिप्राय _____ करिता महत्वाचा आहे	भाग भांडवला ची रक्कम ठरवणे	उत्पादन आणि सेवांना सुधारणे	भांडवल उभारणी

९१	_____ विक्री हिस्सा हा एका वास्तविक वेळ रचनेसोबत विक्री उत्पादन खर्चाशी जोडलेला आहे.	कार्य	अंदाजपत्र	नफा
९२	इ.आर.पी. चा अर्थ _____ असा होतो	एंटरप्राइज रिसोर्स प्लानिंग	अर्निंग रिसोर्स प्लानिंग	एम्प्लोई रिसोर्स प्लानिंग
	_____ ही एक विक्री क्षेत्र रचनेतील एक पायरी आहे.	उत्पादन परिभाषित करणे	विक्रीचे उद्धिष्ट	बाजारपेठेचे संभाव्य ठरवणे

९४	_____ हे माहिती खनन तंत्र असून जे अवलंबून राहणारे आणि स्वतंत्र घटकांम धील संबंध शोधून काढते	भविष्यवाणी (Prediction)	सहसंबंधता (Association)	शाखा प्रतिनिधी /क्लस्टरिंग
९५	विक्री व्यवस्थापनात _____ हे सर्वात प्रसिद्ध माहिती खनन तंत्र आहे.	करार	सहाय्य	सह संबंधत

९६	_____ पद्धतीमध्ये विक्री हिस्सा अंदाजाच्या दोन पद्धती एकत्रित करून वापरल्या जातात	मागील कामगिरी	विक्री कर्मचारी अंदाज	संयुक्त
९७	वर्गीकरण हे विक्री व्यवस्थापनेतील एक उत्कृष्ट माहिती खानन पद्धत असून जे _____ वर आधारित आहे	यंत्र ज्ञान	यंत्र शिक्षण	शैक्षणिक शिक्षण

९८	_____ _____ मध्ये भागीदारां ना प्रतिभा, तांत्रिक कौशल्य आणि किंमतीची कार्यक्षम ता प्राप्त करावी लागते.	ई-चॅनेल	घाऊक विक्र	किरकोळ वि
९९	आयटी संस्था बहु-चॅनेल आणि _____ वितरण प्रणाली तयार करु शकते जी कमी किमतीचा फायदा घेतात.	साधारण	संकरित	प्रत्यक्ष

ıent Information Systems (MIS)	१००	_____ ___ हे संघटनेला रोजच्या रोज विक्री माहितीचे मार्गण करणे शक्य करते	सी.आर.ए म.	अर्निंग रिसोर्स प्लानिंग	व्यवस्थाप न माहिती पद्धती	

Module - IV SALES PLANNING AND CONTROLLING						
७६	विक्री नियोजना तील पहिली पायरी ही _____ __ स्पष्टपणे परिभाषि त करणे ही आहे	विक्री उद्धिष्ट	विक्री संकल्पना	विक्री संघटना	विक्री समस्या	विक्री उद्धिष्ट
७७	भविष्य काळाती ल विक्रीचे अंदाज ठरवण्या ची _____ ____ ही एक प्रक्रिया आहे	विक्री नियोजन	विक्री पूर्वानुमान	विक्री भविष्य	विक्री अंदाज	विक्री पूर्वानुमान

७८	उत्पादन ओळ, कंपनीचे विभाग किंवा विक्री प्रतिनिधिं करिता ठरवलेले _____ हे एक विक्री उद्धिष्ट आहे	विक्री उत्पादन खर्च	विक्री खर्च	विक्री हिस्सा	विक्री अंदाजपत्र	विक्री हिस्सा
७९	विक्री नियोजना चे उद्धिष्ट एस.एम.ए .आर.टी. (SMART) असावे ज्यामधे 'एम.' चा अर्थ _____ होतो	अर्थशून्य (Meanin gless)	मोजण्या योग्य (Measura ble)	विपर्यास (Misrepr esentatio n)	मापन (Measure ment)	मोजण्या योग्य (Measura ble)
८०	_____ ही एक विक्री पूर्वानुमा नाची पद्धत आहे.	वेस्टिबूल (Vestibul e)	मागील विक्री	एकूण विक्री	एन.जी.टी.	पूर्वीची विक्री

८१	_____ ____ ही एक विक्री पूर्वानुमानाची मर्यादा आहे	अर्थव्यवस्थेतील परिस्थितीतील स्थिरता	ग्राहकांच्या मागणीतील वाढ	ग्राहकांच्या आवडीतील बदल	कमी स्पर्धा	ग्राहकांच्या आवडीतील बदल
८२	विक्री अंदाजपत्र आणि विक्री लेखापरीक्षण हे _____ __ चा प्रयास नियंत्रण करण्याचे मूलभूत साधन आहे	विक्री पूर्वानुमान	विक्री लेखापरीक्षण	विक्री नियंत्रण	विक्री नियोजन	विक्री नियंत्रण
८३	_____ __ हे जे व्यवस्थापकाची विक्री करण्याची आणि त्या विक्रीतून महसूल गोळा करण्याची अपेक्षा असते	विक्री समन्वय	विक्री अंदाजपत्र	विक्री नियंत्रण	विक्री अंदाज	विक्री अंदाजपत्र

८४	एका विशिष्ट व्यक्ति किंवा प्रदेश किंवा वितरकाला कोणत्याही प्रकारच्या दिलेल्या विक्री संख्येला _____ म्हणतात	विक्री संख्या	विक्री नुकसान	विक्री हिस्सा	विक्री किंमत	विक्री हिस्सा
८५	प्रादेशिक अंदाज पद्धतीला _____ म्हणून ही ओळखले जाते	ग्रासरूट दृ	हिरव्या ग	रूट कॅनल	विविध दृष	ग्रासरूट दृष्टीकोन

८६	_____ पद्धतीमध्ये, विक्री हिस्सा हा संघटनेतील विक्री कर्मचाऱ्या द्वारे ठरवला जातो	विक्री कर्मचारी	विक्री संघटना	विक्री कर्मचारी अंदाजपत्र	विक्री अंदाजपत्र	विक्री कर्मचारी अंदाजपत्र
८७	_____ हे एका विक्री कर्मचाऱ्याला विपणानाच्या उद्देशाने दिलेले भौगोलिक क्षेत्र असे म्हणतात	विक्री कल	विक्री पुनरावलोकन	विक्री अंदाज	विक्री क्षेत्र	विक्री क्षेत्र
८८	_____ घटक हे विक्री क्षेत्र ठरवते	लोकसंख्या	प्राधान्य	मोबदला	कर्मचारी	लोकसंख्या

८९	_____ ही ग्राहकांनी उत्पादक बद्दल असलेले समाधान किंवा असमधानाबद्दल पुरवलेली माहिती होय	ग्राहकांचे कागदपत्र	ग्राहक ताकद	ग्राहक अभिप्राय	ग्राहकांची निवड	ग्राहक अभिप्राय
९०	ग्राहकांचा अभिप्राय _____ करिता महत्वाचा आहे	भाग भांडवलाची रक्कम ठरवणे	उत्पादन आणि सेवांना सुधारणे	भांडवल उभारणी	ग्राहकांची पिळवणूक	उत्पादन आणि सेवांना सुधारणे

९१	_____ विक्री हिस्सा हा एका वास्तविक वेळ रचनेसोबत विक्री उत्पादन खर्चाशी जोडलेला आहे.	कार्य	अंदाजपत्र	नफा	उत्पादन खर्च	उत्पादन खर्च
९२	इ.आर.पी. चा अर्थ _____ असा होतो	एंटरप्राइज रिसोर्स प्लानिंग	अर्निंग रिसोर्स प्लानिंग	एम्प्लोई रिसोर्स प्लानिंग	इक्विटि रिसोर्स प्लानिंग	एंटरप्राइज रिसोर्स प्लानिंग

	_____ ____ ही एक विक्री क्षेत्र रचनेतील एक पायरी आहे.	उत्पादन परिभाषित करणे	विक्रीचे उद्धिष्ट	बाजारपेठेचे संभाव्य ठरवणे	विक्री व्यवस्थापक ठरवणे	बाजारपेठेचे संभाव्य ठरवणे
९४	_____ ____ हे माहिती खनन तंत्र असून जे अवलंबून राहणारे आणि स्वतंत्र घटकांमधील संबंध शोधून काढते	भविष्यवाणी (Prediction)	सहसंबंधता (Association)	शाखा प्रतिनिधी /क्लस्टरिंग	वर्गीकरण (Classification)	भविष्यवाणी (Prediction)

