

I N D E X

L.A.

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Paper - II

1. If the amount is claimed by a consumer & compensation is ₹ 89 lac, the case under the Consumer Protection Act shall be filed with

- District Consumer Redressal forum.
- State Consumer Disputes Redressal Commission ✓
- National Consumer Disputes Redressal Commission ✗
- Supreme Court. [Finally]

Consumer Protection Act of 1986.

District forums → State Governments.

or
State Consumers protection council.

Complaint can be made by,

Consumer, Government / Recognised consumer society / one/more consumers having a common interest within 2 years.

Complaint based on amount

upto ₹ 2000/- more

- < ₹ 20 lakh → District forum @ District Head Quarter
- > ₹ 20 lakh and < ₹ 50 lakh → State Commission at the State Capital
- > ₹ 50 lakh More than ₹ 1000 → National Commission

Q. Which of the following does not fall within the jurisdiction of MTRC Commission?

- a) Prevention of Monopolistic Trade Practices ✓
- b) Prevention of Restrictive Trade Practices. ✓
- c) Prohibition of unfair Trade practices. ✓
- d) Regulation of combinations. ✓

MTRP:

Monopolistic and Restraintive Trade Practices Act 1969.

3. Which of the following is not a part of the economic environment of business?

- a) Competitive Environment ✓
- b) Economic System ✓
- c) Changes in potent laws.
- d) None of these

Economic Environment



Micro Environment

- Individual actions of firms and actions
- Market size ✓
- Demand ✓
- Supply ✓
- Competitors ✓
- Suppliers ✓
- Distribution chain ✓

Macro Environment

- Int rates ✓
- Taxes ✓
- Inflation ✓
- currency exchange rates
- consumer discretionary income
- Saving rates
- consumers confidence level
- Unemployment rate
- Recession.

Communism

Government owns most of the factors of production.

Karl Marx and Friedrich Engels.

Capitalism / Market system

Each individual / business works in its own interest and maximizes its own profit based on its decision.

Socialism

It is a system like communism & capitalism.

Mixed economy

Combination of free and state.

Leadership Style

- Autocratic / Authoritarian leadership theory v (Mc Gregor)
- Democratic / Participative - II
- The Laissez-faire / Free-rein - II
- Paternalistic leadership.

Socialistic economic system

- ↳ Capitalistic economic system
- ↳ Mixed economic system

- ↳ Communist economic system

4. Laissez faire policy is adopted in

5) Relaxing the restrictions and controls imposed on business and industry means.

a) Liberalisation ✓ b) Privatisation

c) Globalisation d) None of these.

LPG is an outcome of New Industrial Policy

of 1991 / of July 1991, to improve Balance of payment.

MRTP relaxation. ✓

8) "Effect of changes in Foreign Exchange Rate"

a) RS 11 ✓ b) RS 13

c) RS 18 d) None of the above.

a) Land is not depreciable asset because.

b) Its value always increases ✓

c) There is no maintenance required.

d) Life of land is unlimited ✓

e) None of the above.

6) A variable such as activity that causes cost over a given time is.

a) Cost Driver ✓ b) Cost Behaviour

c) Cost centre d) None of the above

7) The concept of budget that requires all levels to work from scratch is.

a) Total Budget

b) Flexible budget c) Zero Base budget (wholly done by cont.)

Operational budget

- Sales budget ✓

- Production budget ✓

- Direct material purchases budget -

- Direct labour budget -

- Overhead budget -

- S&A exps -

- Cost of Goods manufactured budget -

$$\text{Profit} = C/S \times 100$$

$$\text{Selling price} = \frac{30}{30 - 20}$$

$$= 20$$

$$= 20$$

$$\frac{20 \times 100}{100 - 20}$$

$$= 200$$

$$\text{BEP}(\text{units}) = \frac{4 \times 90}{20}$$

$$= 360$$

$$\frac{1200 \text{ units} \times 20}{100}$$

$$= 2400$$

$$+ 6000$$

$$= 11250$$

$$\frac{11250}{11250}$$

1) The elasticity of demand for luxury goods is

- a) Infinite
- b) More than One
- c) Less than One
- d) Equal to One.

Elasticity measures the extent to which demand will change

Types of Elasticity

- Price elasticity of demand
- Price elasticity of supply
- Income elasticity of demand
- Cross elasticity.

Price elasticity of Demand

The responsiveness of demand to changes in price.

→ Where % change in demand is greater than % change in price - elastic

Ex	Price	Unit
	10	20
	20	50

Ex: If price increases from \$10 to \$20, quantity falls from 20 units to 10 units. $\frac{10}{20} = \frac{1}{2}$, which is less than 1. \therefore Elastic

→ Where % change in demand is less than % change in price - Inelastic

$$P_{ed} = \frac{\% \text{ change in quantity demanded}}{\% \text{ change in price}}$$

- 0 - -1 (The relationship is inelastic)
- 1 to infinity (The relationship is elastic).

Income Elasticity of Demand

The responsiveness of demand to changes in income.

Normal Good: Income ↑ Demand ↑

Inferior Good: Income ↑ Demand ↓

+ Sign Normal Good

- Sign Inferior Good

Cross Elasticity

The responsiveness of demand of one good to changes in the price of a related good - either a Substitute or a Complement.

12. Profit is maximized at a point where -

- MR = MC ✓
- MR < MC
- MR > MC
- AC > MC

Marginal Cost = Marginal Revenue

13. The concept of "Consumer Surplus" was introduced by

- and developed by
(Economist of Education) → J.M. Keynes
- E.A.G. Robinson

→ Lionel Robbins

→ Alfred Marshall

Consumer Surplus is also known as Social Surplus.

First developed by: Jules Dupuit (French, civil eng.)
1844

Popularized by: Alfred Marshall (British)

Wealth Definition: Adam Smith
J.T. Suy
Samuel
J.S. Mill

Welfare Definition: Alfred Marshall
Pigou ✓
Common ✓

Scarcity Definition: Robbins, Pigou, Hirsch and others

Growth oriented Definition: Samuelson, Benham, Lipsey,
Solow, Fagerberg.

Author of Indian Currency and Finance
J.M. Keynes ✓

Theory and practice of Modern Economics.
School of thought → Neoclassical economics

IV) In case of variable proportions, initially when

- MP rises ✓
- or MP rises at a decreasing rate ✓
- or MP rises at an increasing rate ✓
- ⇒ AP rises less than proportionately.
- ⇒ AP rises more than proportionately.

Conclusion of variable proportions

Alfred Marshall, Benham, Samuelson

Laws of Variable Proportions as the name of
Laws of Diminishing Returns.

Stigler, "As equal increments of one input are added, the inputs of other productive services being held constant, beyond a certain point, the resulting increment of produce will decrease i.e. the marginal product will diminish".

Q) Which one of the following statements is correct?

- a) Monopolist charged the maximum possible price ✓
- b) Monopolist always makes (economic) profit
- c) Monopolist operates on an inelastic demand curve.
- d) None of the above.

Economic Profit

The difference between the revenue received from the sale of an output and the opportunity cost of the inputs.

Monopolistic Competition

Many sellers, few differentiated products -

Oligopoly:

Single Seller, control over prices. [price making]

Monopoly:

Logically
It works when it receives a patient right.

It makes when it receives a patient right.

- 19) Probability of rejecting the null hypothesis when it is true, is called.

a) Type II Error

b) Type I Error

c) Standard Error

d) None of these

16. The central processing unit of a computer consists of

a) Input, output and processing

b) Control unit, Primary storage and Secondary storage

c) Control unit, Arithmetic-logic unit & Primary storage

d) None of the above.

Type II Errors

It occurs when one rejects the null hypothesis when it is true.

It is denoted by β or α

17. If the sample size increases, the sampling error.

a) Decreases ✓ b) Increases c) Remains constant

d) None of the above.

Type II Errors

A type II error occurs when one rejects the alternative hypothesis when it is true.

Denoted by β

Null Hypothesis

The null hypothesis attempts to show that no variation exists between variables.

Alternative Hypothesis

An alternative hypothesis is one in which a difference between two or more variables is anticipated by the researcher.

ANOVA (Also known as F - test)

$$F = \frac{\text{Diff among means}}{\text{Error Variance within Groups}}$$

Dif among many means, with many

Ch. 8 Note

Differences in frequencies,
or relationship between
variables.

Q. Standard Error of mean is defined as.

or Standard deviation of the sampling distribution

of the mean.

b) Standard deviation of data

c) Inter - quartile range of the data.

d) None of these.

Q. Who first proposed the principle of 'way of command'

a) F.W.Taylor b) Elton Mayo

c) Peter F. Drucker d) Henry Taylor

F.W.Taylor

Frederick Winslow Taylor

American Mechanical Engineer, who sought to improve industrial efficiency. He was one of the first management consultant.

Books:

The Principles of Scientific Mgt.
Scientific Management.
Comprising Shop management.

F.W.Taylor is the father of scientific management.

Craig
Lillian Mays

Australian born Psychologist. [Industrial Research]
Hawthorne Studies

Book: "The Human Problems of an Industrialized Civilization".

"Psychology of Please唐寧"
"Critical evaluations in Business and Mgt."

"The Social problems of an Industrial civilization"
Peter F. Drucker [Father of Modern Management]

Peter Ferdinand Drucker.

Austria, Hungary

American Management Consultant, Educator & Author.

Award: Presidential Medal of Freedom.

Book: "The Justification of International Law and the Will of the State (Doctoral Dissertation).

MBO also known as MBS [Mgt By Result] 1954, book
"the practice of Mgt"

Henry Fayol

French mining engineer

Developed, after

General theory of business administration i.e. also called as Fayolism.

5 functions of Mgt
To forecast a plan To control
To organize
To command or direct
Co-ordinate

Q3. Which element is not necessary in each objective

under MBO approach?

a) Time element
b) Cost element

c) Human Relation element

d) Measurable element

Q3. Techniques of managerial control are useful in.

a) Selection of plant location

b) Identifying appropriate technology

c) Project planning

d) Conducting shareholder's meeting.

Q4. The function of attracting, acquiring, retaining, and developing human resource in an organization is

called.

a) Recruitment

b) Training & Development

c) Staffing

d) Selection

Recruitment

The process of hiring and hiring the best qualified candidate (from within or outside the organisation) for a job opening in a timely and cost effective manners.

Introduction:

A ceremony or formal act by which a person is inducted into the office.

Training

- Short term focus/
task oriented

- Group based

- Focused on 'today' needs

- Compliance area strength

- Opportunities to develop

- Strategic approach.

Staffing:

The selection and training of individuals for specific job functions, and charging them with the associated responsibilities.

Q5. In terms of Blake - Mouton's managerial job grid approach, a production oriented leader will be one who adopts

a) 1-1 style

b) 9-1 style

c) 9-9 style

d) 5-5 style

b) 9-1 style

d) 5-5 style

"Managerial Grid Model" (1964)
"Situational Leadership"

"Developed by Robert R. Blake and Jane Mouton"

Five leadership styles based on the concern for people and the concern for production.

Based on Theory X

1-9 [Country club style]

9-9 [Team style]

9-1 [Production or profit style]

1-1 [Impoverished style]

5-5 [Middle of the road style]

Development

- Long term focus/
Skills oriented

- Individually based

- Looks to the 'tomorrow' results.

Wal-Mart is an example of push and pull strategy.

Push strategy

originated in logistics and supply chain management

"pull" consumer pull the goods/information after demand for sheer need. ✓

Inventory: questioning, researching and verifying & understanding

Advocacy:

Expressing convictions & championing ideas.

Decision making: Evaluating resources, choices and consequences.

Conflict resolution: Confronting and resolving disagreements

Resistance: Dealing with problems, setbacks and failures.

Critique: Delivering objective, candid feedback.

26. The strategy of introducing a product with high introductory price is called.

- o) Penetration Strategy
- o) Skimming Strategy ✓

o) Full Strategy

o) Punk Strategy

Penetration: [low price to high price]

It is the practice of offering a low price for new products/service during initial offering.

Skimming (Strategy to capture the consumer surplus)

It is a pricing strategy by which a firm charges the highest initial price that customers will pay. (It helps to recover the sunk cost).

An advertising push strategy, manufacturer advertises his products many times and it gets repeated on the visual mind -
pull strategy →
consumers ~~have~~ need ~~stop~~ advertising for product more

Push: Brochure
Pull: Conducting an event.

27. The concept of four P's as elements of marketing mix was given by

o) Philip Kotler

HP's of Marketing Mix

o) E-J. McCarthy

o) Bruce-J. Walker

Four P's concept introduced by E.J. McCarthy

in the year of 1990 ✓

Four C's in Lauterborn's (1990)

- ⇒ Consumer b) cost ⇒ communication
- d) Convenience.

Four C's of Shanzu's (1993)

- a) commodity
- b) cost
- ⇒ communication
- ⇒ channel.

In 2012, remaining new four P's added -

"Michael Porter's diamond model"

to analyse the competitiveness in the market

Marketing
Product
Price
Promotion
Place

Lauterborn's
Consumer
Cost
Communication
Convenience

- Q8. Which out of the following is not a type of non-store retailing?
- a) Limited line stores ✓
 - b) Automatic vending
 - c) Direct selling
 - d) Telephone marketing.
- Non-store retailing:
- Automatic vending
 - Direct selling
 - Direct marketing
 - Electronic retailing
 - Catalogue & Direct mail
 - TV shopping channel
 - Online shopping
 - Home & office parties.
- E-commerce:
- Non-store retailing is also called as E-commerce.
- Q9. A product line strategy wherein a company adds a higher priced product to a line in order to attract a broader market which helps the sale of its existing lower priced products is called
- Trading up ✓
 - Trading down
- Life cycle extension → Product line extension
- Product line strategy:
- A product line is a group of items manufactured by a company which are similar or related. Companies may develop one product line, or may diversify to appeal to the market, to determine which item to be produced & how it can be marketed.

