

SECTION 1 - SECTION 1

Question No.1

Opportunity cost help in _____

- Ascertainment of cost
- Controlling cost
- Making managerial decisions
- Increasing profit

Question No.2

Performance appraisal is also known as _____

- Exit interview
- Performance evaluation
- Performance management
- Performance interview

Question No.3

The process of analysing the investors demand for share during initial public offer is

- Price range
- Biding
- Price discovery
- Book building

Question No.4

Narasimham Committee submitted its report in _____

- 1991
- 1975
- 2011
- 1990

Question No.5

The monetary policy is announced by the _____

- Governor of RBI
- Prime Minister
- President of India
- SEBI

Question No.6

The shape of indifference curve in case of complementary goods is

- _____
- L
 - S
 - V
 - U

Question No.7

The relationship between a banker and a customer is that of

- custodian and beneficiary
- Bailer and bailee
- Principal and agent
- Creditor and Debtor

Question No.8

Groups created by managerial decision in order to accomplish stated goals of the organization are called _____

- Interest groups
- Task groups
- Formal groups
- Informal groups

Question No.9

Which one of the following demands states consumers are adequately buying all the products put into the market place?

- Latent demand
- Overfull demand
- Irregular demand
- Full demand

Question No.10

The first commandment in marketing is _____

- Know the product
- Know the markets
- Know the customer
- Know the price

Question No.11

The central bank's 'Lender of the last resort'-implies,

- Financial facilities to commercial banks
- Bill discounting
- custody of foreign exchange reserves
- offset interbank indebtedness

Question No.12

The process of transforming an illiquid assets into a security through financial engineering, is referred as

- Securitization
- Amortization
- Writing off
- Commercialisation

Question No.13

The World's First electronic stock market is _____

- KOSPI
- NASDAQ
- Nikkie
- Dow Jones

Question No.14

The authority responsible for filing income tax return on behalf of political party is

- Trustee
- Chief Executive Officer
- Leader of the Political party
- Agent

Question No.15

"Dividend is not relevant in determining the value of the company" Who among the following held this opinion?

- Modigliani-Miller
- J.E.Walter
- M.J.Gordon
- Ezra Soloman

Question No.16

A time series is a set of data collected at

- Convenient Intervals
- Regular Intervals
- Random Intervals
- Irregular intervals

Question No.17

What's the real potential of e-commerce?

- Generating Revenue
- Buying and selling on the internet and WWW
- Improving efficiency
- Making a profit

Question No.18

When the internal rate of return of a project is more than the hurdle rate, the Net Present Value would be

- Negative
- Zero
- Positive
- Uncertain

Question No.19

_____ dividend is the usual method of paying dividend.

- Scrip
- Cash
- Property
- Stock

Question No.20

A,B and C are partners sharing profits in the ratio of 2:2:1. C retired. The new profit sharing ratio between A and B will be _____

- 4:2
- 3:1
- 2:1
- 1:1

Question No.21

_____ is defined as the ability to learn, understand and deal with novel

situations.

- Skill
- Aptitude
- Attitude
- Intelligence

Question No.22

When margin of safety is 20% and P/V ratio is 60% the profit will be_____

- 12%
- 33.13%
- 35%
- 30%

Question No.23

Who is the longest shareholder country in IMF?

- USA
- India
- China
- Japan

Question No.24

Cost accounting mainly helps the management in_____

- Fixing prices of the products
- Earning extra profits
- Providing information to the management for decision-making
- Identifying the inefficiencies

Question No.25

Claim for personal injury in any certain consumer cases are billed on the basis of _____

- Price bundling
- Complementary pricing
- Price framing
- Contingency pricing

Question No.26

The Main objective of an enterprise is_____

- Maximization of profit

- Minimization of cost
- Maximization of production
- Maximization of owner's wealth

Question No.27

Under Indian contract Act, a banker can open an account in the name of person who is a