९५	विक्री व्यवस्थापनात _____ _____ हे सर्वात प्रसिद्ध माहिती खनन तंत्र आहे.	करार	सहाय्य	सह संबंधत	खंबीर	सह संबंधता

		मागील कामगिरी				
९६	_____ ____ पद्धतीमध्ये विक्री हिस्सा अंदाजाच्या दोन पद्धती एकत्रित करून वापरल्या जातात		विक्री कर्मचारी अंदाज	संयुक्त	ग्राससरूट दृष्टीकोण	संयुक्त
९७	वर्गीकरण हे विक्री व्यवस्थापनेतील एक उत्कृष्ट माहिती खानन पद्धत असून जे _____ ____ वर आधारित आहे	यंत्र ज्ञान	यंत्र शिक्षण	शैक्षणिक शिक्षण	यंत्र कार्ये	यंत्र शिक्षण

९८	_____ _____ मध्ये भागीदारांना प्रतिभा, तांत्रिक कौशल्य आणि किंमतीची कार्यक्षमता प्राप्त करावी लागते.	ई-चॅनेल	घाऊक विक्रे	किरकोळ वि	ई-नेट	ई-चॅनेल
९९	आयटी संस्था बहु-चॅनेल आणि _____ वितरण प्रणाली तयार करु शकते जी कमी किमतीचा फायदा घेतात.	साधारण	संकरित	प्रत्यक्ष	अप्रत्यक्ष	संकरित
१००	_____ ___ हे संघटनेला रोजच्या रोज विक्री माहितीचे मार्गण करणे शक्य करते	सी.आर.एम.	अर्निंग रिसोर्स प्लानिंग	व्यवस्थापन माहिती पद्धती	ई-साखळी	व्यवस्थापन माहिती पद्धती

ग्रेंग (Downsizing)
ान्नता

Ans	Solution
C	Organisational behaviour
A	Frederick Taylor

C	Autocratic
B	Relay assembly test
D	Functional design

A Multidivisional design

C Product design

B	Virtual design
D	Structure
B	Line organisation structure

C FW Taylor

D Modern organisation structure 1

C Matrix organisation

B Economic

D Social cultural

A Physical facilities

C	Personality
B	Agreeableness
A	Extroversion

D Self esteem

B Perception

C	Niccolo Machiavelli
A	Organisational commitment
C	Dynamic

A	Primary and secondary groups
C	Storming
B	Norming

Power

D

B

Legitimate

D Coercive

B

Organisational politics

A Alliance

C	Power play
B	Intrapersonal conflict
D	Role conflict

B Functional conflict

C Negotiation

A Eustress

C Trauma

D Burnout

B	Dominant culture and subcultures
D	Mechanistic culture

C encounter stage

A Workforce

B Accountability

D Stress

C Frustration

B	Ethics
A	Behavioral self control

Ans	Solution

	C	Organisational behaviour
A		Frederick Taylor
C		Autocratic

B	Relay assembly test
D	Functional design
A	Multidivisional design

C Product design

B Virtual design

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B	Line organisation structure
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D Modern organisation structure 1

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B Economic

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A Physical facilities

C Personality

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A Extroversion

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B	Perception
C	Niccolo Machiavelli

A Organisational commitment

C Dynamic

A Primary and secondary groups

C Storming

B Norming

Power

D

B

Legitimate

D Coercive

B

Organisational politics

A Alliance

C	Power play
B	Intrapersonal conflict
D	Role conflict

B Functional conflict

C Negotiation

A Eustress

C Trauma

D Burnout

B	Dominant culture and subcultures
D	Mechanistic culture

C encounter stage

A Workforce

B Accountability

D Stress

C Frustration

B	Ethics
A	Behavioral self control

ING RESEARCH

OPTION4	ECT ANS	MODULE

SR.NO	UESTIO	PTION	PTION	PTION	PTION4
	Gender b	a)econom	b) employ	c) socio- e	
d) HF	**1.**	MODULE - III	1		d) talent c

_____ a)HR Rese b) HR Acc c) HRD d) HR aud

d) Ar **2.** MODULE - III 2

._____ a)Human b) Human c) Human d) Human

d) Lo **3.** MODULE - III 3

. _____ a) Human b) Human c) Human d) Human

d) W **4.** MODULE - III 4

Human Re a) Audit b) Planning c) Account d) Researc

d) Er **5.** MODULE - III 5

. _____ a) Human b) Human c) Human I d) Human

d) Sa **6.** MODULE - III 6

_____ a) Human b) Human c) Human d) Human

d) inc **7.** MODULE - III 7

_____ a) Works b) Quality c) Joint M d) Employ

d) un **8.** MODULE - III 8

-_____ a) Quality b) Team s c) Employ d) Gender

d) no **9.** MODULE - III 9

. In _____ a) Employ b) Joint M c) Co-part d) Quality

d) un **10.** I MODULE - III 10

. There is a) Ethics c b) Interna c) Works c d) Co-part

d) Su **11.** I MODULE - III 11

._____ a) HR Res b) HR Acc c) HRD d) HR aud

d) Hi **12. I** MODULE - III 12

. HR Acco a) plannir b) prepari c) measur d) organiz

d) HF **13. I** MODULE - III 13

.HRA enal a) retrenc b) placem c) perforn d) dismiss

d) eq **14.** MODULE - III 14

.Assumin a) Employ b) Employ c) Employ d) Employ

d) Fa **15.** MODULE - III 15

.Employe(a) Industr b) Industr c) Industr d) Industr

d) ha **16.** (MODULE - III 16

. _____ a) Works b) Quality c) Joint M d) Directc

d) ris **17.** I MODULE - III 17

.In Co-par a) share h b) debent c) directo d) manag

d) 72 **18.** MODULE - III 18

_____ a) Employ b) Employ c) Employ d) Employ

d) Re **19.** MODULE - III 19

_____ a) Recruit b) Volunt c) Placem d) Promot

d) 5 **20.** MODULE - III 20

. A _____ a) Public l b) Private c) unlimit d) Public s

d) Ar **21.** MODULE - III 21

.Employe a) misguic b) neglect c) counse d) misled

d) dis **22.** MODULE - III 22

.VRS help a) increas b) double c) cut dov d) raise

d) ac **23.** MODULE - III 23

.VRS may a) insecur b) protect c) stability d) safety

d) St **24.** MODULE - III 24

.The dow a) insignif b) noness c) strateg d) unimpo

d) Ex **25.** I MODULE - III 25

.VRS lead a) legal b) social a c) positive d) favoura

d) Bo **26.** I MODULE - III 26

. _____ a) Apsara b). Mehr c). Atma d). Visha

d) Di **27.** I MODULE - III 27

d) ris **28.** (MODULE - III

ver 2	Answer 3	Answer 4	Correct Answer	Sr. No.	Question

Module -

								_____ _____ _____
production process	(c)	pre-production	(d)	basic	(c)	pre-production	1	means conversion of inputs into output.
cost	(c)	stock	(d)	production	(b)	cost	2	Regular and continuous production is the _____ _____ __ of PPC.
Informal	(c)	Upward	(d)	Downward	(b)	Informal	3	When information flows at the same level, it is known as _____ _____ __ communication.

Verbal	(c)	Written	(d)	Informal	(c)	Written	4	The process of formulation of message is called as _____ _____ _____ __.
b. Posture	(c)	c. Facial expression	(d)	d. Body language		b. Posture		_____ _____ ____ communication uses language to communicate messages.
							5	

Languag e barriers	(c)	Psycholo gical barriers	(d)	Cross-cultural barriers	(b)	Languag e barriers	6	_____ _____ ____	communi cation provides a permane nt record.
Setting targets	(c)	Compari son of performa nce with targets	(d)	Taking correctiv e actions	(b)	Setting targets	7	PERT and CPM help to complete the projects _____ _____ _____ ___	
PERT and CPM	(c)	Manage ment audit	(d)	Budget	(a)	MBO	8	There is need for coordinat ion due to _____ _____ _____	of units.