Trading up

Increasing the number of features (and their associated benefits) of a product, improving its quality, or backing it with a superior level to justify a higher price.

Trading down

Reducing the features to suit the selling price which is demanded by customers.

Life cycle extension:

Modes of life cycle extension:

- Discounting → Re-Packaging → Re-Branding
- Expanding abroad.

Product line extension:

It is the use of an established product brand name for a new item in the same product category.

Brand extension/Brand stretching:

It is a marketing strategy in which a firm, marketing a product with a well developed image uses the same brand names.

Ex: HUL

Down-market stretch:

Offering the low-priced product

Up-market stretch:

30. Which of the following is not a tool of Sales Promotion?

- ⇒ Sales contests ✓
- b) Free gifts
- ⇒ Point of Purchase display
- d) Public relations.

Sales contest:

It is a motivational program in which rewards are offered to sales people based on their sales.

It is also known as "Z" Trade Sales promotion.

31. Use of fixed interest securities in the Capital structure is called,

- a) operating leverage
- b) Financial leverage. ✓
- ⇒ Overall leverage
- d) None of the above.

32. If NPV is positive, the IRR will be,

a) Positive

b) $K=R$

⇒ $K < R$ ✓

d) None of the above

K = Cost of capital

R = Real return.

Q3 According to Walker - firm should pay 100% Dividend,

- a) $\sigma > k$
- b) $\sigma < k$ ✓
- c) None of the above -

James E. Walker - [Relevance theory / model].

In a Nutshell,

If $\sigma > k_e$, the firm should have zero payout and make investments.

If $\sigma = k_e$, the firm should have 100% payouts and no investments of retained earnings

If $\sigma < k_e$, the firm is indifferent between dividends and investments.

Formula,

$$P = \frac{D}{k_e} + \frac{(\sigma/k_e)(E-D)}{k_e}$$

P: Market price of the share
D: Dividend per share
 k_e : Rate of return on the firm's investments

k_e = Cost of equity
E = Earnings per share

Assumptions

- a) $\sigma = k$
- b) None of the above -
- c) $\sigma < k$ ✓

$$\Rightarrow (b \times \sigma) = g$$

b = retention ratio

σ = rate of return

g = growth rate.

iii) k_e is constant and greater than growth rate.

$$\text{i.e. } k_e > g$$

Formula

$$P = \frac{E(1-b)}{k_e - b}$$

where, P = Market price .
E = EPS

b = Retention ratio (1 - payout ratio)

σ = Rate of return

k_e = Cost of equity

$b = \text{Growth rate (g)}$

Drawback

- 34: Sensitivity analysis is performed by,
 a) Absentee shareholder
 b) Determining Profitability
 c) Build scenario for risk profile d) Profit.

Sensitivity analysis

- a) A technique used to determine how different values of an independent variable will impact a particular dependent variable under a given set of assumptions.

Gordon's model [Relevance - theory / model]
Myron J. Gordon

[Relevance - theory / model]

35 Right shareholders enjoy preferential rights with regard to:

- a) Payment of dividend → Payment of retained earnings
- b) Repayment of capital → "NOTA"

Right issue

A right issue is an invitation to existing shareholders to purchase additional new shares in the company.

Right issue is done to cover debt obligation.

- 36 The Industrial Disputed Act, 1947 provides the following industrial relations machinery for resolution of conflicts except:
- a) Conciliation
 - b) Arbitration

Adjudication

Decision by court → removal out of court

- 37 Job evaluation is a technique which aims at:
- a) Establishing fair and equitable pay structure
 - b) Analyzing requirements and of updating technology
 - c) Assessing safety requirement of jobs
 - d) Improving productivity

Conflict resolution:

Facilitating the peaceful ending of conflict.

Adjudication: Labor court
 National Tribunal

The legal process of resolving a dispute. This formal giving or pronouncing of a judgment or decree in court, also the judgment or decision is given.

Conclusion:

- The process of adjusting / settling disputes in a friendly manner through extra judicial means.
- It means bringing two opposite sides to reach compromise in an attempt to avoid taking a case to trial.

Arbitration:

- a) is a contractual remedy used to settle disputes out of court.

Job evaluation

- Job analysis is a systematic way of gathering info about a job. Collection of useful info such as tasks, responsibility etc., which help to find the suitable person.

- JTB evaluation reports offer job analysis -

38. Induction is an integral part of

- a) Selection
- b) Training ✓
- c) Recruitment

or None of the above.

39. PIP test book to measure

- a) IQ
- b) Personality, interest and preferences ✓
- c) Quality of a product.
- d) Preferred treatment plans.

40. The Govt of India introduced, "the workers' participation in Mgt." Bill in Parliament in

⇒ 1982 ⇒ 1988 ⇒ 1990 ⇒ 1981

WPIMR is an integral part of Industrial

democracy.

It follows Human Relations approach.

Gives chance to workers in decision making.

Works Committee: to be formed "more than 100 workers".
on per industrial dispute Adjudicat.

Shop council: → about 50 workers.

"Required not > 12 employees"

WPM, the first scheme by Govt on 30/10/1975

41. The features of commercial paper are

- a) It is an unsecured money market instrument issued in the form of promissory note.
- b) The highly rated corporate borrowers can raise short term funds through this instrument
- c) It is an additional instrument to the investing community
- d) All of the above ✓

Money market instruments

Treasury bill:

Issued by central Govt. through RSB.

91 day T-bill, 182 days, 364 day T-bills

Minimum amount of ₹ 25,000 and its multiples

Issued under the Market Stabilization Scheme (MSS).

Day of auction

Day of payment

91-day Wednesday

Following Friday

182-day Wednesday of non-reporting week

-" -

364-day Wednesday of Reporting week

-" -

→ the day of payment falls on holiday, the payment is made on the day after the holiday.

(C-II)

Banker's acceptance

- Certificate of Depositor (C-II)
 - is a promissory note issued by bank.
 - in the form of certificate.
 - Term is 3 months to 5 years.
 - Return is more than T-bills, BOC rate is more in C-II.

Short term investment plan created by non-financial firm, backed by a guarantee from the bank.

Maturity:

30 - 180 days

Most common is 90 days.

- Commercial Paper (CP)

- CP is issued by corporate and financial institutions at a discounted value on face value.
- Maturity: 1 day to 60 days.
- Unsecured.

- Repurchase Agreements (Repo)

- RBI approved securities such as RTBSE and Central Govt Securities.

Overnight borrowings

Re-purchase agreements are sold by sellers with a promise of purchasing them back at a given price and on a given date in future.

On the flip side, the buyer will also purchase the securities and other instruments with a promise of selling them back to the seller.

Call money market

- Short term finance repayable on demand, with a maturity period varying from one day to 14 days.
- The int paid on call money loans is called as call rate.

Call rate

Inter bank call rate

(Discount and Finance House of India Ltd.).

During 2006-07, the Indian call money market transformed into pure inter-bank market

The major call money markets are,

Nimbar Kalakar, Dabir Chawla, Ahmedabad.

Banking ombudsman may reject the complaint -

- immediately after receipt
- After hearing both parties.
- At any stage ✓
- None of the above.

Banking Ombudsman Scheme, 2006

Scheme is introduced under section 35A of the Banking Regulation Act of 1949 by RBI with effect from 1995.

Banking Ombudsman:

He is a senior official appointed by RBI to address customer complaint against deficiency in certain banking services.

Till now there are 15 banking Banking ombudsman are there -

Banks covered under BOS, 2006.

- Scheduled commercial banks
- RRB
- Scheduled primary co-operative Banks.

Earlier Banking Ombudsman Scheme 1995 and 2002 (Concurred)

- Q3. Which of the following entities provide "take out finance" to banks engaged in financing of infrastructure projects?
- ICICI
 - SIDBZ
 - IDFC
 - RBI

Take-out finance

A type of long-term financing on a piece of real property. Long-term take out loans replace instant financing, such as short-term construction loan.

They are usually mortgaged with fixed payments that are amortizing.

IDFC:

Infrastructure Development Finance company.

4. Currency chest balance will be periodically verified by:

- Bank's own officials
- RBI officials
- BoR (A) & (D) ✓
- Officials of AGM officer, Accountant General's

Currency chest

Distribution of notes and coins throughout the country is done through designated bank branches, called chest. Chest is a receptacle in a commercial bank to store notes and coins on behalf of the Reserve Bank.

Should be verified at least once in two months

The minimum out deposit into/ withdrawal from currency chest will be ₹ 10,000 (before it was ₹ 500). It will be in multiples of ₹ 500/- (before it was ₹ 50).

45. SETI is
a) Regulatory authority
c) Both (a) & (b) ✓

- b) Stabbing authority
d) None of these

SETI established in the year 1988
Stabbing body on 12th April, 1992 through
SETI Act of 1992

Stabbing body

1935 RBI

1999 ERDA = Endurance Regulation & Development Authority

1992 SEBI

PFRA : Pension Fund Regulation & Development Authority (23rd Aug 2003)

FMC: Forward market commission

1953

Forward contract (Regulation Act), 1952

- Q8. De-coupling means
a) Indian market may be cut off from global
markets so that it may not be affected
by global volatility ✓
b) Separating the bonds affected by bond flu
c) The markets are independent
d) None of the above

Q9. The International Monetary Fund has estimated

India's contribution to world GDP in

Purchasing Power Parity (PPP) terms for 2004?

a) More than 6%.
b) 4%.
c) 2%.

Economy of India

10th largest economy of PPP

3rd largest PPP

2nd largest in (2014-15)

Q10. The World Bank is known as,

- a) IMF b) IDA c) IFC d) IBRD ✓
World Bank Group
IBRD

IDA (International Development Association)

IFC (International Finance Corporation)

MIGA (Multilateral Investment Guarantee Agency)

ICSID (International Centre for Settlement and
Investment Disputes).

De-coupling
It refers to decouple in condition - the concept
that the world's emerging markets no longer need
to depend on US demand to drive economic
growth.

Q Which of the country & banking have been
brought under Sancion by U.S.A. recently?

- b) North Korea
- c) Iraq
- d) Iran
- e) Pakistan

Q How many member countries are there in
the world customs organization?

A 160 - 174.

C Currently 180 custom administration

WCO

Jan 26, 1952

December
~~June~~ - 2006

Paper - II

L Location: Belgium

F Formerly called: customs co-operation council

S Secretary General: Kuniyo Mikuriya

1. What is the growth of GDP growth rate envisaged in 12th five year plan?

(2012-13 - 2016-17) 8%.

Five year Plan

Year	Formation	Adopted
1951-56	II	3-6
1956-61	III	4-2
1961-66	IV	4-8
1969-74	V	3-3
1974-79	VI	4-7
1980-85	VII	5-7
1985-90	VIII	5-8
1992-97	IX	6-5
1997-02	X	5-5
2002-07	XI	4-9
2007-12	XII	8% (exp)
2012-17	XIII	

2. Annual Growth %

Expiration: 31 Dec 2012.

16, Feb, 05.

3. Which of the following should be achieved by a business firm at the earliest?

- a) Budgeted Sales ✓
- b) ROE
- c) Market Share.

4. What does the lower Debt-Turnover Ratio indicate?

- a) Quick recovery
- b) Delay in Recovery ✓
- c) High debt risk
- d) None of the above.

Q) Key protocols in relating to:

- a) Competition
 - b) Consumer Protection
 - c) Environment
 - d) Atomic Energy Generation.
- Ans: Environment Protection

Kyoto Protocol

The Kyoto protocol is an international treaty, which extends the 1992 United Nations Framework Convention on Climate Change (UNFCCC) convention on climate change (UNFCCC) 11th Dec, 1997 and came into effect from

5. Price discrimination policy helps in increasing profits in case of:
- a) Perfect Competition → b) Monopolistic competition
 - c) Monopoly d) Oligopoly

Q. The nature of cross-price elasticity of demand in case of complementary products will be

\rightarrow negative \rightarrow it is both

a) positive

b) zero

Cross Price elasticity

The measure of responsiveness of the demand for a good towards the change in the price of a related good is called as cross price elasticity.

Description:

With the consumption behaviour related, the change in the price of a related good leads to a change in the demand of another good.

Related Goods

Substitutes

(coffee & tea)

Q. RAM stands for

a) Random Access memory

b) Read Only Memory

c) Read A machine

d) Location

In case the two goods are not related, the coefficient of cross elasticity will be zero.

Q. According to David C. McClelland, an individual's major motives to work include the need for

a) Achievement

b) Affiliation

c) Power

In case of Substitutes [e.g. coffee]

The cross price elasticity will be positive, because change in the price of coffee i.e., increase leads to increase in demand for tea.

In case of Complementary Goods [Pen & ink]

The cross price elasticity will be negative, because with the example of pen and ink, Demand for ink will decrease if the price of pen increases.

Depiction of relationship between two variables

is called.

a) Correlation

b) Regression

c) Dispersion

d) Location

David McClelland

He is an American psychologist, noted for his work on need theory.