- Married women
- Lunatic
- Drunkard
- Minor

Question No.28

The manner in which a person understands someone or something is called _____

- Stimulus
- Attitude
- Perception
- Super ego

Question No.29

VSAT technology is first followed for online trading by

- NSE
- ISE
- OTCEI
- BSE

Question No.30

An organization that employees can join in order to have their interests and goals better represented _____

- Trade Union
- Joint Management Council
- Employment Agency
- Work Council

Question No.31

Non-probability sampling method is _____

- Raw Sampling
- Cluster Sampling

- Audit Sampling
- Quota Sampling

Question No.32

The method by which advertisers market their products without sending people away from the site they are visiting are

- Banners
- Skycrapers
- Video and audio
- Pop-ups

Question No.33

Merger of two companies under the Board for Industrial and Financial Reconstruction (BIFR) supervision is known as

- offer for sale
- Negotiated merger
- Arranged merger
- Reverse merger

Question No.34

In case of materials, the key factor will be _____

- Inefficient planning by purchase department
- Low market demand
- Restrictions imposed by Quota
- Insufficient advertising

Question No.35

Corporations are controlled and directed by which one of the following?

- Corporate code
- Corporate ethics
- Corporate Mechanism
- Corporate Governance

Question No.36

In India which of the following is prepared on the guidelines of AS -3?

- Fund Flow Statements
- Balance sheet of a company
- Cash Flow Statement
- Consolidated Financial Statement

Question No.37

The level of significance is the probability of committing the ____

- Standard error
- Probable error
- Type II error
- Type I error

Question No.38

Money market facilitates

- New issue of securities
- Short term financing
- capital formation
- transfer of resources

Question No.39

A contractual relationship in which international firm permits a host country firm to run a business on the model developed by the international firm is

- Contract firming
- licensing
- franchising
- strategic alliance

Question No.40

The prime cost may be considered as _____

- Fixed Cost
- Sunk Cost
- Variable Cost
- Direct Cost

Question No.41

The consumer fix a price on their own, which businesses accepts in

- B2G model
- B2C model
- C2C model
- B2B model

Question No.42

The prudential norm in opening a bank account is that of

- Know your customer
- Priority advances
- Performing asset
- Anywhere banking

Question No.43

While evaluating capital investment proposals, the time value of money is considered in case of _____

- Accounting rate of return method
- Profitability index
- Pay-back period
- Discounted cash flow method

Question No.44

When goods are repossessed by the hire vendor, the balance in asset account is transferred to _____

- Profit and loss account
- Hire Vendor account.
- Hire Purchaser Account
- Goods Repossessed Account

Question No.45

Which one of the following is not the correct property of normal distribution?

- Standard deviation is the sole parameter of the distribution
- Uni-modal distribution
- Continuous distribution
- Equality of central values (Mean, Mode and Median)

Question No.46

To examine whether the company is pursuing its best opportunities with respect to markets, products and channels is a purpose of which one of the following types of marketing control?

- Efficiency control
- Annual- plan control
- Strategic control
- Profitability control

Question No.47

Hawthorne experiment were conducted by_____

- Kurt Levin
- Moreno
- Kolberg
- George Elton Mayo

Question No.48

The Working capital required for a particular season is

- Net Working Capital
- Circulating Working Capital
- Permanent Working Capital
- Variable Working Capital

Question No.49

The new concept of “Old age Homes” is expanding due to_____

- Complexity of life
- Corporate Crowd
- Consumer affluence
- Increase in life expectancy

Question No.50

The risk that a company or bank is unable to meet its short term financial demands is

- Interest rate risk
- Liquidity risk
- Credit risk
- Capital risk

Question No.51

When Accounting Standard Board of India is Constituted?

- 1918
- 2007
- 1977
- 1969

Question No.52

The amount of interest is credited by hire purchaser to _____

- Installment account
- Hire vendor account
- Interest account
- Assets account

Question No.53

A document issued to the exporter by the common carrier transporting the merchandise is

- Bill of exchange
- Bill of lading
- Draft
- Letter of credit

Question No.54

Which one of the following initiatives is not the strategy for managing shortage of employees in an organisation?