Marketing	(c)	Production	(d)	Human Resource	(c)	Production	Materials and machines are _____ _____ __ for production.
							9

Marketing	(c)	Production	(d)	HR	(c)	Production		Determining the sequence of operations of production is part of production _____ _____ __.
Scheduling	(c)	Follow-up	(d)	Routing	(c)	Follow-up	10	_____ _____ _____ means preparing time table for production process.
Scheduling	(c)	Follow-up	(d)	Routing	(c)	Follow-up	11	Follow-up is part of production _____ _____ ____.
							12	

Bad	(c)	No	(d)	Few	(a)	Better	
Commercialisation	(c)	Idea generation	(d)	Idea screening	(c)	Idea generation	
Continuou	(c)	Intermitte	(d)	Process	(c)	Intermittent	

13 The product development process starts with _____ _____ _____ __.

14 _____ _____ _____ is an experiment done to check the response of the customers for the product.

Module -

15 Special pı

Decreases (c) Does not (d) Stagnates (a) Increases

16 Adopting

Secondary (c) Tertiary (d) Unnecces (a) Primary

17 Proximity

Area (c) Labour (d) Capital (a) Machine

18 The ratio

Mass	(c)	Batch	(d)	Project	(b)	Mass	

19 _____

Module -

Minimum	(c)	Buffer Sto	(d)	Additiona	(c)	Buffer Stock	20 _____

At Highes	(c)	At Lowes	(d)	From one	(c)	At Lowest Price	

21 The main

JIT	(c)	VED	(d)	HML	(b)	JIT	

22 In EOQ te

Acceptan	(c)	Lot Size	(d)	Batch Siz	(b)	Acceptance Samplir	

23 _____

Participat (c) Selective (d) Remunera (b) Participative

24 The leade

Enhanced (c) Unaffecte (d) Increased (a) Reduced

25 Automati

ONTROLLING	
विक्री समस्या	विक्री उद्भिष्ट

Module - III SALES MANAGEMENT						
५१	_____ ही ‘काम करताना ची’ प्रशिक्षण देण्याची एक पद्धत आहे	मार्गदर्शक	प्रत्यक्ष प्रकरण (Case Study)	गट चर्चा	रोल प्ले	**मार्गदर्शक**

विक्री अंदाज	विक्री पूर्वानुमान
विक्री अंदाजपत्र	विक्री हिस्सा

५२	_____ हे संस्थेच्या प्रभावशीलतेमधील खूप महत्वाचे कार्य आहे.	नियोजन	नियंत्रण	समन्वय	स्टार्फिंग	**समन्वय**
५३	_____ हे उत्पादन आणि सेवा यांचे वितरण आणि विक्री कामगिरी सुधारणेत समाविष्ट होणाऱ्या क्रिया आणि कार्य यांतील दिशानिर्देशनात मदत करते	लॉजिस्टिक्स व्यवस्थापन	विपणन व्यवस्थापन	विक्री व्यवस्थापन	मानवी संसाधन व्यवस्थापन	**विक्री व्यवस्थापन**

मापन (Measurement)	मोजण्या योग्य (Measurable)
एन.जी.टी.	पूर्वीची विक्री
कमी स्पर्धा	ग्राहकां च्या आवडीतील बदल

५४	विक्री कर्मचाऱ्यां करिता गरजेचे असलेले वर्तन स्वरूप समजण्या करिता _____ चे ज्ञान असणे आवश्यक आहे.	उद्योजकता	मानसशास्त्र	विपणन	विक्रय वृद्धी	**मानसशास्त्र**
५५	वेस्टिब्यूल प्रशिक्षण हे _____ प्रशिक्षण पद्धतींचे तंत्र आहे.	काम करताना च्या	काम करत नसताना च्या	प्रक्रिया प्रशिक्षण	निवृत्त	**काम करत नसताना च्या**
५६	किडझानिया हे _____ चे उदाहरण आहे.	अनुकृति व्यायाम	फिल्म्स	वर्गातील व्याख्यान	वेस्टिब्यूल ट्रेनिंग	**सिम्युलेशन व्यायाम**

विक्री नियोजन	विक्री नियंत्रण
विक्री अंदाज	विक्री अंदाजपत्र

५७	_____ ____मध्ये विक्री कर्मचाऱ्याला वास्तव जीवनातील समस्या परिस्थितीत ठेवणे ह्याचा समावेश होतो	रोल प्ले	शिकवू उमेदवार प्रशिक्षण	प्रत्यक्ष प्रकरण (Case Study)	टी-गट प्रशिक्षण	**रोल प्ले**
५८	_____ हे कर्मचार्यांना प्रवृत्त करण्याच्या दिशेने बरेच पुढे नेऊ शकते.	ओळख	वैयक्तिक पुरस्कार	पोचपावती	पगारातील वाढ	**पोचपावती**

विक्री किंमत	विक्री हिस्सा	५९	_____ _____ ____विक्रीला रिलेशन शिप बिल्डिंग विक्रय शैली असेही म्हणतात.	प्राथमिक	सल्लागार	मूळ	आक्रमक	**सल्लागार**
विविध दृष	ग्रासरूट दृष्टीकोन	६०	_____ विक्री शैली ही ग्राहकांच्या नवीन गरजा निर्माण करण्याऐवजी अस्तित्वात असलेल्या गरजांचा अभ्यास करणे होय	सल्लागार विक्री	आक्रमक विक्री	उत्पाद अभिमुख विक्री	गरजा अभिमुख विक्री	**गरजा अभिमुख विक्री**

विक्री अंदाजपत्र	विक्री कर्मचारी अंदाजपत्र
विक्री क्षेत्र	विक्री क्षेत्र

६१	_____ विक्री शैली अशी आहे जेथे विक्री प्रतिनिधी जास्तीत जास्त केंद्रित राहून विक्री करणे हा एकमात्र हेतू बाळगतो.	सल्लागार विक्री	आक्रमक विक्री	उत्पाद अभिमुख विक्री	गरजा अभिमुख विक्री	**आक्रमक विक्री**
६२	_____ विक्री शैली अशी आहे जेथे विक्री प्रतिनिधी संभाव्य ग्राहकाला उत्पादना ची वैशिष्ट्ये आणि त्याचे फायदे समजावून देण्याकडे जास्त कल बाळगतो	सल्लागार विक्री	आक्रमक विक्री	उत्पाद अभिमुख विक्री	गरजा अभिमुख विक्री	**उत्पाद अभिमुख विक्री**

कर्मचारी	लोकसंख्या

६३	आपल्या ग्राहकांसोबत एकत्रित होऊन त्यांच्या गरजा ओळखणे, तुमचे उपाय त्यांना कसे फायदेशीर ठरते त्याचे मूल्यमापण करणे आणि निर्णय घेण्याच्या प्रक्रियेद्वारे पुढे जाणे ही _____ विक्री आहे	व्यवहार विक्री	सहयोगी विक्री	उत्पाद अभिमुख विक्री	गरजा अभिमुख विक्री	**सहयोगी विक्री**

ग्राहकांची निवड	ग्राहक अभिप्राय
ग्राहकांची पिळवणूक	उत्पादन आणि सेवांना सुधारणे

६४	मुद्दाम दीर्घकालीन ग्राहक संबंध प्रस्थापित करण्याऐवजी त्वरित विक्रीवर लक्ष केंद्रित करणाऱ्या एका विक्री धोरणत समावेश होणारी _____ विक्री आहे	व्यवहार विक्री	सहयोगी विक्री	उत्पाद अभिमुख विक्री	गरजा अभिमुख विक्री	**व्यवहार विक्री**
६५	संवेदनशीलता प्रशिक्षण हे _____ म्हणून देखील ओळखले जाते.	झेड-गट प्रशिक्षण	ए-गट प्रशिक्षण	टी- गट प्रशिक्षण	एम-ग्रुप प्रशिक्षण	**टी- गट प्रशिक्षण**

उत्पादन खर्च	उत्पादन खर्च
इक्विटि रिसोर्स प्लानिंग	एंटरप्राइज रिसोर्स प्लानिंग
विक्री व्यवस्थापक ठरवणे	बाजारपेठेचे संभाव्य ठरवणे