He developed now Revised Reasons for the

Thematic Apperception Test (TAT)

The developed Achievement Motivation Theory.

It is commonly defined as need achievement or n-achievement theory.

Books

The Achievement Motive (1953)

The Achieving Society (1961)

The Roots of Consciousness (1964)

Toward a Theory of Motivation Acquisition (1965)

Power: The Inner Experience.

Managing motivation to expand human freedom (1978)

Human motivation (1982)

Q. 1961, McClelland published the Achieving Society, which introduced his model of human motivation. McClelland contended that there dominant needs, for achievement, for power and for affiliation, underlie in human motivation.

- 1) In the L-shaped staff form the function of the staff is in
or obey the line
or serve the line
or inform the line
④ advise the line ✓

Line & Staff org.

Lassorg as a modification of line organization, and is it more complex than the line org.
As go staff administrative organization, specialized and supporting activities are attached to the line of command by appointing staff supervisor and staff specialist who are attached to the line authority.

Manager's Directed

Production Manager
Marketing Manager
Finance Manager

Plant supervisor
Market supervisor
Chief Accountant

Foreman

Salesman

Accountants

there are two types of staff.

Staff Assistants

Staff Supervisor

PA to managing Director

• operation control manager

Secretary to

Marketing Manager

(1) Branding activities are based on -

- ⇒ Absorment of customer needs

⇒ cost of the product  (A) & (B) above

BRAND

A brand is a name, term, sign, symbol or design which is intended to identify the goods or services of one seller or group of sellers and to differentiate them from those of competitors -

BRANDING

The process involved in creating a unique name and image for a product in the consumer mind, mainly through advertising campaigns with a consistent theme.

Branding aims to establish a significant and differentiated presence in the market that attracts and retains loyal customers.

(2) Which element of the promotion mix do wholesalers primarily rely on to achieve their promotional objectives?

⇒ Advertising

⇒ Promoting personal selling

b) Trade promotion

It is a marketing technique aimed at increasing demand for products in retail stores based on special pricing, display, demonstrations, value added bonus etc.

- 13) What are the factors influencing the capital structure of a corporation?
a) Trading on equity b) Cost of capital
c) Profitability d) All of the above

(ii) Which of the following methods of inventory valuation is generally used in India?
and how does Indian inflation affect the same?

a) LIFO b) FIFO c) Simple moving method

d) Weighted average method.

There are three basic approaches to valuing inventory that are allowed by GAAP.

a) FIFO (P 2 @ 100 pgs)

In this method, the COGS is based upon the cost of material bought earliest in the period, while the cost of inventory is based upon the cost of material bought later in the year. This results in inventory being valued closer to current replacement cost.

During periods of free inflation the use of FIFO will result in the lowest estimate of COGS among the three approaches, and the highest income -

b) LIFO

In LIFO, the COGS is based on the cost of material bought towards the end of the period resulting in costs that are closely off current costs. The inventory, however, is valued on the basis of the 'COG' bought earlier in the year.

During periods of inflation, the use of LIFO will result in the highest estimate of COGS among the three approaches and the lowest net income -

c) Weighted avg

In this method, both inventory and the COGS are based upon the avg. cost of all units bought during the year. When accounting terms over rapidly this approach will more closely resemble FIFO than LIFO.

• firms offering older & less efficient to the tax benefit during the period of high inflation -

HRM is concerned with
a) workers b) Managers
→ Field Staff c) All employees

16) The sum total of cultural and instrumental behaviour is called:

a) Motivation b) Talent c) Induction of Attitude

Attitudes

It is a relatively enduring organization of beliefs, feelings, and behavioural tendencies towards socially significant objects, groups, events or symbols.

14 NABARD has been established on the recommendations -

- action of

or Takkar committee by Tandon Committee

or CRAFT CARD → James Raj Committee.

Takkar Committee

Better Pay Scale and Pension for extra departmental
posted employees.

Mukul Mudgal

Former Justice of Supreme Court, Spot Committee
facing

Hota Committee

KAS

Tandon Committee

Head: Shri. Prakash Tandon
Former chairman of Punjab National Bank,
confirmed in 1974.

"Methods and quantum of short-term finance
to corporates"

CRAFT CARD / B. Shivarao Committee

The Committee to Review Arrangements for
Institutional credit for Agriculture and Rural
Development, set up by RBI under the
Chairmanship of B. Shivarao.

NABARD

Established on 19th July 1982

HQ: Mumbai

MD: Harish Kumar Bhambhani

Apx Development bank

NABARD replaced,

Agricultural Credit Department (ACD)

and

Rural planning and Credit cell (RPC) of RRB

Agricultural Refinance and Development Corporation (ARD)

NABARD is 100% CSR company

James Raj Committee

Functioning of Public Sector Banks.

18. Reserve Bank of India is

or An extension wing of Ministry of Finance, Govt
by A body corporate, having perpetual succession and
a common seal.

→ an institution owned by Indian Banks Association.
or A private Sector Company.

19. A derivative is a,

or Derived asset → Derived financial asset ✓

or Derived from net assets or None of the above.

20 Intellectual Property Rights are responding to,

a) Medicines already patented.

b) Matters published on or before 1990.

c) Import of Goods and Services.

d) None of the above.

21. Which one of the following pairs is not correctly matched?

→ Capital Expenditure : Transportation costs of a machine.

→ Funds Flow Statement : Working Capital

→ Reduction of Share Capital : Re-construction.

or Contribution : Sales - cost

a) (A) is true but (B) is wrong

b) (A) is wrong but (B) is true

c) Both (A) and (B) are wrong

d) Both (A) and (B) is true

Parametric test

1. Parametric Statistical test is one that

makes assumptions about the population (defining properties) of the population distribution from which data are drawn.

Ex: t-test, ANOVA.

Non-parametric test

Δt is one that make assumptions, remit

Ex: Chi-square

Fisher exact probability test

Mann-Whitney test.

Wilcoxon Signed rank test

Kruskal-Wallis test

Friedman test

23 Non-linear (A) : - Uni-Directional tests as used for regression & correlation between business dimensions

1. Non-Linear regression test for some independent variable & one or more dependent variables

2. Non-Parametric test for some independent variables

Types of data & measurement scale: Nominal, Ordinal, Interval, Ratio
Stevens

Nominal Scale

Nominal scales are used for labeling variables, without any quantitative value. Nominal scales could simply be called "labels". (the order will not make diff.)
Ex.: What is your gender • M • F
what is your hair colour - Brown - Black
— the Nominal Scale with only two labels is called an "dichotomous"

Ordinal Scale

It is the order of the values is what's important and significant, but the differences between each one is not really known.

We know that #4 is better than #3 and #2, but we could not say how far.

Similarly the difference between Happy and very happy.

ordinal scales are typically measured by non-numeric concepts like satisfaction, happiness, discomfort etc.,

Note: The best way to determine central tendency on a set of ordinal data is to the mode or median; the mean can't be defined from an ordinal data.

Ex: 1 - very unhappy [Satisfied] 5 - very happy
2 - unhappy
3 - DK
4 - happy
5 - very happy

Interval Scale

Interval scales are numeric scales in which we know not only the order, but also the exact differences between the values.

Ex.: Colours temperature because the difference between each value is the same.

The diff between 60° and 70° Celsius is measurable i.e. 10°.

Interval scale don't have "true zero"

Ratio Scale

Example is height and weight

Summary:

Nominal variables are used to 'name', or label a series of values.

'Ordinal' scales provide good information about the order of choices, such as customer satisfaction survey.

'Interval' scales give us the order of values + the ability to quantify the diff between each one. Ratio scales give us the ultimate order, interval values, plus the ability to calculate ratios since a true zero can be defined.

Q4 A manager delegates authority. (Arrestion)
Managers want to shrink his responsibility (Reason)

Q5 Managers want to shrink his responsibility (Reason)

Q6. Elasticity is commonly stated in the form of
a) I.R. change b) S.R. change
c) S/I. d) All of these.

- a) Both A & R correct
- b) A is wrong but R is correct
- c) A is correct but R is wrong ✓
- d) Both A & R are wrong.

Q5 Arrange the following concepts / acts in the order in which they came into force.

i) Consumer Protection Act [2006]

ii) FEMA [1999]

iii) SEBI [1992]

iv) FERA, 1973

v) 17, 18, 19, 20

Q6. How are the following items arranged in the hierarchy of the balance sheet of a company?

- i) Current liability & provisions
- ii) Secured loan
- iii) Share Capital
- iv) Unsecured loan
- v) R&S

Q7. i) ii) iii) iv) v)

Q8. Which test we normally apply for Qualitative data?

a) T-test

b) F-test

c) χ^2 chi-square test (all of these)

d) Z-test

Qualitative: [Categorical]

When among a set of observation any single observation is a word / a sentence or a description or a code that represents a category then the data is qualitative.

Ex: Yes/No response.

Quantitative [Non-Categorical]

Where among a set of observation any single observation is a number that represents an amount or a count then that data is quantitative.

Ex: collection of IQ scores.

Q9. Consider the following steps of process of decision-making and select the correct sequence:

- i) Defining the problem
- ii) Selection of best alternatives & implementation.
- iii) Considering limiting factors
- iv) Considering alternatives.

Arrangement

- i) Defining the problem
- ii) Considering alternatives
- iii) Considering limiting factors
- iv) Selection of best alternatives & implementation.

Q10. A marketing concern generally steps towards

- for financing its activities from.
- a) Owned Capital
- b) Bank credit
- c) Trade credit
- d) All of the above. ✓

Q11. Consider the following steps in the process of capital budgeting.

- i) Identification of investment proposals.
- ii) Fixing priorities. ⑤
- iii) Evaluation of various proposals
- iv) Selection and preparation of capital budgets.
- v) Implementation
- vi) Performance reviews.

Q12. Arrange the following in order in which they are functioned

- i) Promotion ①
- ii) Performance appraisal ②
- iii) Recruitment ③
- iv) Preparation. Training & Development. ⑥

Q13. E-banking in ~~is~~ Raymond's bank.

- a) Tele-banking
- b) Internet banking.
- c) Euro banking
- d) None of the above.

Q14. Arrange the following in the order of their inception.

- a) WTO [Jan 1st 1995] 150 member countries
- b) World Bank [1944]
- c) SAFTA [6th Jan 2001, by 12th SAARC Summit in Dhaka, Bangladesh]
- d) ADB [Second Aug. 1966]

(SAFTA) South Asian Free Trade Area

World Bank

ADB 2, 4, 1, 3.

WTO

SAFTA

Q15. Match the following.

T	IRA	1999
Capital Market	X	
Monetary Policy	X	1988
Telecom	X	1995
Insurance	X	1997

According to Robert R. Blake and Jane S. Mouton,
the combination between 'Production' and 'People'
Knows four leadership styles in 'Managerial Grid'

ii) Impoverished Management

(1,1) - Low concern for both production and people.

iii) Authority & Obedience

(9,1) - High concern for production and low concern for people.

iv) Country Club Management

(1,9) - Low concern for production but high concern for people.

v) Organisation-Man Management

(5,5) → Balanced and compromised concern for both production and people.

vi) Team Management

(9,9) - High concern for both production and people.

35. Match the following

Q

Q

38 Match the following

Group - I

Group - II

- c) Matching principle
d) Materiality principle
→ Conservatism principle
d) Cost principle

- i) Ignored future profit estimate
ii) Normal basis for valuing assets
iii) Revenues & expenses of a particular period
iv) Related to relative size
v) Importance of item or event.

a) iii c) ii
b) iv d) ii

36. Match the following

Group - I
(Products)

Group - II
(Market Structure)

- a) Food grain → Monopoly
b) Air lines → Pure competition
c) Railway → Monopolistic
d) Cars → Oligopoly

Stratified Random Sampling

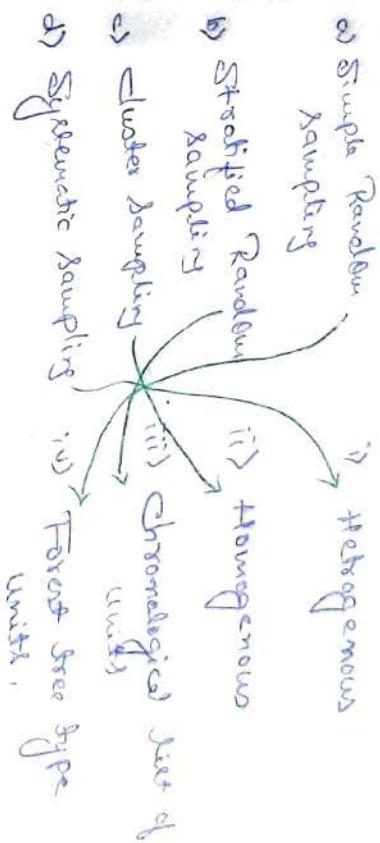
A method of sampling that involves the division of a population into smaller groups known as strata.

The strata is formed based on members attributes & characteristics.

Cluster Sampling

Cluster Sampling is a technique used when 'natural' but relatively homogeneous groupings are evident in a population. It is often used in market research.

First divided into clusters & later simple random sampling will be done.



Systematic Sampling:

A type of probability Sampling method in which sample members from a larger population are selected according to a random starting point and a fixed, periodic interval.