- Employee training
- Hire temporary employees
- Attempt to reduce turnover
- Offer incentives to postpone retirement

Question No.55

Good will is _____

- an intangible asset
- a hidden asset
- a fictitious asset
- a tangible asset

Question No.56

Which among the following is not included in Seven P's of Marketing mix given by Booms and Bitner?

- Process
- Politics
- Physical evidence
- People

Question No.57

Which one of the following does not belong to regulatory bodies in India?

- IRDA
- FMC
- SEBI
- PFRDA

Question No.58

A transaction in which parties agree to sell and repurchase the same security is known as

- Repos
- Reverse repos
- Auctioning
- Switching

Question No.59

A free rein leader is also known as ____ leader

- Autocratic
- Democratic
- Laissez faire
- Participative

Question No.60

Hypothesis testing is a part of ____

- Statistics
- Marketing
- Business
- Economics

Question No.61

In dissolution, Garner Reserve is transferred to _____

- Capital accounts of partners
- Realization Account
- Bank Account
- None of these

Question No.62

Which of the following terms includes the task, duties and responsibilities of a particular job?

- Job Evaluation
- Job Enlargement

- Job Enrichment
- Job Analysis

Question No.63

Section 41 of the Indian Partnership Act, 1932, deals with _____

- Dissolution by Notice
- Dissolution by Court
- Compulsory Dissolution
- None of these

Question No.64

A firm enjoys maximum control over the price of its product under _____

- Imperfect Competition
- Oligopoly
- Perfect competition
- Monopoly

Question No.65

Suppose the average weight of nine persons is 50 kg. Average weight of the first five persons is 45 kg., whereas an average weight of the last five persons is 55 kg. Then the weight of the 5th member will be _____

- 45.0 kg
- 52.5 kg
- 50.0 kg
- 47.5 kg

Question No.66

which one of the following is agricultural income under Income Tax Act ?

- Income from dairy farm, poultry farm, etc.
- Income from the sale of replanted trees where denuded parts of forests are replanted and subsequent operations in forestry are carried out.
- Dividend from company engaged in agriculture
- Income from the land used for storing agricultural produce

Question No.67

Negative Correlation is _____

- 1
- 2

0

1

Question No.68

Accounting Standard 19 deals with

- Leases
- Revenue Recognition
- Earnings per share
- Valuation of Inventories

Question No.69

Which of the following is not a method of granting advances for working capital requirement

- Cash credit
- Bill discounting
- Overdraft
- Letter of credit

Question No.70

VRML is used to create

- System configuration
- 3D interactive vector graphics
- Electronic documents
- Security features

Question No.71

FERA has been replaced by_____

- SBU
- SEBI
- FEMA
- CROA

Question No.72

When fixed cost is Rs. 10,000 and P/V ratio is 50%, the break-even point will be _____

- Rs. 45,000
- Rs.50,000
- Rs. 20,000
- Rs.40,000

Question No.73

The overall capitalisation rate and the cost of debt remain constant for all degrees of financial leverage is advocated by

- Net Income Approach
- Traditional Approach
- M-M-Approach
- Net Operating Income Approach

Question No.74

Project evaluation is a step of _____

- Capital Budgeting
- Sales Budget
- Cash Budget
- EOQ

Question No.75

ITR 2 is filled by individual or HUF not having income under the head income from

- Capital Gain
- Other source
- House property
- Business of Profession

Question No.76

Profit or loss on revaluation at the time of retirement must be transferred to the partners in _____

- Capital ratio
- old profit sharing ratio
- Gaining ratio
- None of these

Question No.77

Foreign Investment can be made through which of the following routes

- i) Foreign Direct Investment (FDI)
- ii) Foreign Portfolio Investment (FPI)
- iii) Private Equity Investment (PEI)
- iv) Foreign Venture Capital Investors (FVCI)

Choose the correct answer from the code given below

- (i), (ii) & (iv)
- (i) & (iv)
- (i), (ii), (iii) & (iv)
- (i), (iii) & (iv)

Question No.78

What does the high payout ratio indicate?