६६	_____ पद्धतीमध्ये इतर सहभागींच्या चर्चेवर विवाद न करता एखाद्या समस्येवर चर्चा करणे याचा समाविष्ट आहे.	दूरसंचार परिषद	गट चर्चा	सूचना योजना	विचारमंथन	**विचारमंथन**
६७	फ्रिंजफायदे हे _____मोबदल्याअंतर्गत येते	आर्थिक पुरस्कार / भरपाई	विना आर्थिक पुरस्कार / भरपाई	सेन्स ऑफ इक्विप्लीमेंटमेंट	वरीलपैकी काहीही नाही	**आर्थिक पुरस्कार / भरपाई**
६८	भविष्य निर्वाह निधी _____मोबदल्याअंतर्गत येते	अभिप्रेरक उत्पन्न	स्थगित उत्पन्न	चालू उत्पन्न	वरीलपैकी काहीही नाही	**स्थगित उत्पन्न**

वर्गीकरण (Classification)	भविष्यवाणी (Prediction)
खंबीर	सह संबंधता

६९	_____ हे संस्थेमध्ये ठराविक कालावधीत काही कर्तव्ये पार पाडण्यासाठी मासिक दिलेला थेट आर्थिक चलन आहे.	पगार	बक्षिसे	कौतुक	ओळख	**पगार**
७०	विक्री होणे किंवा वाढवण्याच्या पायऱ्या आणि तंत्र यात समाविष्ट होणारी _____ ही एक प्रक्रिय आहे.	जनसंपर्क	विक्री व्यवस्थापन	जाहिरात	भरती	**विक्री व्यवस्थापन**

ग्रासरूट दृष्टीकोण	संयुक्त
यंत्र कार्ये	यंत्र शिक्षण

७१	_____ रचना विक्री संस्थेच्या संरचनेचा सर्वात जुना आणि सोपा प्रकार आहे	रेखा विक्रय	रेखा मॅट्रि	रेखा आणि कर्मचारी संघटना	आगाऊ सं	**रेखा विक्रय**
७२	विक्री योजना _____ दस्तऐवज आहे ज्यात व्यापारची उद्धिष्ट, संसाधने आणि विक्री क्रियाक लापांची रूपरेषा आहे.	निहित	नियमित	धोरणात्मक	पारंपरिक	**धोरणात्मक**

ई-नेट	ई-चॅनेल
अप्रत्यक्ष	संकरित

७३	कामगार संघटना हे कर्मचारी मोबदलावर परिणाम करणारा _____ घटक आहे.	अंतर्गत	बाह्य	गंभीर	अपायकरक	**बाह्य**
७४	कार्य मूल्यमापन आणि कार्यसिद्धी मूल्यमापन हे कर्मचारी मोबदलावर परिणाम करणारा _____ घटक आहे.	अंतर्गत	बाह्य	गंभीर	दुय्यम	**अंतर्गत**

ई-साखळी	व्यवस्थापन माहिती पद्धती		७५	प्रभावी संयोजन योजना महत्त्वपूर्ण विक्री दलाच्या क्रियाकलापांना पुरस्कृत करण्यासाठी, नियंत्रण आणि _____ चे समतोल प्रोत्साहन देतात.	उपलब्धता	लवचिकता	समन्वय	वरीलपैकी काहीही नाही	**लवचिकता**

SAMPLE QUESTION BANK						
Class / Sem: - M			**Subject: - ADVERTISING AND SALES MANAGEME**			

Q. No.	**Question**	**A**	**B**	**C**	**D**	**Answer**
Module - I ADVERTISING FUNDAMENTALS AND MEDIA						

१	Advertising' हा शब्द _____ ह्या मूळ लॅटिन शब्दातून घेतला आहे	ऍडव्हर्टी	ऍडव्हर्ट	ऍडव्हॅन्स	ऍडव्हेब	**ऍडव्हर्ट**
२	जाहिरात हे एक _____ चे घटक आहे	विपणन मि	वृद्धी मिश्र	वितरण मि	किंमत मि	**वृद्धी मिश्र**
३	अति रहदारी च्या ठिकाणी जाहिराती निमित्त एक लहान, तात्पुर त्या, स्वतंत्र बूथ उभा केला जातो त्यास _____	फेरीवाला	मॉल	रस्त्यावरी	किओस्क	**किओस्क**

४	_____ _____ ही एक चकाकणारी जाहिरात असून ज्याचे सौंदर्य आणि आकर्षकपणा येणजणाऱ्यांचे विशेषतः रात्रीच्या वेळी दुकानाकडे लक्ष वेधून घेते	छापील पत्र	पॉइंट ऑफ	नेओन साइ	बॅनर	**नेओन साइन**
५	जाहिरातीने _____ _____ हा फायदा व्यापार संस्थेला प्रदान केला जातो	संपूर्णपणे	बातम्या पुरवणे	स्पर्धेला तो	यापैकी सर्व	**स्पर्धेला तोंड देणे**

६	जाहिरातीने _____ _____ हा फायदा ग्राहकांना प्रदान केला जातो	संस्थेची ओळख	नफ्यात व	स्पर्धेला तो	वस्तूची निवड करणे	**वस्तूची निवड करणे**
७	जाहिरातींच्या प्रकारांमध्ये, ओ.ओ.एच. ह्याचा अर्थ _____ _____ असा होतो	ओन्ली-ऑन-होर्डिंग (Only-on-Hoarding	आऊट-ऑफ-होम (Out-of-Home)	आऊट-ऑफ-होमटाऊन (Out-of-Hometown)	आऊट-ऑफ-हिल (Out-of-Hill)	**आऊट-ऑफ-होम (Out-of-Home)**
८	स्थानिक क्षेत्रात जाहिरातीसाठी _____ _____ माध्यम हे सर्वाधिक योग्य आहे	राष्ट्रीय स्तरावरील प्रदर्शन	प्रादेशिक वर्तमानपत्र	आंतराष्ट्रीय टीव्ही चॅनल	स्थानिक दैनिके	**स्थानिक दैनिके**

९	_____ वरील जाहिरात हे ट्रान्जिट (transit) जाहिरातीचे एक उदाहरण आहे.	स्थानिक ट्रेन	भिंती	शटर	जाहिरात फलक	**स्थानिक ट्रेन**
१०	_____ याचा अर्थ वृद्धी तंत्रे जसे की सूट, फ्री भेटवस्तू, वॉरंटी इ. असा होतो	जनसंपर्क	प्रसिद्धी	विक्रय वृद्ध	प्रदर्शन	**विक्रय वृद्धी**

११	_____ _____ हा एक विपणन नमूना असून ज्याचा वापर एका जाहिरात मोहिमेचे स्पष्ट ध्येय प्रस्थापित करण्यासाठी आणि त्याचे यश मोजण्यासाठी केला जातो	आय. ओ.	पी.ओ.पी.	डी ए जी एम ए आर (डागमार)	टी. ए. एन	**डी ए जी एम ए आर (डागमार)**
१२	'Defining Advertising Goals for Measured Advertising Results' (डागमार) नमूना _____ _____ ह्यांनी विकसित केला होता	आर्मस्ट्रॉग	रुसेल कोल	फिलिप को	अमेरिकन मार्केटिंग असोसिएशन	**रुसेल कोली**

१३	_____ _____ ही एक लॅविड्ज आणि स्टेइनर यांच्या 'Hierarchy of Effects' ह्या नमुन्या तील एक पायरी आहे	आवड (lik	फायदा (Leverage)	संपर्क (Lia	लोडिंग	**आवड (liking)**
१४	जाहिरात संस्था ही जाहिरात कर्त्यास _____ ___ साठी मदत करते	नियोजन, तयार करणे आणि योग्य माध्यमा मध्ये जाहिराती ची ठेवण	भांडवल बाजारपेठे तून भांडवला ची उभारणी करणे	कच्चा माल संपादन करणे	योग्य कर्मचाऱ्या ला योग्य कामावर ठेवणे	**नियोजन, तयार करणे आणि योग्य माध्यमा मध्ये जाहिराती ची ठेवण**

१५	जाहिरात संस्थेतील _____ _____ हे विभाग आपल्या ग्राहकांना सेवा पुरवणे जसे की जाहिरात मोहीमेचे नियोजन, माध्यमाची निवड, त्यांच्या समस्या सोडवणे इत्यादीसाठी जबाबदार असते	वित्त	लेखांकन सेवा	मानवी संसाधन	खरेदी	**लेखांकन सेवा**

१६	_____ ____हया जाहिरात संस्था, अनेक स्वतंत्र जाहिरात संस्थांचे विलीनीकरण करून बनवल्या जातात आणि त्यांचे जगभरात प्रादेशिक कार्यालये स्थित असतात	स्थानिक	प्रादेशिक	मेगा	घरगुती	**मेगा**
१७	_____ ____ हे जाहिरातीं करिता नवीन माध्यम उपलब्ध आहे	भिंती रंगव	दवंडीवाला	डिजिटल म	छपाई	**डिजिटल माध्यम**