This interval, called the Sampling interval, is calculated by dividing the Population size by the desired Sample size.

$$\frac{20,000 \text{ (Population)}}{2,000 \text{ (Sample Size)}} = 10 \text{ is the interval}$$

out of 20,000, 1 will be selected out of every 10th.

39. Match List-I with List-II and select the correct answers using the codes given below
the test.

List - I

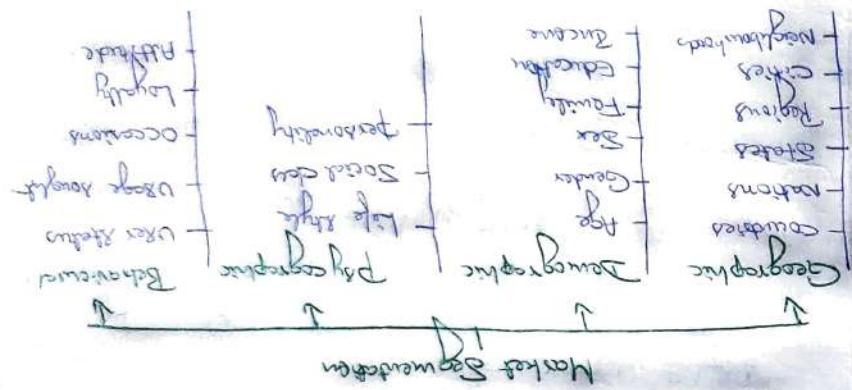
(Proposed's Name)

List - II

(Theories)

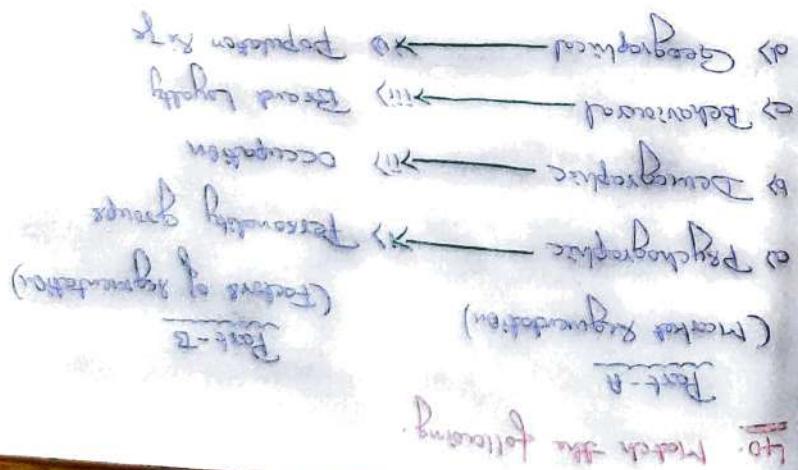
- c) Maslow
d) Herzberg
e) L-G. Ulwick
f) Mc. Gregor
- i) Hierarchy
ii) X and Y theories
iii) Social Hierarchy
iv) Z theory

→ Remember
order



It is a marketing activity that involves dividing a broad target market into subsets of consumers who have common needs & preferences, and then designing and implementing strategies to target them.

Market Segmentation



III. Match the following

Part - 2

- a) Total Debt Ratio → i)

- b) Total Equity Ratio → ii)

- c) Total Capital Equity Ratio → iii)

- d) Interest coverage ratio → iv)

Part - B
(Export Processing Zones)

List - II
(Location in city)

- i) Tamil Nadu → ii) Orissa.

- c) West Bengal → iii) Falta.

- d) Andhra Pradesh → iv) Vishakapatnam.

H2. Match Items from List - I with the items in List - II.

List - I

- a) Psychoanalytical theory → i) Strong inter linkages

- b) Scientific life approach → ii) Personality

- c) Subsystem of term → iii) Task

- d) Basic elements of a job → iv) Mayo-Taylor

List - II

HUDCO:
Housing and Urban Development Corporation Ltd.

ECGC

Export Credit Guarantee Corporation of India Ltd.
July 30, 1957.

H3. Match the following

List - I

(Name of the Bank)

- a) STB2 → i)

- b) SIDB2 → ii)

- c) NABARD → iii)

- d) EXIM Bank → iv)

List - II
(Year of Establishment)

- i) 1990 April &

- ii) 1955

- iii) 1981

- iv) 1982

III. Match the following

List - II

List - I
(Location in city)

4/12/2014

JUNE 2006

iv) No planning can meet different settings.

- ⇒ Budget
- ⇒ Objectives ✓
- ⇒ Powers
- ⇒ None of these.

v) Forms of mixed Economy consist of

- a) Public Sector ✓
- b) Private Sector
- c) None of the above.

Cobb-Douglas

$$Q = f(L, K)$$

L = labour
K = Capital

→

3. As to which of the following accounting principles, the owners of the business are considered as conditions?

- a) Money measurement
- b) Cost
- c) Separate Entity ✓
- d) Dual aspect

4. Under how many headings, the cash flow statement shows the flow of cash and cash equivalents?

- a) 1
- b) 2
- c) 3
- d) 4

Returns to Scale

5. All the following curves are U-shaped except -

- a) AFC curve
- b) AFC curve ✓
- c) AC curve
- d) MC curve.

Increasing returns to scale, if

$$F(xL, xK) > xF(L, K)$$

Constant returns to scale.

$$F(xL, xK) = xF(L, K)$$

Decreasing returns to scale if

$$F(xL, xK) < xF(L, K)$$

6. The Cobb-Douglas Production function Q = $f(L, K)$

K^{0.5} L^{0.5} Exhibits -

- a) Constant returns to scale
- b) Increasing returns to scale
- c) Decreasing returns to scale
- d) None of the above.

$$Q = f(L, K)$$

H. Multi-stage Stratified Random Sampling :-

- a) Probability Sampling ✓ b) Selective Sampling
→ Non-probability Sampling ⚡ None of the above.

Probability Sampling -

A probability sampling method is any method of sampling that utilizes some form of random selection.

In order to have a random selection method you must set up some process or procedure that assures that the different units ~~of~~ in your population have equal probabilities of being chosen.

"Stratified Random Sampling" is also called as Proportional / Quota Random Sampling involves dividing your population into homogeneous subgroups and then taking a simple random sample in each subgroup -

8. Which of the following is not considered hardware?

a) Units of a computer?

b) Floppy Disk, Dot, CD etc.

c) Video Display unit

d) Main-frame.

9. Process of delegation of authority involves —

- a) Transfer of authority
- b) Transfer of responsibility
- c) Transfer of authority and responsibility ✓
- d) Transfer of key management functions.

10. Delegation

Delegation means assigning of certain responsibilities along with the necessary authority by a superior to his sub-ordinate managers.

11. Which of the following is used in which of the following managerial function?

b) Decision making ✓

c) Organising

d) Motivating

12. Which of the following is not a financing tactic?

- a) Total debt ratio
- b) Debt-Equity ratio
- c) Interest coverage ratio
- d) Quick ratio. ✓

13. Pay-back Period method is also called as —

- a) Pay-out method
- b) Pay-off method
- c) Pay-back method ✓
- d) All of the above.

14. Human Relations approach of Management is associated with —

a) Abraham Maslow

b) Elton Mayo ✓

c) Peter Drucker

d) Frederick Herzberg.

15. A position is related to —

a) Job description

b) Job evaluation

c) Designation/Termination

d) Promotion.

16. Abstention:

The process of reducing
Nonetheless through an effective
way through sustained
attack or pressure.

17. Product is an item —

a) General selection

b) One price & details

c) Departmental stores

d) All of the above ✓

Product line.

A series of different products which form a group, all made by the same company.

Job description

A job description is a list that a person might use for general tasks, or functions and responsibilities of a position.

Specifications

Qualifications

Skills required by the person.

Salary range.

According to Torington, a job description is usually developed by conducting a job analysis.

Job analysis

It is also known as work analysis, it is a family of procedures to identify the content of a job in terms of activities involved and attributes or job requirements needed to perform the activities.

19. The nationalised New Bank of India was later merged with

- Central Bank of India
- by Bank of Baroda
- Punjab National Bank ✓
- as Canara Bank

In 1993, PNB acquired New Bank of India, which the Govt had nationalised in 1980.

Nationalisation of banks

14 banks Nationalised on 19th July 1969
6 bank Nationalised in 1980

Currently there are 19 nationalised banks in India.

SBR Associates

SBR

- State Bank of Hyderabad.
- State Bank of Bihar & Jai Prayag
- State Bank of Mysore
- State Bank of Patiala
- State Bank of Travancore.

ICRIs

The first financial institution group in India.

- IDBI (1 July, 1964)
- by ICICI (1974) 1985.
- IRB (1985)
- or IFCI (1948)

ICICI

of India (1994)

- Industrial Finance Corporation of India.
- [1 July, 1948]

IRBI: [Industrial Re-construction Bank of India]
IRCII: Industrial Reconstruction Bank of India (1971)
converted into RRB in (1985).

VII What is/are included in Balance of Payments?

- a) Current Account
- b) Capital Account
- c) Official Reserve Account
- d) Long Account

Balance of Payment

1830 - Merchants

1820-1914 - Free trade

1914-1945 - Deglobalisation

1945-1947 - Bretton Woods - I

1947-2009 - ~~monism~~, Washington consensus, Bretton Woods - II

2009 & later → poor Washington consensus.

For developing countries in 1990, IMF and

World bank has conducted

(John Williamson on economy from IMF

Institute for International Economics in 1989)

Q8 Which conference had given birth to IMF?

- a) Uruguay Round Conference
- b) Round Table Conference
- c) Bretton Woods Conference
- d) Smida Conference

Q9 Which one of the following terms is not correctly matched?

- a) Installation of a machine → Installation cost
- b) Relevant cost → Decision making
- c) Valuation of share → Purchase of a company
- d) Break Even Analysis → Margin of safety.

Q10 Which one of the following is not a form of organisation?

- 1) Line
- 2) Staff
- 3) Functional
- 4) Committee

For profit maximization of a firm we must have.

- ① $MC = MR$
- ② Marginal cost curve cuts the average cost curve from below.
- ③ only 1 is true
- ④ only 2 is true
- ⑤ Both 1 & 2 are wrong
- ⑥ Both 1 and 2 are false ✓

$$MR = MC \Rightarrow \text{Equilibrium}$$

$MR > MC \rightarrow$ the firm should increase output
 $MR < MC \rightarrow$ the firm should decrease output.

Q3:
 Analysis of variance technique is normally used when —

- 1. No. of samples are more than two
- 2. All the samples follow independent normal distribution with equal variance.
- ① only 1 is true
- ② only 2 is true
- ③ Both 1 and 2 are true ✓
- ④ Neither 1 nor 2 is true.

Anova

It is a collection of statistical methods used to analyze the differences between group means and their associated procedures (such as "t"-test") among and between groups, developed by R.A. Fisher. It tests the means of several groups and therefore generates the t-test to more than two groups.

Multiple two-sample t-test would result in an increased chance of committing a statistical Type I error.

Anova are useful in comparing (testing) three or more means (groups or variables) for statistical significance.

- Q4: Which of the following Economic systems first?
- ① Capitalism
 - ② Socialism
 - ③ Communism
 - ④ Feudalism

26. Arrange the following events in the order of their occurrence

- (i) Companies Act - 1956
- (ii) Partnership Act - 1932
- (iii) Formation of ICAI - 1949
- (iv) A.S.-3 Revised - 1997

2 3 1 4

27. National Income may be determined through

- (a) Income approach
- (b) Expenditure approach
- (c) Productivity approach
- (d) All of the above. ✓

28. Which one of the following is not involved in the classification of Business Ethics?

- (a) Business ethics is a dynamic philosophy.
- (b) Business ethics is based on moral value.
- (c) Business ethics influenced by socio-cultural values.
- (d) Business ethics is not inspired by social welfare. ✓

29. Management of Sales force involves

- (a) Selection of salesman.
- (b) Remuneration to salesman.
- (c) Training of salesman.
- (d) All of the above. -

3) Working capital cycle involves the following

1. Acquisition of raw materials
2. Finished Goods
3. Receivables
4. Cash
5. Work-in-progress

which of the sequence is correct?

(a) 4, 3, 1, 5, 2

(b) 1, 2, 3, 4, 5

(c) 1, 2, 3, 4, 5

(d) 4, 1, 2, 3, 5



32. Which of the following needs comes last in the Maslow's need hierarchy theory?

- a) Safety needs
- b) Self Actualisation
- c) Belongings and Love needs (Social needs)
- d) Self-esteem needs.

33. Arrange the following banks in order in which they came into force.

1. The Monopolies & Restrictive Trade Practices Act (1969)
2. Indian Contract Act (1872)
3. The Sale of Goods Act (1930)
4. The Foreign Exchange Management Act (1999)

Code:

(a) 2, 3, 1, 4

(b) 1, 2, 3, 4

(c) 4, 3, 2, 1

(FERA 1974)

IBBI: Industrial Investment Bank of India.

Codes:

(a) 2, 1, 3, 4

(b) 2, 1, 4, 3

(c) 1, 2, 3, 4

(d) 1, 2, 4, 3

IRCI:

Industrial Reconstruction Corporation of India Ltd.

[1941]

For stabilization of sick industrial co's.

IRBZ

Industrial Reconstruction Bank of India

[1984]

IBBI

Industrial Reconstruction Bank of India
(1997)

Mark the following

List - II

(Excluding)

List - II
(Investments Limit)

- ② Small Scale Enterprise [25-lac - 5 crore]
- b) Tracing Enter price [25 lac]
- ⇒ SME Sector Enterprise [5 crore - 10 crore]
- c) Export Oriented Small Scale enterprise.