- The management is not ploughing back enough profit
- The management is ploughing back profit
- The company is earning high profit
- A high Earning Per Share (EPS)

Question No.79

Student's t-distribution was discovered by _____

- William S. Gosset
- Pierre Simon Laplace
- Ronald A. Fisher
- Karl Pearson

Question No.80

Marketing of services aims at _____

- Profit Making
- User's satisfaction
- Resources utilization
- Profit making through user's satisfaction

Question No.81

The concept of "Collective Bargaining" was first originated by _____

- Maslow
- Watson
- Sidney and Beatrice Webb
- Jack Philips

Question No.82

Cross elasticity of demand between tea and sugar is _____

- Zero
- Infinity
- Positive

- Negative

Question No.83

The URLs of a commercial site would have the domain

- net
 edu
 org
 com

Question No.84

Working capital of the firm is not affected by

- Redemption of debentures
 Sale of plant and machinery in cash
 Issue of equity shares
 Realisation of cash from debtors

Question No.85

The nature of GST in India is

- Transaction based
 Consumption based
 Volume based
 Manufacture based

Question No.86

Which is calculated by dividing shareholders funds by the total assets?

- Debt Ratio
 Liquid Ratio
 Gross Profit
 Proprietary Ratio

Question No.87

A company sells its products at Rs.15 per unit. In a period it produces and sells 8000 units, it incurs a loss of Rs.5 per unit. If the volume is raised to 20,000 units and it earns a profit of Rs.4. Variable cost per unit will be

- Rs.5 per unit
 Rs.9 per unit
 Rs.6 per unit
 Rs. 4,5 per unit

Question No.88

Which is a non-personal Salesmanship?

- Advertising
- Product
- Productivity
- Dealer

Question No.89

_____ refers to tendency of people to see their own traits in other people

- Halo effect
- Projection
- Perceptual defense
- Expectancy

Question No.90

A and B are sharing profits in the ratio of 2:5, "C" is admitted for $\frac{1}{4}$ the share, then the new ratio is_____

- 15:7:6
- 12:6:7
- 2:5:4
- 6:15:7

Question No.91

Loan to marginal and small farmers are provided by

- IDBI
- RBI
- RRBs
- SIDBI

Question No.92

A computer network that links devices within a building or group of adjacent buildings

- Wide Area Network
- email
- Local Area Network
- Internet

Question No.93

Standard Costs are ____

- Average costs
- Normal costs
- Reasonably attainable costs
- Ideal costs

Question No.94

In Amalgamation of firms, if assets are not taken over by new firm, they are transferred to ____

- New Firms Account
- Realization Account
- Partners Capital Account
- Revaluation Account

Question No.95

For performance assessment of employees, “Helping to meet legal requirements” is the application of which one of the following?

- Organisational maintenance purpose
- Administrative purpose
- Documentation purpose
- Developmental purpose

Question No.96

The rate of interest per month on default in furnishing income tax return by individual is

- 2%
- 4%
- 3%
- 1%

Question No.97

In order to carry forward loss and set off against future profits , the assessee is required to file

- Return of Income
- Belated Return
- Return of Loss
- Compulsory Return

Question No.98

According to Garner Vs. Murray's case rule, the deficiency of insolvent partner shall be distributed by solvent partners in _____

- Profit sharing ratio
- Capital ratio
- Sacrificing ratio
- None of these

Question No.99

Questionnaire, checklist, interview, observation are the techniques of _____

- Job analysis
- Job description
- Job design
- Job specification

Question No.100

Balance of Payment includes components

- Forex Account, Trade Account, Funds Account
- Revenue Account, P&L Account, Capital Account, Official Account
- Trade Account, Activity Account, Revenue Account, Currency Account
- Current Account, Capital Account, Unilateral Payments and Official Settlement Account