१८	माध्यम उद्धीष्टां मद्धे, जी. आर. पी. (GRP) चा अर्थ _____ असा होतो.	ग्रॉस रनींग पॉईन्ट	जनरल रेटींग पॉईन्ट	ग्रॉस रेटींग पॉईन्ट	जनरल रनींग पॉईन्ट	**ग्रॉस रेटींग पॉईन्ट**
१९	_____ हे एक माध्यम उद्धिष्ट आहे.	पोहोच (Reach)	मूल्य (Rate)	मूल्यमापन (Evaluate)	विश्लेषण (Analyse)	**पोहोच (Reach)**
२०	_____ ही एक जाहिराती चे अंदाजपत्रक ठरवण्या ची पद्धत आहे	विक्रीची ट	भागांची (s	एफ.आय. एफ.ओ.	नुकसानीच	**विक्रीची टक्केवारी**

२१	एक जाहिरात कर्ता त्याच्या उत्पादनाच्या जाहिराती करिता योग्य माध्यम निवडता _____ निकष विचारात	उत्पादनाचे स्वरूप	जाहिरात अंदाजपत्रक	जाहिरात मोहिमेचे उद्धिष्ट	यापैकी सर्वच	**यापैकी सर्वच**
२२	_____ ___ चा अर्थ हा एक व्यक्ति दिलेल्या वेळात एका माध्यमाच्या संपर्कात सरासरी किती वेळा येतो असा होतो	पोहोच (Reach)	वारंवारिता (Frequency)	ग्रॉस रेटींग पॉईन्ट	यापैकी सर्वच	**वारंवारिता (Frequency)**
२३	The Hierarchy of Effects' नमूना _____ ____ ह्यांनी निर्माण केला होता	एफ. ड्ब्लु.	आर्मस्ट्रॉंग	फिलिप को	रॉबर्ट जे लॅविड्ज आणि गॅरी ए स्टेइनर	**रॉबर्ट जे लॅविड्ज आणि गॅरी ए स्टेइनर**

२४	_____ _____ हा एक आय.एम. सी. चा घटक आहे	प्रयोजक	आधिलाभां	हक्क भाग	राखीव निधि	**प्रयोजक**
२५	_____ _____ हयास वैयक्तिक विक्री असे म्हणतात	विक्रय वृद्	जाहिरात	विक्रयकल	यापैकी सर्वच	**विक्रयकला**
REATIVITY, SOCIAL AND REGULATORY FRAMEWORK OF A						
२६	_____ ___ हे वाचकांचे लक्ष आकर्षित करते, उत्पादकाच्या फायद्यांची माहिती पुरवून त्यांच्या मनात उत्कंठा निर्माण करते आणि संपूर्ण जाहिरात वाचण्यास प्रवृत करते	घोषवाक्य	शिर्षक	लोगो	मजकूर	**शिर्षक**

२७	जाहिरातीच्या मजकूर लेखकाला उत्पादक बद्दल _____ माहीत असणे गरजेचे आहे जे उत्पादनाला स्पर्धकाहून भिन्न बनवते	वैशिष्ट्य	यू. एस. पी.	रचना	फायदे	**यू. एस. पी.**
२८	एका मुरूम विरोधी क्रीमकरिता _____ हे योग्य लक्ष्य प्रेक्षक आहेत	लहान मुले	जेष्ठ नागरिक	किशोरवयीन	प्रौढ	**किशोरवयीन**
२९	जाहिरात कर्त्याने आपले जाहिरात करीत असलेल्या उत्पादन आणि सेवांबद्दल _____ टाळायला हवे	अतिशयोक्ती	तथ्यता	वस्तुस्थिती	खरेपणा	**अतिशयोक्ती**

३०	वाचक प्रिंट जाहिरातीं मध्ये पाहणार आहेत त्या प्रति कॉपीचा पहिला घटक _____ _____ ___ आहे.	मथळा	घोषणाबाज	लोगो	मुख्य प्रत	**मथळा**
३१	सखोल मुलाखत पूर्व-चाचणी जाहिरातीं च्या _____ _____ पद्धतींचा एक भाग आहे.	गुणात्मक	संख्यात्मक	सांख्यिकी	पोस्ट चाचा	**गुणात्मक**
३२	_____ _____ _____ हे एखाद्या प्रभावी जाहिराती चे अत्यंत गरजेचे घटक आहेत.	विक्री आणि विपणन	कल्पकता आणि संशोधन	पोस्ट आणि प्रकाशित करणे	निर्मिती आणि कार्यवाही	**कल्पकता आणि संशोधन**

३३	भारतीय जाहिरात प्रमाण मंडळ (ए.एस.सी .आय.) _____ साली स्थापित झाले.	१९८९	१९९०	१९८५	१९६५	**१९८५**
३४	_____ ह्यांचा दृश्य संकल्पना विकसित करून संगणक सॉफ्टवेअ रद्वारे माहिती पोहोचवणे यात समावेश होतो	ग्राफिक डिजायनर	पत्रकार	मजकूर संचालक	छायाचित्र कार	**ग्राफिक डिजायन र**
३५	जाहिराती चा विशेषतः ग्राहकांवर _____ असा परिणाम होतो	समाजशा स्त्रीय	तत्त्वज्ञान शास्त्रीय	अर्थशा स्त्रीय	मानसशा स्त्रीय	**मानसशा स्त्रीय**

३६	_____ मध्ये थोड्याश्या शब्दांचा छोट्या ओळींच्या स्वरुपात समावेश होतो आणि ते जाहिरातीच्या शीर्षकाच्या वरच्या किंवा खालच्या बाजूला दिसतात	घोषवाक्य	लोगो	उपशीर्षक	चित्र	**उपशीर्षक**
३७	_____ हे कंपनी, तिचे उत्पादन, किंवा तिच्या कॉर्पोरेट मिशनकरिता एक वेगळी छबी निर्माण करते आणि जाहिरातीला स्मरणीय बनवते	मुख्याशीर्षक	घोषवाक्य	उपशीर्षक	पटकथा	**घोषवाक्य**

३८	_____ ___ जाहिरात सामूहिक ऐक्य आणि सामाजिक कल्याण ला प्रोत्साहन देते	किरकोळ	सामाजिक	राजकीय	हरित	**सामाजिक**
३९	_____ ___ जाहिरात चाचणी पद्धतीम ध्ये नमूना प्रतिसाद कांना पर्यायी जाहिराती दाखवण्या चा समावेश होतो	ग्राहक मंडळ	चेकलिस्ट	प्रश्नावली	चौकशी	**ग्राहक मंडळ**

४०	एएससी आयची स्थापना १९८५ मध्ये झाली आणि ती _____ संस्थापक सदस्यांद्वारे स्थापित केली गेली आहे जी जाहिरात कामांमध्ये गुंतलेली आहेत.	४८	५०	१२	८४	**४८**
४१	_____ _ चाचणी जाहिरातीचे बाजारपेठेत क्षेपण झाल्यावर त्याची परिणाम कारकता ठरवते	ओळख	नाट्यगृह	वाचनियता	पोर्टफोलियो	**ओळख**

४२	_____ ____ ची जाहिरात लोकांमध्ये आरोग्य आणि स्वच्छता याबद्दल जाणीव करून देते	होंडा कार	एल.आय.सी.	लाइफबॉय हँडवॉश	एक्सिस बँक	**लाइफबॉय हँडवॉश**
४३	_____ ____ जाहिरातींना खोट्या जाहिराती म्हणून ही ओळखल्या जातात	अचेतन	भ्रामक	सामाजिक	वकिली	**भ्रामक**
४४	_____ ___ व्यवस्थापक हा जाहिरातींचे मार्गिकरण आणि क्रमयोजन करण्याचे काम बघतो	बढती	ट्राफिक	कलाकाम	ब्रँड	**ट्राफिक**

४५	_____ माध्यमातील जाहिराती अफाट पसरलेल्या प्रेक्षकांकडे पोहोचतात	घराबाहेरील	छापील	रेडियो	सामाजिक	**सामाजिक**
४६	Broadcasting, Content Complaints Council, (BCCC) ची मूळ संस्था आय.बी.एफ. ही_____ साली उभारण्यात आली	२०१०	२०१४	२०१६	२०११	**२०११**