36

Match the following

List - II

- a) Fixed Capital A/c 1. Residual Income
- ⇒ Deposed Revenue expenditure 2. Amalgamation
- ⇒ Responsibility centre 3. Current A/c
- ⇒ Combination movement 4. Advertisements for
- ⇒ new products

List - II

37. Match the following

List - II

38. Match the following

List - II

or Avg. total cost

b) Avg. Fixed cost

⇒ Avg. Variable cost

d) Marginal cost

1) Variable cost ÷ % of output

2) Total cost ÷ qty of output

3) Fixed cost ÷ qty of output

4) The increase in total cost
that arises from extra unit
of production

a - 2 b - 3

c - 1 d - 4

Match the following

List - II

or Variable

b) Discrete

c) Continuous

d) Sample

1. A quantitative characteristic of an elementary unit measured on an interval scale and has value within fixed finite intervals
2. Any portion drawn from a population
3. A quantitative characteristic of an elementary unit that may vary from unit to unit
4. A variable whose values are restricted to integer values only.

a - 3 b - 4 c - 1 d - 2

38. Match the following

List - II
(Hofstede)

- ④ Schneider-Arnold E
- ④ Koehler-J.W.
- ④ Bassett, Glenn A
- ④ The New face of communication

List - II
(Books)

- ④ Organisational communication
- ④ Behavioural perspective
- ④ The process of communication

a - 1 b - 2 c - 3 d - 4

Becto Davidk

S M C R model

S → Source

M → Message

C → Channel

R → Receiver

Q. Match the following

List - I

- a) Purchasing
- b) Situational
- c) Personal
- d) Physical

a - A b - B c - Z d - Y

III. Match the following

List - II

- a) P.R.R.
 - b) P.R.P.
 - c) P.R.V.
 - d) E.R.P.
- ⇒ Avg. Income/Avg. Investment
⇒ Investment/Annual cash flows.

a - 3 b - 4 c - 1 d - 2

IV. Match the following

List - III

- a) P.R.C - P.V. of co
 - b) Yield on Investment
 - c) I.B.R.D
 - d) W.T.O
- ⇒ Re-insurance
⇒ Housing Development
⇒ A private bank
⇒ I.C.I.C.I Bank & Trade -

a - H b - A c - Z d - 3

V. Match the following

List - IV

- a) I.B.R.D
 - b) W.T.O
 - c) A.D.B (1965, Manila)
 - d) I.M.F (Philippines)
- ⇒ Uruguay Round
⇒ E.C.A.F.E
⇒ Rosetta wood
⇒ Established by world bank.

a - 3 b - 4 c - 2 d - 4

Ques. Match the following

List - 2

a) Personality test

b) Achievement test

c) Aptitude test

d) Situational test

List - III

a) Skill test

b) Job knowledge test

c) Group discussion

d) Projective test

a - E b - 2 c - 1 d - 3

List - II (Nature of activity)

a) Re-insurance

b) Housing Development

c) H.D.C.O

d) I.C.I.C.I Bank

& Trade -

List - I

a) G.I.C

b) I.C.I.C.I

Bank

& Trade -

SCAFE

UN Economic Commission for Asia and Far East.

JUNE-2004 Paper-II

1. Small and Medium Enterprise is one which has investment in P&M not exceeding -
- ⇒ ₹ 10 crore
 - ⇒ ₹ 1 crore ⇒ ₹ 50 lakh ~~₹ 25 crore~~

2. FEMA Regimes.

- ⇒ Foreign Export ~~H&P~~ Act
- ⇒ Foreign Exchange ~~H&P~~ Act
- ⇒ Foreign Exchange Monitoring Act
- ⇒ FERA Export Marketing Act

Objective

"to consolidate and amend the law relating to foreign exchange with the objective of facilitating external trade and payments and for promoting the orderly development and maintenance of foreign Exchange Market in India".

Paved in 1999.

FEMA replaced FERA (1973)

- FEMA also paved way to "prevention of Money Laundering Act 2002", which effected from 1 July 05.

3. Planning Commission proposed to target - - - per cent yearly growth rate during the 11th Five year plan.

⇒ 8 ⇒ 9 ⇒ 10 ⇒ 8.5

In the market for long-term loanable funds in a

- ⇒ Money markets b) Capital market
- ⇒ Bond markets c) None of these.

5. The pre-liberalisation era of Indian economy was under the grip of

- a) Unemployment b) Under-employment
- c) Fiscal Deficit d) Unfavourable and alarming balance of payments

6. Insurance expense paid to bring the machine from the place of purchase to the place of installation is -

- a) Capital Expenditure
- b) Revenue expenditure
- c) Deferred revenue expenditure
- d) None of the above.

Considered -

a cost that differs between alternatives being

Rounded cost / avoidable cost / differential cost is

b) Precise cost

↳ cost of production d) Relevant cost.

↳ prime cost ↳ total cost

, make or buy decision

c) Which cost is better for consideration for

Non-revenue costs - Structure / cost / profit

Profit centre: Structure and cost / sales / turnover

Cost centre: concentrate only in cost

d) none of these.

Q: An investment centre can be evaluated by -
a) profit + factor ↳ Return on capital ↳ ROE

Current assets / sales
d) Current assets

c) WC / sales b) WC / total assets.

5) The working capital ratio is a -

d) Turn over statement -

c) Cash flow statement -

b) Balance sheet ↳ [S411] profit

c) Balance statement [M011] profit

With a S411 photograph?

E) Which financial statement can be compared

not affected revenue -

if fixed assets don't

concern. produce

the revenue of the

at reduced revenue (Profit) ↳ if doesn't reduce

revenue.

then revenue and

again & again - if it is

it does not affect

of the business

2) At reduced revenue

and it occurs especially

and it occurs regularly

occurred year.

Within the current

i.e. it is not abnormal

it has effect in long-term

year

within the activity

the business is abnormal

it has effect in temporary i.e. it has effect in short-term

Revenues
Revenues
Revenues

Capital
Capital

11. Which of the following is not the feature of monopolistic competition?

- a) Fairly large number of firms
- b) Co-operation of efficient and inefficient firms.
- c) Product homogeneity ✓

- d) Independent price-output policy.

Monopolistic competition (Heterogeneity)

It is a type of imperfect competition such that many producers sell products that are differentiated from one another (e.g. by brand or quality) and hence are not perfect substitutes.

12. Which of the following is not a condition for successful price-discrimination?

a) Different elasticity of demand for different consumers.

b) Seller should be an MNC ✓

c) Location of markets at a distant places

d) Consumers' ignorance and prejudices.

13. Which of the following does not influence the individual demand for a product?

- a) Price of a product

- b) Price of close substitute

c) State of production technology

d) Change in climatic conditions.

14. What is the nature of Elasticity of Demand for luxury items like high-class furniture?

- a) Unit elastic
- b) Highly elastic ✓
- c) Fairly elastic
- d) Zero elastic

Unit elastic:

$$E = 1$$

Alternative

Perfectly elastic

$$E = \infty$$

Relatively elastic

$$1 < E < \infty$$

Unit Elastic

$$E = 1$$

Relatively inelastic

$$0 < E < 1$$

Perfectly inelastic

$$E = 0$$

Unit elastic means that any change in price causes an equal proportion change in quantity.

15. The % change in demand for product 'A' divided by the % change in price of product 'B' indicates the degree of:

or Price Elasticity of demand.

~~or Cross elasticity of demand.~~ ✓

c) Income elasticity of demand.

d) Advertising elasticity of demand.

or Cross elasticity of demand.

16. t-test is a

- a) Parametric test ✓
- b) Non-parametric test
- Large Sample test
- d) None of the above.

Parametric test

t-test
f-test

Z-test
ANOVA

If the population information about the population is completely known by means of its parameters then statistical test is called

Parametric test

Neg. Grid

New

old

	Indication	low concern for people & production
Indifferent	1-1	low concern for people & high concern for products
Accomodating	1-2	high concern for people & low concern for products
Directive	2-1	high concern for people
Stable agree	2-2	high concern for people & low concern for products
Sound	2-3	high concern for people & production

Production Purple

1 - 1
2 - 2
3 - 3
4 - 4
5 - 5

Non-parametric test

If there is no knowledge about the population / parameters but skill is required to test the hypothesis of the population.

- Mann-Whitney
- Rank sum test.

It → the causal relationship is indicated by

- a) Correlation by Regression ⇒ Association
- b) None of the above.

17. Systematic Sampling belongs to

- a) Quota Sampling or Non-probability Sampling
- ⇒ Probability Sampling
- ⇒ None of the above.

18. Match the items from List - I with the items in List - II.

- | | |
|---|----------------------|
| 1. Match the items from List - I with the items in List - II. | List - II |
| 2. a) Chi-Square test | ⇒ Secondary data |
| 3. b) Annual reports of Commission | ⇒ Information system |
| 4. c) Multivariate | ⇒ Hypothesis testing |
| 5. d) Data processing | ⇒ Factor analysis |

a → 3 b → 1
c → 4 d → 2

20. E-commerce relates to

- ✓ a) B2B
- b) C2C
- c) B2C
- d) All of the above.

21. Who is the father of principles of M&M?

- a) Fleming
- b) Tannard
- c) F.W. Taylor
- d) Henry Taylor ✓

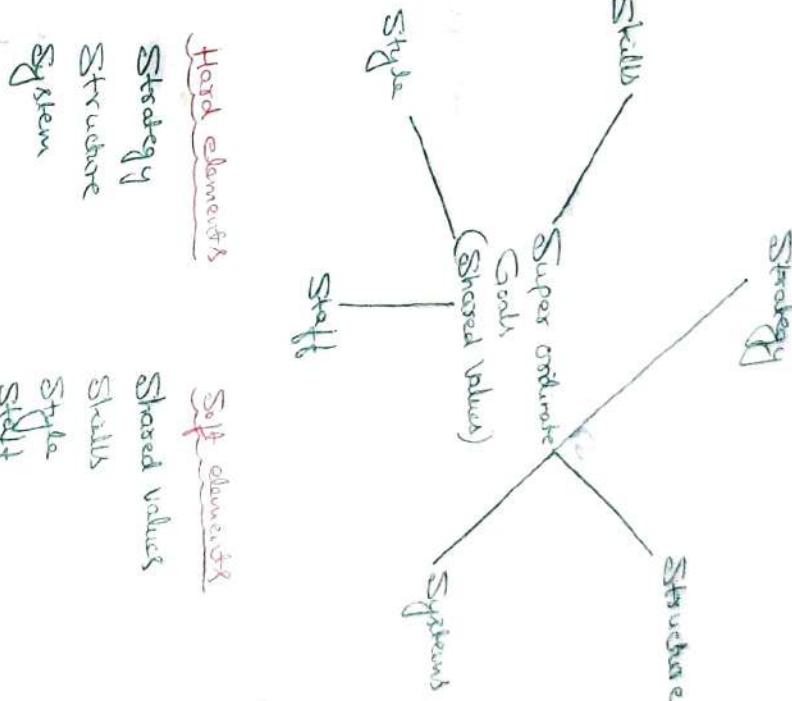
22. What is M&O?

- a) M&P by organization
- b) Multiple business org.
- c) Multiplicity of Businesses
- d) M&P by objectives

operation.

Q3. The task adopted to change corporate culture

- a) Blake Mouton Grid
- b) Hierarchy
- c) Managerial Grid
- d) Seven's framework. ✓



Seven's framework.

Organisational alignment

The 7's model.

Developed by McKinsey & Co., Prof. of Harvard and Stanford Business Schools.
Tool for analysis and action.

Q4. What does Maslow theory of motivation concern in Management?

- a) Skilled need is a motivator.
- b) Self-fulfilment need is no more a motivator ✓
- c) Needs are not motivator
- d) Needs need not be considered.

Q5. Ethics is derived from,

- a) Table
- b) Bhagavad Gita or Quran
- c) All of the above. ✓

Q6. Who propounded 4Ps of marketing?

- a) Philip Kotler
- b) Keller
- ✓ c) Mc Afeeley
- d) Peter F. Drucker

Q7. What is cognitive dissonance?

- ✓ a) Buying behaviour
- b) Pre-Purchase behaviour
- c) Post-Purchase behaviour ✓
- d) Buying indifference.

Cognitive Dissonance

In psychology, it is the mental process of discomfort experienced by an individual who holds two or more contradictory beliefs, ideas or values at the same time, or is confronted by new information that conflicts with existing beliefs, ideas or values.

Learn Festinger gave this theory.

Q8. Product(s) which defined PLC concept.

- a) Amway
- b) Holiex
- c) Hairpins ✓
- d) All of the above.

Q9. Ind.

openly sexist before to day

Q9. Skimming Price policies for

- a) charging competitive price
- b) charging high initial price. ✓
- c) Charging low initial price.
- d) None of the above.

Q10. Promotion mix includes,

- ✓ a) Advertising and Personal selling ✓
- b) Personal promotion
- c) Product improvement
- d) None of the above.

Q11. Cost of Capital does not mean -

- a) ~~Capital~~ rate decided by ~~us~~
- b) Rate of interest.

✓ c) Expectations of investors for dividend.

d) Money paid to ~~SELL~~ for Promotion to acquire capital.