४७	दूरदर्शन आणि ए.आय. आर. हे दोन्ही ही व्यावसायिक जाहिरातींचे व्यापक अधिलिखित नियम _____ च्या नियंत्रणाखाली पालन करत आहेत	ऑडिट ब्यूरो ऑफ सर्कुलेशन	प्रसार भारती	असोसिएशन ऑफ नॅशनल ऐडवर्टायझर	ऐडवर्टायझिंग एजेन्सीस असोसिएशन ऑफ इंडिया	**प्रसार भारती**
४८	_____ हे ग्राहकांना जाहिरात केलेल्या वस्तु आणि सेवांची गुणवत्ता, प्रमाण, कुवत, शुद्धता, दर्जा आणि किंमत जाणण्याचा अधिकार प्रदान करतो	स्त्री अशिष्ट रूपण (प्रतिषेध) अधिनियम, १९८६	औषधिद्रव्य व सौंदर्यप्रसाधन अधिनियम, १९४०	उपभोक्ता संरक्षण अधिनियम, १९८६	अन्न सुरक्षा आणि मानके कायदा, २००६	**स्त्री अशिष्ट रूपण (प्रतिषेध) अधिनियम, १९८६**

४९	टेलिव्हीजन जाहिरातींत _____ वापर केल्याने त्या स्मरणीय होतात	अतिशयोक्ति	प्रशंसा जाहिरात	मुलाखत	नैसर्गिक पार्श्वभूमी	**प्रशंसा जाहिरात**
५०	Indian Institute of Mass Communication हे_____ येथे स्थित आहे.	नवी मुंबई	पुणे	बंगलोर	नवी दिल्ली	**नवी दिल्ली**
Module - III SALES MANAGEMENT						
५१	_____ ही 'काम करताना ची' प्रशिक्षण देण्याची एक पद्धत आहे	मार्गदर्शक	प्रत्यक्ष प्रकरण (Case Study)	गट चर्चा	रोल प्ले	**मार्गदर्शक**
५२	_____ हे संस्थेच्या प्रभावशीलतेमधील खूप महत्वाचे कार्य आहे.	नियोजन	नियंत्रण	समन्वय	स्टार्फिंग	**समन्वय**

५३	_____ ___ हे उत्पादन आणि सेवा यांचे वितरण आणि विक्री कामगिरी सुधारणेत समाविष्ट होणाऱ्या क्रिया आणि कार्य यांतील दिशानिर्देशनात मदत करते	लॉजिस्टिक्स व्यवस्थापन	विपणन व्यवस्थापन	विक्री व्यवस्थापन	मानवी संसाधन व्यवस्थापन	**विक्री व्यवस्थापन**
५४	विक्री कर्मचाऱ्यां करिता गरजेचे असलेले वर्तन स्वरूप समजण्या करिता _____ __ चे ज्ञान असणे आवश्यक आहे.	उद्योजकता	मानसशास्त्र	विपणन	विक्रय वृद्धी	**मानसशास्त्र**

५५	वेस्टिब्यूल प्रशिक्षण हे _____ प्रशिक्षण पद्धतींचे तंत्र आहे.	काम करताना च्या	काम करत नसताना च्या	प्रक्रिया प्रशिक्षण	निवृत्त	**काम करत नसताना च्या**
५६	किंडझानिया हे _____ ___ चे उदाहरण आहे.	अनुकृति व्यायाम	फिल्म्स	वर्गातील व्याख्यान	वेस्टिब्यूल ट्रेनिंग	**सिम्युलेशन व्यायाम**
५७	_____ ____मध्ये विक्री कर्मचाऱ्याला वास्तव जीवनातील समस्या परिस्थितीत ठेवणे ह्याचा समावेश होतो	रोल प्ले	शिकवू उमेदवार प्रशिक्षण	प्रत्यक्ष प्रकरण (Case Study)	टी-गट प्रशिक्षण	**रोल प्ले**
५८	_____ हे कर्मचार्यांना प्रवृत्त करण्याच्या दिशेने बरेच पुढे नेऊ शकते.	ओळख	वैयक्तिक पुरस्कार	पोचपावती	पगारातील वाढ	**पोचपावती**

५९	_____ _____ ____विक्रीला रिलेशन शिप बिल्डिंग विक्रय शैली असेही म्हणतात.	प्राथमिक	सल्लागार	मूळ	आक्रमक	**सल्लागार**
६०	_____ विक्री शैली ही ग्राहकांच्या नवीन गरजा निर्माण करण्याऐवजी अस्तित्वात असलेल्या गरजांचा अभ्यास करणे होय	सल्लागार विक्री	आक्रमक विक्री	उत्पाद अभिमुख विक्री	गरजा अभिमुख विक्री	**गरजा अभिमुख विक्री**
६१	_____ विक्री शैली अशी आहे जेथे विक्री प्रतिनिधी जास्तीत जास्त केंद्रित राहून विक्री करणे हा एकमात्र हेतू बाळगतो.	सल्लागार विक्री	आक्रमक विक्री	उत्पाद अभिमुख विक्री	गरजा अभिमुख विक्री	**आक्रमक विक्री**

६२	_____ विक्री शैली अशी आहे जेथे विक्री प्रतिनिधी संभाव्य ग्राहकाला उत्पादनाची वैशिष्ट्ये आणि त्याचे फायदे समजावून देण्याकडे जास्त कल बाळगतो	सल्लागार विक्री	आक्रमक विक्री	उत्पाद अभिमुख विक्री	गरजा अभिमुख विक्री	**उत्पाद अभिमुख विक्री**

६३	आपल्या ग्राहकांसोबत एकत्रित होऊन त्यांच्या गरजा ओळखणे, तुमचे उपाय त्यांना कसे फायदेशीर ठरते त्याचे मूल्यमापण करणे आणि निर्णय घेण्याच्या प्रक्रियेद्वारे पुढे जाणे ही _____ विक्री आहे	व्यवहार विक्री	सहयोगी विक्री	उत्पाद अभिमुख विक्री	गरजा अभिमुख विक्री	**सहयोगी विक्री**

६४	मुद्दाम दीर्घकालीन ग्राहक संबंध प्रस्थापित करण्याऐवजी त्वरित विक्रीवर लक्ष केंद्रित करणाऱ्या एका विक्री धोरणत समावेश होणारी _____ विक्री आहे	व्यवहार विक्री	सहयोगी विक्री	उत्पाद अभिमुख विक्री	गरजा अभिमुख विक्री	**व्यवहार विक्री**
६५	संवेदनशीलता प्रशिक्षण हे _____ म्हणून देखील ओळखले जाते.	झेड-गट प्रशिक्षण	ए-गट प्रशिक्षण	टी- गट प्रशिक्षण	एम-ग्रुप प्रशिक्षण	**टी- गट प्रशिक्षण**

६६	_____ पद्धतीमध्ये इतर सहभागींच्या चर्चेवर विवाद न करता एखाद्या समस्येवर चर्चा करणे याचा समाविष्ट आहे.	दूरसंचार परिषद	गट चर्चा	सूचना योजना	विचारमंथन	**विचारमंथन**
६७	फ्रिंजफायदे हे _____मो बदल्याअंतर्गत येते	आर्थिक पुरस्कार / भरपाई	विना आर्थिक पुरस्कार / भरपाई	सेन्स ऑफ इक्विप्लीमेंटमेंट	वरीलपैकी काहीही नाही	**आर्थिक पुरस्कार / भरपाई**
६८	भविष्य निर्वाह निधी _____ __ मोबदल्या अंतर्गत येते	अभिप्रेरक उत्पन्न	स्थगित उत्पन्न	चालू उत्पन्न	वरीलपैकी काहीही नाही	**स्थगित उत्पन्न**

६९	_____ हे संस्थेमध्ये ठराविक कालावधीत काही कर्तव्ये पार पाडण्यासाठी मासिक दिलेला थेट आर्थिक चलन आहे.	पगार	बक्षिसे	कौतुक	ओळख	**पगार**
७०	विक्री होणे किंवा वाढवण्याच्या पायऱ्या आणि तंत्र यात समाविष्ट होणारी _____ ही एक प्रक्रिय आहे.	जनसंपर्क	विक्री व्यवस्थापन	जाहिरात	भरती	**विक्री व्यवस्थापन**
७१	_____ _____ रचना विक्री संस्थेच्या संरचनेचा सर्वात जुना आणि सोपा प्रकार आहे	रेखा विक्रय	रेखा मॅट्रि	रेखा आणि कर्मचारी संघटना	आगाऊ सं	**रेखा विक्रय संस्था**

७२	विक्री योजना _____ दस्तऐवज आहे ज्यात व्यापारची उद्धिष्ट, संसाधने आणि विक्री क्रियाक लापांची रूपरेषा आहे.	निहित	नियमित	धोरणात्मक	पारंपरिक	**धोरणात्मक**
७३	कामगार संघटना हे कर्मचारी मोबदलावर परिणाम करणारा _____ घटक आहे.	अंतर्गत	बाह्य	गंभीर	अपायकरक	**बाह्य**
७४	कार्य मूल्यमापन आणि कार्यसिद्धी मूल्यमापन हे कर्मचारी मोबदलावर परिणाम करणारा _____ घटक आहे.	अंतर्गत	बाह्य	गंभीर	दुय्यम	**अंतर्गत**

७५	प्रभावी संयोजन योजना महत्त्वपूर्ण विक्री दलाच्या क्रियाक लापांना पुरस्कृत करण्यासा ठी, नियंत्रण आणि _____ _ चे समतोल प्रोत्साहन देतात.	उपलब्ध ता	लवचिक ता	समन्वय	वरीलपैकी काहीही नाही	**लवचिक ता**
Module - IV SALES PLANNING AND CONTROLLING						
७६	विक्री नियोजना तील पहिली पायरी ही _____ __ स्पष्टपणे परिभाषि त करणे ही आहे	विक्री उद्धिष्ट	विक्री संकल्पना	विक्री संघटना	विक्री समस्या	**विक्री उद्धिष्ट**
७७	भविष्य काळाती ल विक्रीचे अंदाज ठरवण्या ची _____ ____ ही एक प्रक्रिया आहे	विक्री नियोजन	विक्री पूर्वानुमान	विक्री भविष्य	विक्री अंदाज	**विक्री पूर्वानुमा न**

७८	उत्पादन ओळ, कंपनीचे विभाग किंवा विक्री प्रतिनिधिं करिता ठरवलेले _____ हे एक विक्री उद्धिष्ट आहे	विक्री उत्पादन खर्च	विक्री खर्च	विक्री हिस्सा	विक्री अंदाजपत्र	**विक्री हिस्सा**
७९	विक्री नियोजना चे उद्धिष्ट एस.एम.ए .आर.टी. (SMART) असावे ज्यामधे 'एम.' चा अर्थ _____ होतो	अर्थशून्य (Meanin gless)	मोजण्या योग्य (Measura ble)	विपर्यास (Misrepr esentatio n)	मापन (Measure ment)	**मोजण्या योग्य (Measur able)**
८०	_____ ही एक विक्री पूर्वानुमा नाची पद्धत आहे.	वेस्टिबूल (Vestibul e)	मागील विक्री	एकूण विक्री	एन.जी.टी.	**पूर्वीची विक्री**

८१	_____ ____ ही एक विक्री पूर्वानुमानाची मर्यादा आहे	अर्थव्यवस्थेतील परिस्थितीतील स्थिरता	ग्राहकांच्या मागणीतील वाढ	ग्राहकांच्या आवडीतील बदल	कमी स्पर्धा	**ग्राहकांच्या आवडीतील बदल**
८२	विक्री अंदाजपत्र आणि विक्री लेखापरीक्षण हे _____ __ चा प्रयास नियंत्रण करण्याचे मूलभूत साधन आहे	विक्री पूर्वानुमान	विक्री लेखापरीक्षण	विक्री नियंत्रण	विक्री नियोजन	**विक्री नियंत्रण**
८३	_____ __ हे जे व्यवस्थापकाची विक्री करण्याची आणि त्या विक्रीतून महसूल गोळा करण्याची अपेक्षा असते	विक्री समन्वय	विक्री अंदाजपत्र	विक्री नियंत्रण	विक्री अंदाज	**विक्री अंदाजपत्र**

८४	एका विशिष्ट व्यक्ति किंवा प्रदेश किंवा वितरकाला कोणत्याही प्रकारच्या दिलेल्या विक्री संख्येला _____ म्हणतात	विक्री संख्या	विक्री नुकसान	विक्री हिस्सा	विक्री किंमत	**विक्री हिस्सा**
८५	प्रादेशिक अंदाज पद्धतीला _____ म्हणून ही ओळखले जाते	ग्रासरूट दृ	हिरव्या ग	रूट कॅनल	विविध दृष	**ग्रासरूट दृष्टीकोन**
८६	_____ पद्धतीमध्ये, विक्री हिस्सा हा संघटनेतील विक्री कर्मचाऱ्याद्वारे ठरवला जातो	विक्री कर्मचारी	विक्री संघटना	विक्री कर्मचारी अंदाजपत्र	विक्री अंदाजपत्र	**विक्री कर्मचारी अंदाजपत्र**

८७	_____ ____ हे एका विक्री कर्मचाऱ्याला विपणानाच्या उद्देशाने दिलेले भौगोलिक क्षेत्र असे म्हणतात	विक्री कल	विक्री पुनरावलोकन	विक्री अंदाज	विक्री क्षेत्र	**विक्री क्षेत्र**
८८	_____ __ घटक हे विक्री क्षेत्र ठरवते	लोकसंख्या	प्राधान्य	मोबदला	कर्मचारी	**लोकसंख्या**
८९	_____ _____ ही ग्राहकांनी उत्पादक बद्दल असलेले समाधान किंवा असमधानाबद्दल पुरवलेली माहिती होय	ग्राहकांचे कागदपत्र	ग्राहक ताकद	ग्राहक अभिप्राय	ग्राहकांची निवड	**ग्राहक अभिप्राय**
९०	ग्राहकांचा अभिप्राय _____ ___ करिता महत्वाचा आहे	भाग भांडवलाची रक्कम ठरवणे	उत्पादन आणि सेवांना सुधारणे	भांडवल उभारणी	ग्राहकांची पिळवणूक	**उत्पादन आणि सेवांना सुधारणे**

९१	_____ विक्री हिस्सा हा एका वास्तविक वेळ रचनेसोबत विक्री उत्पादन खर्चाशी जोडलेला आहे.	कार्य	अंदाजपत्र	नफा	उत्पादन खर्च	**उत्पादन खर्च**
९२	इ.आर.पी. चा अर्थ _____ असा होतो	एंटरप्राइज रिसोर्स प्लानिंग	अनिंग रिसोर्स प्लानिंग	एम्प्लोई रिसोर्स प्लानिंग	इंक्रिटि रिसोर्स प्लानिंग	**एंटरप्राइज रिसोर्स प्लानिंग**
	_____ ही एक विक्री क्षेत्र रचनेतील एक पायरी आहे.	उत्पादन परिभाषित करणे	विक्रीचे उद्धिष्ट	बाजारपेठेचे संभाव्य ठरवणे	विक्री व्यवस्थापक ठरवणे	**बाजारपेठेचे संभाव्य ठरवणे**
९४	_____ हे माहिती खनन तंत्र असून जे अवलंबून राहणारे आणि स्वतंत्र घटकांमधील संबंध शोधून काढते	भविष्यवाणी (Prediction)	सहसंबंधता (Association)	शाखा प्रतिनिधी /क्लस्टरिंग	वर्गीकरण (Classification)	**भविष्यवाणी (Prediction)**

९५	विक्री व्यवस्थापनात _____ हे सर्वात प्रसिद्ध माहिती खनन तंत्र आहे.	करार	सहाय्य	सह संबंधत	खंबीर	**सह संबंधता**
९६	_____ पद्धतीमध्ये विक्री हिस्सा अंदाजाच्या दोन पद्धती एकत्रित करून वापरल्या जातात	मागील कामगिरी	विक्री कर्मचारी अंदाज	संयुक्त	ग्रासरूट दृष्टीकोण	**संयुक्त**
९७	वर्गीकरण हे विक्री व्यवस्थापनेतील एक उत्कृष्ट माहिती खानन पद्धत असून जे _____ वर आधारित आहे	यंत्र ज्ञान	यंत्र शिक्षण	शैक्षणिक शिक्षण	यंत्र कार्ये	**यंत्र शिक्षण**