Q12. Financial leverage is related to -

- a) Increase return on Capital employed
- b) Increase net equity return.
- c) Decrease volatility in return.

d) Increase return on Capital employed and net equity.

33. Budget which is directed towards long-term strategic goal is known as -

a) Zero base budget

b) Capital budget ✓

c) Rolling budget

d) Master budget

Zero base budget

A method of budgeting in which all expenses must be justified for each new period.

It ignores the previous budget.

Rolling budget.

It is also known as continuous budget, a perpetual budget, a rolling & horizon budget.

A rolling budget is a budget that is continually updated to add a new budget period as the most recent budget period is completed.

Thus the rolling budget involves the incremental extension of the existing budget model.

Master budget

A budget is a set of interconnected budgets of sales, production costs, purchases, incomes etc and it also includes pro forma financial statements.

A master budget serves as planning and control tool to the management since they can plan the business activities during the period on the basis of master budget.

34. Which of the following is not very much relevant in dividend decision?

b) Availability of disposable profit.

c) Investors' expectations for dividend ✓

d) Capital market condition ✓

e) Industry practice.

35. Which of the following is not an application of working capital.

b) Day-to-day expenditure of business.

c) Current obligations for payment.

d) Expenditure in the usual course of business.

e) Expenditure to acquire capital. ✓

36. Human Resource Mgt. emphasizes -

b) Development of people ✓

c) Punishment of people.

d) Adoption of people.

e) None of the above.

37. Incention means -

b) Training d) Promotion

c) Incentives e) Introduction. ✓

38. Workers participation in management in any organization is -

- a) Voluntary
- b) Democratic ✓
- c) All of the above-

Workers participation

A process by which subordinate employees, either individually or collectively, become involved in one or more aspects of organizational decision making within the enterprises in which they work.

It is based on Human Relations approach

In Eng.

WPM is an essential ingredient of industrial democracy.

39. Employee morale relates to,

- a) Productivity
- b) Attitude ✓
- c) Empathy
- d) Skills

Employee morale

Description of the emotions, attitude, satisfaction, and overall outcome of employees during their time in a workplace environment.

Part of effective productivity as thought to be directly related to the morale of the employees.

40. Glass ceiling relating to -

- a) Ergonomics
- b) Gender bias ✓
- c) Recruitment
- d) Promotion.

Glass ceiling

Invincible but real barriers through which the next stage or level of advancement can be keen, but cannot be reached by a section of qualified and deserving employees. Such barriers exist due to implicit prejudice on the basis of age, ethnicity, Political or religious affiliation, and/or sex.

Ergonomics

It is the scientific discipline concerned with the understanding of interactions among humans and other elements of a system and the profession that applies theory, principles, data and methods to design in order to optimize human well being and overall system performance.

41. Which bank was incorporated as one of the public sector banks in India during 2004-05?

- a) ICICI Bank Ltd.
- b) Yes Bank Ltd.
- c) IDBI Bank Ltd.
- d) UTI Bank Ltd.

October 11 2004

On October 3 2006 → United Western Bank Ltd. merged -

42. — The short term money market comprises -

- a) The call money market
- b) Inter Bank deposit market
- c) The bill discounting market
- d) All of the above ✓

Inter-Bank deposit

Any deposit that is held by one bank for another bank - In most cases the bank for which the deposit being held is referred to as the correspondent bank - The interbank deposit arrangement requires that both hold a "due to account" for the other.

If the correspondent bank is a foreign bank, in this case due to account is a "mktg" for the bank holding the deposit.

It is referred to as a "Nro&ro" account for the foreign correspondent bank.

43. Annual Report on current and finance is published by

- a) SIDBI
- b) RBI ✓
- c) Ministry of Finance
- d) NDTA

44. Bank deposit refers to

- a) The amount of money standing to the credit of a customer of a bank
- b) A term used by the Federal Reserve to refer to the total deposit of a member bank.
- c) The amount of money standing to the debit of a customer of a bank.
- d) All of the above. ✓

45. Which of the following is the latest buzz word among bankers?

- a) Social banking.
- b) Financial inclusion.
- c) Mass banking ✓
- d) None of the above.

Social banking:

It is also called as ethical or sustainable banking moves toward more social and environmental responsibility in the financial sector.

Mass banking:

It means making of the banking facilities available to maximum number of people i.e. the poor of the people. It is also called as inclusive banking.

Core banking

It is the computer programming system which helps the user to operate his bank account from any place under the coverage of such core banking facility.

46. The balance of Payments account is conventionally divided into -

- a) Current Account and Capital Account ✓
- b) Visible Account and Invisible Account.
- c) Long term A/c and Short term capital A/c.
- d) None of the above.

What is Euro - III?

- a) European currency
- b) Group of European countries.
- c) European Film festival
- d) Pollution Control Board.

The comparative cost theory of International trade was developed by?

- a) David Ricardo ✓
- b) Haberler.
- c) Adam Smith.
- d) Alfred Marshall.

Absolute advantage theory. (Simultaneously encoder & discuss imports)

Developed by the Neo Classical economist

Adam Smith.

1600 & 1700 Mercantilism

old theory.

Comparative Advantage Theory

(David Ricardo)

English Neo classical economist

Eli Heckscher and
Bertil Ohlin.

Swedish economists

Comparative Advantage Theory

David Ricardo developed in 1817.

Product life cycle theory

Raymond Vernon.

Q. Which institution is known as the "Soft loan bank"?

a) IMF b) IFC c) IDA d) NDTA

5. The 21st members to join the G-20 is

a) Sri Lanka b) Uzbekistan

→ Myanmar d) Uruguay

a) Brazil b)

c) India d)

6. The Sector owned by State or Central Govt. includes to reduce poverty by 10%.

a) Private Sector b) Public Sector c) Joint Sector d) Co-operative Sector.

7. Balanced growth means.

a) The state of an economy in which there is a constant relationship b/w the components of aggregate national income.

b) The effect upon the NRI of equal changes in Govt. expenditure and revenue.

→ A situation in which the Govt. planned expenditure equals its expected income.

d) NDTA

TOPIC
DECEMBER - 2004

1. The objective of the 11th Five Year Plan approach Paper is to achieve

a) Inclusive Growth → Inclusive finance.
→ Growth with equity → Social justice.

12th five year plan:

a) Growth expected as per National Development Council (NDC) - on 27/Dec/2012.

Govt. intends to reduce poverty by 10%.

2. The Sector owned by State or Central Govt.

a) Central

b) Public Sector

c) Private Sector

d) Co-operative Sector.

It is the country that is not a developing country but has not yet achieved the status of being advanced country is -

- a) Malaysia
- b) South Korea
- c) Singapore
- d) None of these. ✓

As per International Standardizedank (IAS) week 1 Jan to 31 Dec. 2015

Developing countries are defined according to their Gross National Income (GNI) per Capita per year. Countries with a GNI of US \$ 11905 and less are defined as developing (specified by the world bank, 2013)

15. The draft five year plan in India is approved by -
- a) National Development Council ✓
 - b) Planning Commission.
 - c) Cabinet Committee.
 - d) President of India.

6. Which accounting principles differentiate between and not ?

- a) Going concern b) Dual aspect
- c) Separate entity ✓ d) Conservatism.

E. Redefining the concept of a co. is called -

- a) Internal Reconstruction.
- b) External reconstruction.
- c) Consolidation.
- d) DORM

16. Plus ratio shows.

- a) Profit and Volume
- b) Profit earning capability
- c) Safety margin
- d) None of the above

17. The meaning of 'cash' as per AS-3 (revised) is -

cash equivalent, T-Bills, cash credit, short-term deposit & marketable securities

- a) Cash in hand
- b) Cash at bank.
- c) Cash in hand and demand deposit in banks ✓
- d) NOTA ✓

18. Match the items of List-I with the items in List-II.

List-I

List-II

- a) cash equivalents
 - b) cash collection period.
 - c) zero-base budgeting
 - d) responsibility centre.
- 1) Efficiency of working and controlling cost expenditure
 - 2) liquid securities
 - 3) residual income.

a-3 b-1 c-2 d-4

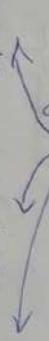
11. In the short period, monopolist firm's equilibrium is at,

- a) Break Even point
- b) $\overline{AR} > \overline{AC}$ ✓
- c) $\overline{AR} < \overline{AC}$
- d) All of the above.

12. Price-discriminations is profitable and possible if the two markets have -

- o Equal elasticity of demand.
- o Different elasticity of demand.
- o Inelastic demand
- o Highly elastic demand. ✓

13. Laws of increasing and constant returns are temporary phases of:
o Law of Variable Proportion.
o Law of Diminishing Returns ✓
o Law of Proportionality.
o Law of Diminishing Utility.

Law of Variable Proportion

Diminishing constant returns Increasing returns

14. Firms under oligopoly do not survive for long because of - *

- a) Inter-firm rivalry.
- b) Low profits. ✓
- c) High cost of marketing.
- d) Heavy losses.

Castles:

An association of manufacturers or suppliers with the purpose of maintaining prices at a high level and restricting competition.

15. T-test is a -

- o Probability test
- b) Variance test ✓
- c) Factor analysis
- d) None of these.

16. A firm producing a large number of products will follow the pricing strategy known as,

- a) Cost-plus pricing.
- b) Differential pricing.
- c) Product-line Pricing. ✓
- d) Price Leadership.

14. Regression analysis is a measure of

- a) Degree and direction of relationship.
- b) Degree of association.
- c) Cause and effect relationship.
- d) None of the above

15. Schedules help us in collecting -

- a) Secondary data
- b) Qualitative data
- c) Primary data
- d) None of the above

16. Match the items from List-I with the items in List-II

- | | |
|--------------------------|------------------------|
| 1. List-I | 2. List-II |
| → Random Sampling | → Structured |
| → Hypothetical sampling. | → Parametric tests |
| → Questionnaire | → Probability Sampling |
| → t-test | → P-Value |

a → 3 b → 4

c → 1 d → 2

20. Which of the following relates to interpersonal communication?

- a) Token window
- b) All of these.

21. The process of arranging records within a file is called

- a) Ordering
- b) Sequencing
- c) Sorting

22. What are K.R.A.A.T.

- a) Key Result Areas.
- b) Key Recruitment Agencies.
- c) Key Read Areas.
- d) Key Resourceful Areas.

23. The modern organisation structure usually recommended is -

- a) Tall
- b) Flat
- c) Floating
- d) Circular

Tall / Vertical
Top level
↓
Middle level
↓
Low level

Flat / Horizontal
Middle level w.r.t
Decision making power will be
provided

A-Open	B-Blind
Known to self & to others	Not known to self but known to others
B-Hidden	B-Unknown

Known to self but not to others

Not known to self or others

What is the history of Statistics?
 a) Peter F. Drucker b) Henry Ford (Pioneers)
 c) F.W. Taylor d) Charles Babbage.

Relationship marketing

It is a customer relationship management strategy designed to encourage, reward, build customer connections to a brand - the goal is to generate repeat sales, encourage word of mouth promotion and gather customer information.

27. Modern Marketing Concept emphasis on -

- a) Sales maximisation.
- b) Customer satisfaction ✓
- c) Profit maximisation.
- d) Wealth maximisation.

28. Penetration Price is -

- ✓ a) Charging high price
- ✓ b) Charging low price ✓
- c) Charging competitive price.
- d) NOTA.

31. Right holder enjoy preferential rights on regards -
- a) Payment of retained earnings ✓
 - b) Payment of dividend.
 - c) Repayment of capital in the event of winding up of the co.
 - d) None.

32. Non-Performing Advance means -

- a) Non-functional assets.
- b) obsolete assets
- c) Assets transferred to company liquidator.
- d) Loans becoming overdue beyond 90 days.

33. Match the items of List-I with the items in List-II.

List-I

- a) Capital gearing ratio ↗ Profitability
- b) Fixed assets finance ↗ Short-term solvency
- c) Return on equity ↗ Activity
- d) Acid test ↗ Long-term solvency

List-II

- a → 4 b → 3 c → 1 d → 2

34. Capital structure designing has making to do with -
- a) Profitability ↗ Solvency ↗ Flexibility
 - b) Transferability

35. Which of the following is the source of short term finance?

- a) Trade credit ↗ Bank credit
- b) Short-term borrowing ↗ All of the above ✓

36. What is the operative function of Human Resource Mgt?

- a) Controlling ↗ Organizing ↗ Procurement
- b) None of these.

37. Selection means -

- a) Elimination ↗ b) Testing ↗ Recruitment
- b) None of these.

38. What is the method used to determine work differentiated?

- a) Merit rating ↗ Job design ↗ Job evaluation
- b) None of these.

Q9. Social Security benefit include -

- Annual bonus
- Non-financial incentives

→ old age pension ✓ d) None of the above.

Q10. Performance appraisal relates to -

- 360 degree appraisal.
- open-door method.
- Autocratic method.
- all of the above.

Process of Performance Appraisal.

Setting performance standards.

Communicating standards.

Measuring standards.

Comparing standards

Discussing results.

Taking corrective standards.

Methods

Traditional methods

- Paired comparison.
- Graphic rating scale.
- Forced choice description method.
- Check lists
- Free essay method
- Critical incidents
- Group Appraisal

Modern methods

- Assessment center
- Appraised by results or Management by objectives

Q11: The merger of - - - and - - - was the first M.A.A. activity type. Liberate & Seson?