९८	_____ _____ मध्ये भागीदारांना प्रतिभा, तांत्रिक कौशल्य आणि किंमतीची कार्यक्षमता प्राप्त करावी लागते.	ई-चॅनेल	घाऊक विक्रे	किरकोळ	ई-नेट	**ई-चॅनेल**
९९	आयटी संस्था बहु-चॅनेल आणि _____ वितरण प्रणाली तयार करु शकते जी कमी किमतीचा फायदा घेतात.	साधारण	संकरित	प्रत्यक्ष	अप्रत्यक्ष	**संकरित**
१००	_____ ___ हे संघटनेला रोजच्या रोज विक्री माहितीचे मार्गण करणे शक्य करते	सी.आर.एम.	अर्निंग रिसोर्स प्लानिंग	व्यवस्थापन माहिती पद्धती	ई-साखळी	**व्यवस्थापन माहिती पद्धती**

ECT ANSMODULE

1. **socio-**

MODULE -IV

2. HR au

MODULE -IV

3. Huma

MODULE -IV

4. Huma

MODULE -IV

5. Accou

MODULE -IV

6. Huma

MODULE -IV

7. Huma

MODULE -IV

8. Quali

MODULE -IV

9. Gend

MODULE -IV

10. Co-pa

MODULE -IV

11. Interr

MODULE -IV

12. HR au

MODULE -IV

13. meas

MODULE -IV

14. placer

MODULE -IV

15. Emplo

MODULE -IV

16. Indus

MODULE -IV

17. Work

MODULE -IV

18. share

MODULE -IV

19. Emplo

MODULE -IV

20. Volun

MODULE -IV

21. Public

MODULE -IV

22. Couns

MODULE -IV

23. cut dc

MODULE -IV

24. insecu

MODULE -IV

25. strat

MODULE -IV

26. social

MODULE -IV

27. Vishal

MODULE -IV

Answer 1	Answer 2	Answer 3	Answer 4	Correct Answer

I

	Production	Marketing	Planning	Designing	(a)	
(a)	(b)	(c)	(d)			Production
	Function	Feature	Objective	Benefit	(b)	Feature
(a)	(b)	(c)	(d)			
	Horizontal	Vertical	Diagonal	Upward	(a)	Horizontal
(a)	(b)	(c)	(d)			

	Feedback	Encoding	Decoding	Interpretation	(b)	Encoding

(a) (b) (c) (d)

	Verbal	Non-verbal	Grapevine	Formal	(a)	Verbal

(a) (b) (c) (d)

Written	Oral	Verbal	Informal	(a)	Written

(a) (b) (c) (d)

Before the schedule	As per the schedule	After the schedule	Without schedule	(b)	As per the schedule

(a) (b) (c) (d)

Interdependence	Independence	Objectives	Division	(a)	Interdependence

(a) (b) (c) (d)

II

Output Inputs Process Not required (b) Inputs

(a) (b) (c) (d)

	Planning	Organising	Controlling	coordinating	(a)	Planning

(a) (b) (c) (d)

	Dispatching	Scheduling	Follow-up	Routing	(b)	Scheduling

(a) (b) (c) (d)

	Planning	Control	Coordination	Directions	(b)	Control

(a) (b) (c) (d)

	Marketing		Commercialisation		Idea generation		Idea screening		Idea generation
(a)		(b)		(c)		(d)		(c)	
	Idea generation		Idea screening		Market testing		Commercialisation of the product		Market testing
(a)		(b)		(c)		(d)		(c)	

III

(a)	Job	(b)	Mass	(c)	Batch	(d)	Intermitte	(b)	Mass

(a) Improves (b) Decreases (c) Does not (d) Stagnates (a) Improves

(a) Primary (b) Secondary (c) Tertiary (d) Unnecces (b) Secondary

(a) Machine (b) Land (c) Labour (d) Capital (b) Land

(a)	Process	(b)	Mass	(c)	Job	(d)	Project	(c)	Job

IV

(a)	Raw Mate	(b)	Work-in-p	(c)	Compone	(d)	Tools	(b)	Work-in-p

(a)	Maximun	(b)	Optimum	(c)	Minimum	(d)	Re-order	(b)	Optimum

(a)	Overhead	(b)	Other Cos	(c)	Ordering	(d)	Outside C	(c)	Ordering

(a)	Quality C	(b)	TQM	(c)	Quality at	(d)	Inspectior	(d)	Inspection

(a)	Director	(b)	Instructor	(c)	Coordinat	(d)	Officer
(c)	Coordinat						

(a)	Higher Cc	(b)	Higher Pc	(c)	Improved	(d)	Higher Le
(c)	Improved						

Sr. No.	Question	Answer 1	Answer 2	Answer 3	Answ

Module - I

1	Controlling is a _____ process.	(a)	occasional	(b)	intermittent	(c)	limited (d)
2	Regular and continuous production is the _____ of PPC.	(a)	Function	(b)	Feature	(c)	Objective (d)
3	The interpretation of a message is called as _____.	(a)	Feedback	(b)	Encoding	(c)	Decoding (d)

4	In _____ _____ _____ _ communication suggestions and feedback are given by the employees.	Personal	Upward	Downward	
	(a)	(b)	(c)	(d)	
5	_____ _____ _____ _ involves both viewing and speaking with the use of technology.	Teleconferencing	Video-conferencing	Networking	
	(a)	(b)	(c)	(d)	

6	PERT and CPM techniques can be used for planning, scheduling and executing _____ _____ projects.	Small	Medium	Large	
		(a)	(b)	(c)	(d)

Module - II

7	Production _____ is done before production.	(a)	Controlling	(b)	Coordination	(c)	Planning	(d)
8	The objective of production planning is to have _____ production.	(a)	No	(b)	Continuous	(c)	With break	(d)
9	_____ means giving instructions to workers regarding production.	(a)	Dispatching	(b)	Scheduling	(c)	Follow-up	(d)

10	_____ _____ ___ ensures on time delivery of the product.	(a)	Dispatching	(b)	Scheduling	(c)	Follow-up (d)
11	_____ _____ ___ is possible due to PPC.	(a)	Cost increase	(b)	Cost reduction	(c)	No cost (d)
12	Quality of product depends on quality of _____ _____ __.	(a)	Output	(b)	Inputs	(c)	Process (d)

13	_____ _____ _____ is a process of bringing new product or service in the market.	(a)	Marketing	(b)	New product development	(c)	Accounting	(d)
14	_____ _____ _____ __ means actually introducing a new product or service in the market.	(a)	Idea generation	(b)	Idea screening	(c)	Market testing	(d)

Module - III

15	In _____	(a)	Mass	(b)	Job	(c)	Batch	(d)

16 Favourabl (a) Does not (b) Stagnates (c) Decreases (d)

17 Availabili (a) Primary (b) Secondary (c) Tertiary (d)

18 The ratio (a) Machine (b) Area (c) Labour (d)

19	Material h	(a)	Job	(b)	Mass	(c)	Batch	(d)

Module - IV

20	A _____	(a)	Quotation	(b)	Receiving	(c)	Purchase	(d)
21	When exe	(a)	Centralise	(b)	Decentral	(c)	Distribute	(d)
22	_____	(a)	MRP	(b)	MAPICS	(c)	CARDEX	(d)
23	_____	(a)	Quality C	(b)	Quality A	(c)	Sampling	(d)

24	In Quality	(a)	Its Memb	(b)	The Man	(c)	Quality A (d)
25	Automati	(a)	Pollution	(b)	Instability	(c)	Rigidity (d)

ver 4 Correct Answer

continuous (d) continuous

Benefit Feature

(b)

Transmission Decoding

(c)

Business	Upward

(b)

Telephone conversation	Video-conferencing

(b)

Multiple Large

(c)

Process		Planning
	(c)	
Slow		Continuous
	(b)	
Routing	(a)	Dispatching

Routing		Follow-up
	(c)	
Loss		Cost reduction
	(b)	
Factory		Inputs
	(b)	

Quality control		New product development
	(b)	
Commercialisation of the product	(d)	Commercialisation of the product
Project	(a)	Mass

Improves	(d)	Improves
Unnecces	(a)	Primary
Capital	(d)	Capital

Flow	(a)	Job
Invoice	(c)	Purchase Order
Fragment	(b)	Decentralised
JIT	(c)	CARDEX
Inspectior	(c)	Sampling

Quality In	(a)	Its Members
Integratio	(d)	Integration