A11: The merger of - - - and - - - was the first M.A.A. activity type. Liberate & Seson?
The Millennium Development Goals.

ADB, to eradicate poverty and to achieve

Q12: The merger of - - - and - - - was the first M.A.A. activity type. Liberate & Seson?

- a) Times Bank, HDFC Bank
- b) New Bank of India, Punjab National Bank ✓ (1993)
- c) ICICI, ICICI Bank
- d) GTB, Oriental Bank of Commerce

Q13: The first Development Bank IFCI was established in.

- a) 1948 ✓ b) 1947 c) 1949 d) 1950

• Field Review mission
• confidential report
• Ranking

Q14

• Field Review mission

• confidential report

• Ranking

45 - The Number of approved Stock exchanges in India is

or 24 till 18 to 15

Crossedly there are 17

46 - "Happiness Index" or "Happy Planet Index" has been evolved jointly by the "new economic foundation" and "Friends of Earth". Both located at -

or UK \checkmark USA \checkmark Australia & Europe.

47 - The amount of gold, silver coins and Special Drawing Rights available for the financial international trade is known as,

a) International Reserves \checkmark b) SDR
c) International Monetary Fund \checkmark NOTA

↳ The Double taxation Avoidance Ag Convention

(DTAA) you can Rigged between

a) India and China \checkmark India, Serbia and Montenegro
b) Australia and China \checkmark Norway.

Currently 88 countries, 85 are in force.

Comparative Advantage

- David Ricardo, 1817

Hecksher - Ohlin theory (Factor Proportion theory).

- Eli Hecksher and Bertil Ohlin 1930.
(Swedish) economists

Lemuel Paradox

- Early 19th century, W. Leontief

Modern / Firm - Based trade theories.

Country Hierarchy theory.

Product life cycle theory.

- Raymond Vernon, HBS Prof. 1960.

\rightarrow New Product

\rightarrow Matured product

\rightarrow Standardized products

Global Strategic Rivalry Theory

- 1980, Paul Krugman and Kelvin Lancaster.

49 International Trade theory was the contribution of

a) Bastiat okin b) Arthur Okun

c) Adam Smith \checkmark Dora

Porter's National Competitive Advantage Theory.

Michael Porter, 1990.

- Local market between 4 capabilities.
- Local market demand conditions
- Local suppliers and complementary industries
- Local firm characteristics.

50) Which of the following is not matched against its name?

- ASEAN: Economic Co-operation among all Asian countries.

b) IMF: To remove unfavourable BoP and to provide financial assistance

c) WTO: Does not allow quantitative restriction on trade

d) SAARC: Encourages trade between South Asian countries.

- 1) The choice of distribution channel is affected by
Market consideration & Product consideration
- 2) Middle man consideration or AFTA ✓
- 3) Who is the custodian of monetary reserves in India?
- 4) SDR → SDR → NABARD & RRB ✓
- 5) Who is the fixed agent and advisor to Govt. in monetary and financial matters in India?
- 6) SBSR → IDB → IFC & RRB ✓
- 7) During the depression, it is advisable to —
a) Lower Bank rate and Purchase Securities in the market ✓
b) Increase Bank rate and Sell securities in the open market.
- 8) Dec. Bank rate and sell securities in the open market.
- 9) Increase Bank rate and sell securities in the open market.

June 2008:

Sohail

5) Nationalisation of the bank owned at all of the following except?

- (i) Removal of control by a few.
- (ii) Provision of Control by few ✓
- (iii) provision of adequate credit for agriculture, small industry and export units.
- (iv) Encouragement of a new class of entrepreneurs.
- (v) The portion of total deposits of a commercial bank which it has to keep with RRB in the form of cash reserves is known as
- (vi) CRR ✓ → Bank rate & Repo rate.
- (vii) The emphasis of Human Resource ~~is~~ is on Development.
- (viii) Development b) punishment c) promotion d) Demotion.
- (ix) The Purpose of Job evaluation is —
- (x) Training b) Promotion → wage fixation ✓
- (xi) Transfer.
- (xii) Induction means —
- (xiii) Training b) orientation → Introducing employee
- (xiv) Certification.
- (xv) Labour productivity means:
- (xvi) output is greater than input b) output is less than input c) output is equal to input d) output is negative.

Labor Productivity:

A measurement of economic growth of a country. Labour productivity measures the amount of goods and services produced by one hour of labour. Labour productivity measures the amount of real GDP produced by an hour of labour.

Q Which of the following relates to Performance appraisal?

- a) Task method b) Price method c) MBO
- d) ~~target method~~ ✓

12) Capital structure represents -

- a) Ratio b/w different forms of capital
- b) All liability & all assets of an

13) The item, clearing inventory, is shown in the T-bc under

- a) Fixed Assets b) Current Assets c) Current Liabilities
- d) Miscellaneous expenditure.

14) Trading on equity means —

- a) Trading on areas funds b) Trading on borrowed funds.
- c) Trading on family funds d) Trading on friends funds.

15) Marketing process involves —

- a) Time utility b) Place utility c) Right utility

- d) A OTA

Utility is a concept introduced by Daniel Bernoulli

- (e) Which of the following activities are covered under Physical distribution?

a) Inventory b) Packaging c) Transportation d) Data

- (f) Which of the following step comes first in the selection process?

a) Test b) Application blank c) Screening d)

Medical examination.

- (g) M-M-Harris in perfect market suggest that dividend payment -

a) has a positive impact on the value of the firm.
b) has no impact on the value of the firm

c) has a negative impact on the value of a firm.
d) has negligible impact on the firm.

20. Cluster Sampling is known as:

- a) Quota Sampling b) Convenience Sampling
c) Judgement Sampling d) Cluster Sampling.

Judgement Sampling is also known as Judgments, Selective / Subjective Sampling.

21. The first electronic computer by IBM was developed in -
a) 1920 b) 1930 c) 1935 d) 1946 ✓

d). When ~~not~~ pays attention to more important areas limited often by lesser level of ~~not~~, thus it is known as.

- a) MBO b) MRP by exception c) unity of command
d) Critical path method.

Not by Exception:

It is a practice where only significant deviations from a budget or plan are brought to the attention of ~~not~~.

The idea behind it is that management attention will be focused only on those areas in need of action.

- b) Henry Taylor
c) F.W.Taylor
d) Peter F. Drucker.

Q3: Policy making is an important part of
the process of -

- o) Planning & Co-ordinating \Rightarrow organizing
- o) Motivating.

Q4: Which of the mgt functions are closely
related?

- o) Planning and organization \Rightarrow staffing & control
- o) Planning and control \Rightarrow planning & staffing.

Q5: 'Grappling' is a term used in relation to -

- o) Formal as Informal communication.
- o) Data & non-communication \Rightarrow this term is
not used in relation to communication.

Q6: The function of 'staff' in an organization is -

- o) take advice from the line.
- o) Advise the line. ✓
- o) Hold authority & responsibility.
- o) Fix responsibility for performance of tasks
in a definite manner upon certain individuals.

Q7: Break-even analysis deals with -

- o) Relationship b/w cost and cost mix.
- o) Relationship b/w cost, output and profit. ~~Profit~~
- o) Relationship b/w cost and sales.
- o) Relationship b/w profit and sales.

Q8: Dissolution of firm takes place -

- o) By the death/ withdrawal of any partner.
- o) The retirement of any partner.
- o) By the expiry of term.
- o) By the insolvency of all but one partner.

Q9: X has purchased Lats worth ₹ 25,30,000
and in due course debentures of ₹ 100 each
at a discount of 10%. What are the number of
debentures issued?

$$\begin{array}{r} 28,800 \\ \times 96 \\ \hline 278 \end{array}$$
$$\begin{array}{r} 28,800 \\ \times 96 \\ \hline 278 \\ 278 \\ \hline 96 \\ 96 \\ \hline 0 \end{array}$$
$$96 \times 288 = 28,800$$

Q10: X, Y, Z are partners in the ratio of $1/2 : 2/5 : 1/10$.
What will be new ratio of the remaining
partners if X retires.

$$\begin{array}{l} \text{Q10: } 1/2 : 2/5 : 1/10 \\ \text{Ans: } 1/2 : 2/5 : 1/10 \\ \text{Ans: } 1/2 : 2/5 : 1/10 \end{array}$$

31. Match items in List - I with items in List - II

List - I

- a) Mega Marketing → Advertising
- b) Skimming price → Point purchase Behaviour
- c) Promotion mix → High price
- d) Customer Demands → Price leader

a-4 b-3 c-1 d-2

32. Match the following -

List - I

- a) Merchandise exports → Purchase of foreign goods.
- b) Merchandise imports → Sale of goods abroad.
- c) Investment income → Largely caused by excess imports over exports
- d) BOP and deficit → Merchandise
- e) Dividend, sur etc., read from above.

a-2 b-1 c-4 d-3

33: Match items in List - I with items in List - II

I

- a) ABC analysis → Profitability
- b) ROI → Inventory control
- c) Contribution margin → Project evaluation
- d) NRV → P&L analysis

a-2 b-1 c-4 d-3

List - II

- a) Costing concern concept
- b) Consistency
- c) Cost principle
- d) Materiality

34: II
 a) The same accounts method used by a firm from one period to another
 b) Taken to the relative size of importance of an item even for a firm under joint ventures.
 c) The normal basis used to account for assets.

a-3 b-1 c-4 d-2

35: Match the following

II

- a) Smoothed frequency curve → to determine and portray the number of proportions cases
- b) Histogram → It is one dimensional
- c) Box diagram → It is two dimensional
- d) Ogive → can be drawn through various points of Polygon.

a-4 b-3 c-2 d-1

I

- a) ABC analysis → Profitability
- b) ROI → Inventory control
- c) Contribution margin → Project evaluation
- d) NRV → P&L analysis

a-2 b-1 c-4 d-3

2

- a) Merchandise inventory

1) prevent arbitrary changes
from accounting measurement

approach from one period to
another

- b) Comparability Quality

- c) Inventory of a detailed
wholesaler

- d) Net Realizable Value

3) Item acquired by producer,
growth or extraction of natural
resources for further processing

- d) Raw materials similarly
4) Estimated selling price
of products in the ordinary
course of business.

a-2 b-1 c-4 d-3

3rd Method will follow:

III.

- a) Max-Min principle

1) take minimum pay-off of
each action and whichever
is minimum is best action

- b) Min-Max principle

2) take max pay-off of each
action and whichever is
max is best action.

- c) Max-Max principle

3) take max pay-off each
action and whichever is
maximum is best action.

- d) Min-Min principle.

3) take min pay-off each
action and whichever is
minimum is best action.

a-3

b-4

c-2

d-1

II

REVIEW

3.9

1) Establish a level of significance prior to
rankling

2) Defining the rejection / critical regions

3) State the hypothesis

4) Determination of a suitable test statistic

3, 1, 4, 2.

3.9 Which of the following statement is true
with respect to (a) and (b)?
a) Trade creditors > Bank & Bill Payable
b) DLS EXPN > Redeemable debentures.

1, 2, 3, 4

No. Statement

a) 1. Employee development is more future oriented
and more concerned with education than
employee training.

2. Apprenticeship programme is one which is
widely & used in the job training.

3) Both correct
b) Both correct
3) Both incorrect
a) Both correct
b) Both incorrect

c) 1 correct 2 incorrect
d) 1 incorrect 2 correct

iii) For profit maximization of a firm we must have -

- 1) $MC = MR$ 2) Marginal cost curve cuts the avg cost curve from below.

1 is correct

- 2) a) only 1 is correct b) only 2 is correct

c) Both incorrect d) Both correct ✓

H3: Statement

1. fringe benefits, now-a-days are a significant component of compensation.

2. Under piece-rate plan, employees are paid at a stipulated rate per hour of work done by the employee.

a) Both are correct b) Both are incorrect

c) $1 \times 2 \leftarrow$ d) 1 v. 2 x ✓

H3: Statement

1. the objective of financial function is wealth maximization.

2. the objective of financial function is profit maximization.

Both are correct

H4: Statement

1. Dividends can be paid only when there are profits.

2. Dividends can be paid when there are losses.

1 is correct

H5: Statement

1. the greater a firms degree of operating leverage, the more its EBIT will vary with respect to fluctuations in sales.

2. the greater a firms degree of OL, the less its EBIT will vary with fluctuation in sales.

$$\begin{array}{c} S \\ - UC \\ C \\ \leftarrow LR \end{array}$$

December 2008

1. Job analysis provides information used for -

- ⇒ organisation chart
- ⇒ policy ✓
- ⇒ procedure
- ⇒ promotion.

Job analysis is also known as work analysis
is a family of procedures to identify the
Content of a job in terms of activities involved
and attributes or job requirements needed to
perform the activities.

2. In functional organisation

- a) the organisation is divided according to the type of work involved. ✓
- b) the authority flows from the man at the top to the lowest man vertically -
- c) each worker serves only one supervisor.
- d) the org is divided according to the skill required to perform a task.

Functional org

functional org implies that the org. should be based on various functions -
Taylor's functional approach is mainly based on principle of Specialisation and tries to bring about organisational balance.

3. Which of the following relates to training workers?

- ⇒ Job rotation ✓
- b) Induction
- ⇒ Vertical
- d) Task.

4. 360° degree method relates to

- the classic organisational structure where the employees are grouped hierarchically managed through clear lines of authority, and report ultimately to one top person.

Line organisation.

It is also known as scalar organisation / military type of org.
Important characteristic Superior - Subordinate relationship.

Types:

- Single/Pure line org
- Departmental line org

Functional organisation,

5) Human relation approach of Mgt is connected with:

- ⇒ Abraham Maslow b) Peter F. Drucker
- ⇒ Elton Mayo d) Herzberg -
USA, 1930

⇒ Attention is related to,

- ⇒ Job description b) Resignation/Termination
- ⇒ Job evaluation d) Merit rating

⇒ The economic reforms have failed to,

- ⇒ Keep fiscal deficit to the target level ✓
- b) Fully implement industrial deregulation.
- c) Fully open the economy to trade.
- d) All of the above.

8) Which of the following developments was noticed during 1991 (economic reform)?

a) National debt was nearly 60% of the GNP

of India.

b) Inflation crossed double digits. ✓

- c) Foreign赤字 were maintained at a very high level.
- d) NOTE

Q) Which of the following statements is incorrect?

- a) Even monopolistic com earn losses.
- b) Firms in a perfectly competitive market are price takers. ✓
- c) It is always beneficial for a firm in a perfectly competitive market to disseminate prices.
- d) Kinked demand curve is related to an oligopistic market.

9) Kinked demand curve:

A band in a RD demand curve that is a result of competitors decreasing their prices to undercut each other, but not raising them to achieve the same effect.

The thought is that once a business has reduced their price to a certain level any further cut that raises the price will cause the firm to lose customers.

10) Which of the following is the best general definition of the study of economics?

- ⇒ Inflation and unemployment in a growing economy
- b) The best way to invest in the stock market
- c) Business decision making under foreign competition.
- d) Individual and social choice in the face of scarcity. ✓

1) Role of the Planning Commission

- Under Zaminian System, farmers directly paid land revenue to the State.

2) At present, income tax revenues from the agriculture sector are negligible.

→ Commercial banks are providing loans to agriculture at zero int rate.

3) Notes:

1) Which of the following statements is incorrect?

a) About 90% of agricultural area has irrigation facilities.

b) About 9% area is irrigated in India.

c) Productivity per worker in agriculture is much lower than that in industry.

d) Crop pattern is quite skewed in India.

2) Abolition of intermediaries and delivery systems are both part of -

a) Industrial reforms in India.

b) External Sector reforms -

c) Land reforms in India ✓

d) Banking reforms in India.

10) What are the following measures of development

- a) Staples → MD → Division → Quick Div

b) Current ratio \rightarrow Quick ratio \rightarrow Turnover ratio \rightarrow GA

- c) Stock turnover ratio

11) The foreign policy of the US during

a) 1946 b) 1947 c) 1948 d) 1949 —

FERA 1943

12) SEZ Policy in India is intended for

a) expansion of

b) Japan → China c) USA d) Germany.

13) In order to control credit

a) CRR should be increased and Bank rate should be decreased.

b) CRR should be decreased and Bank rate should be increased.

c) CRR ↑ Bank ↑

d) CRR ↓ Bank ↑

objectives of credit control

a) To boost the economy by facilitating the flow of adequate volume of bank credit to different sectors -

(a) In order to control inflation in the country,

the RBI may

A) Buy securities in the open market.

B) Sell securities in the open market.

C) Reduce CRR

D) Reduce Bank Rate.

When the RBI feels there is excess liquidity in the market, it sells the securities there by holding at the paper liquidity. Similarly when the liquidity conditions are tight, the RBI will buy securities from the market.

(b) What bank is called the bank of banks?

A) RRB \Rightarrow SBI \Rightarrow IDBI \Rightarrow IFCI.

B) In order to encourage investment in the country?

A) Reduce CRR

B) Increase CRR

C) Sell securities in the open market \Rightarrow Increase Bank rate.

D) Can to current assets \Rightarrow current liabilities.

D) Capital (Net working capital)

Q. What are the financial tools of control?

A) Individuals are capable of establishing goals and acting in a manner consistent with achievement of those goals.

B) Natural resources will always be scarce.

C) Individuals choose the alternative for which they believe the net gains to be the greatest.

D) No matter what the circumstances individual choice always involved a trade off.

Q. The consumer is in equilibrium if he is at where the budget line -

a) Is below an indifference curve.

b) Is above an indifference curve.

c) Is tangent to an indifference curve

d) cuts an indifference curve

Q. Which of the following statement is correct concerning the relationship among the four functions?

A) $TFC = TFC - TNC \Rightarrow TNC = TFC - TC$

B) $TFC = TC - TVC \Rightarrow TC = TNC + TFC$

C) In perfect competition, no firm can earn abnormal profit \Rightarrow Super normal profit will be zero.

A) Normal Profit \Rightarrow Super normal profit

B) Production \Rightarrow Cost.

Q5. An indifference curve slopes down towards

right since more of one commodity and less

of another result in -

a) Same satisfaction b) Greater satisfaction -

c) Maximum satisfaction d) Decreasing expenditure.

Q6. Which of the following results in the flow

of funds?

- a) Creditors issued bill payable.
- b) Loss on the sale of machinery.
- c) Transfer to G.R.
- d) Building bid on credit ✓

Q7. Match the following

I

- a) WTO
- b) RBI

II

- a) IMF
- b) IBRD

III

- 1. Provides loans to address short-term
TBOP problem.
- 2. Multilateral trade negotiating body.
- 3. Facilitates lending and borrowing
for Reconstruction & Development

H. Central Bank of India.

a-2 b-4 c-1 d-3.

Q8. Match the items

I

- a) Indira Awas Yojana
- b) Sampark Gramin Yojana
- c) Pradhik Mandi Gram Seva Yojana
- d) Swaran Jayanti Gram
Swacchgar Yojana.

II

- a) Train Tihar Yojna
launched in 2001 - this
Prog aims at providing
work employment in rural
areas and food security
to the people -
- b) NREGA
- c) Current Ratio
- d) Cash Equivalents in Solvency

III

- a) Earnings power
- b) Cash flow statement

c) Current Ratio

d) Cash Equivalents in Solvency

ii) This is a major resource for construction of

houses to be given to the poor, free of cost

iii) This was introduced in April 1999, as a result of restructuring and doubling the Intergricke River Development Programme.

34. Match the following.

I D.

- a. Theory X 1. participative
- b. Theory Y 2. Autocratic

- c. Theory Z 3. Democratic.

35. Match the following.

I D.

- a. Peter F. Drucker 1. Unity of command
- b. Henry Fayol 2. Achievement motivation.
- c. Mc Laveland 3. M.B.O.
- d. Mc Laveland 4. P.R.O. of marketing.

a-3 b-1 c-4 d-2

36. Match the following.

I

Decisions by hierarchy.

Explanation

- a) Diversification. \rightarrow Production of products
- b) Quality \rightarrow Production of one more products
- c) Variety \rightarrow Finding of new products in market
- d) Packing \rightarrow Various products.

a-4 b-3 c-2 d-1

37. Statement A
1. Overcapitalization is desirable
 2. Undercapitalization is more desirable.
- Both are incorrect.

38. Statement B

1. High morale leads to high productivity
 2. High morale are need not necessarily lead to high productivity.
- One is correct, & is incorrect.

39. Statement C

1. Maxwells theory conveys hygiene factors.
 2. Maxwells theory conveys satisfaction need is no more a motivator.
- 2 is correct, 1 is incorrect.

40. Statement D

Explanation

1. Agency theory relates to the relationship b/w management and employees.
2. Agency theory relates to middlemen.

Agency theory.

Developed by Stephen Ross and Barry Nussick.

Both are correct.

III. Aminaton (A conflict and forced
statement of fact or belief).

Demand for a commodity refers to quantity
of the commodity demanded at a certain price
during any particular period of time.

Reason Contraction of the demand is the result
of increase in the price of the good concerned.

Decrease in demand:

Be'coz of hubrisite of good.

Contractio of demand:

Be'coz of price.

Assesstion is Right and (R) is incorrect.

Ques. A leader uses the following methods

1. Used criticism & Encourages growth
3. Sets objectives 4. Gives orders & Directions.

which of these methods are used by a
democratic leader?

2 and 3.

We Staffing includes

1. Training 2. Appraisal 3. Placement 4. Directing
- 1, 2 and 3

4.5. Working Capital Cycle involves the following-

1. Acquisition of Raw material
2. Finished goods
3. Receivables
4. Cash
5. work in progress.

which sequence is correct

1, 5, 2, 3, 4

1. Overall objectives are set at the top of the organizational hierarchy.
2. Individual objectives coincide with objectives of the organization.
3. Performance needs be evaluated periodically.
4. Objectives are decided at the subordinate level.

1, 2 and 3

June 2009

1. Which of the following is not an objective of Competition Act, 2002?

- Prohibition of abuse of dominant position.
- Prohibition of restrictive trade practices.
- Prohibition of anti-competitive agreements.
- Regulation of combinations.

2. Competition Act, 2002 replaced MRP 1969.

Competition Commission of India was established to prevent activities that have an adverse effect on competition in India. Sec 2(1)

Amended twice
2007, 2009.

3. Consumers have the right,

- To be protected against goods and services that are hazardous to life and property.
- To assured, whenever possible, access to variety of goods and services at nominal prices.

Both 1 and 2 are correct.

- Which of the following is not an element of the macro environment of business?
- Suppliers \Rightarrow competitors \Rightarrow Trade Policy
- Publics.

II.

1.

a) Industrial Development and Regulation Ad. 1969

b) Foreign Exchange Reg. Ad. 1951

c) Securities Exchange Board of India Ad. 1992

d) MRP Act

a - 1951 b - 1999 c - 1992 d - 1969

2

3

4

1

5. Which of the following is not an instrument of monetary policy?

a) Deposit financing

b) SLR \Rightarrow CRR \Rightarrow DMO

6. A and B are partners sharing profits in the ratio of 2:3. They admit C for 1/4 share in B. The new profit ratio of A and C is.

a) 3:1 \Rightarrow 4:1 \Rightarrow 2:3 \Rightarrow 1:1

$$\frac{2}{5} \left(\frac{3}{5} \right) \frac{1}{4} = \frac{2}{5} \cdot \frac{3}{5} \cdot \frac{1}{4} = \frac{2}{5} \cdot \frac{3}{20} = \frac{3}{20}$$

$$40 : 60 : 10 = 1:1:1$$

\Rightarrow 4:1.

$$\begin{array}{c} 1 \\ 1 \\ \times 4 \\ \hline 4 \\ 1 \\ 1 \\ \hline 4:1 \end{array}$$

40

H Premium On redemption of debenture is -
 a) Personal b) Debt c) Normal d)
 i) Nota.

S If profit and fixed cost are $\text{₹} 80,000$ and
 $\text{₹} 2,80,000$ respectively, the total variable cost

and Break Even Sales -

a) $5,40,000$ & $90,000$ b) $5,40,000$ and $2,10,000$

c) 42,000 d) $4,20,000$ and $90,000$.

Sales	9,12,000	$\frac{1}{3}$
C. VC	5,76,000	0.0
C	3,60,000	
C. FC	2,80,000	
Profit	90,000	

S. 9,12,000	$\frac{1}{3}$
C. VC	5,76,000
C	3,60,000
C. FC	2,80,000
Profit	90,000

$$\frac{3600}{9000} = 36/9 = 40\%$$

$$\frac{3600}{7200}$$

$$9,12,000 \times 40\% = 3,600,000$$

$$\frac{3,600,000}{11200} = 324 \times 4$$

$$\frac{324}{12} = 27$$

d) Nota

12 Opportunity cost is a term which denotes -

a) A bargain price for a factor of production.
 b) Cost added to an optimum level of production.

c) Aug. variable cost.

d) Nota

$$\frac{3600}{9000} = 36/9 = 40\%$$

$$\frac{3600}{7200} = 3,60,000 / 7,20,000 = 40\%$$

$$3,60,000 / 3,60,000 = 100\%$$

$$2,80,000 / 2,80,000 = 100\%$$

- 13 The principle which states that an input must be re allocated between various inputs to the value added by the last unit of input is the same in all the uses -
- a) Marginal principle b) Incremental principle
 c) Equal-marginal principle d) Discounting principle

- a) The extent to which an organization uses fixed cost on its sales revenue is called overall leverage b) Fixed leverage or Financial lever
 c) operating leverage

14. In case of Derived demand :-

A Money \Rightarrow car \Rightarrow cigarette \Rightarrow mobile phone.

Derived demand

There is a demand for mobile phone which
radio and camera, Direct Demand.
Nothing is required to manufacture thus
mobile, that is called as Derived demand.

15. Kinds Derived demand :-
Concerned with -

a) Price discrimination \Rightarrow Price flexibility -
 \Rightarrow Price Rigidity

16. 1. ~~Local~~ ^{Local} ~~Product~~ ^{Product} ~~of~~ ^{of} correlation b/w
two variables x and y \Rightarrow causal to.

2) The covariance b/w two variables

b) The product of their Md. deviation

c) The square root of product of two regression

coefficient

d) Data

17. ~~Correlation~~ ^{Correlation} \Rightarrow ~~coefficient~~ ^{coefficient} of two
variables \Rightarrow sample \Rightarrow Both Arts \Rightarrow both

18. Population \Rightarrow sample \Rightarrow Both Arts \Rightarrow both

19. If the probability of the inclusion of every unit
of population in the sample is equal, it is called
a) Simple Random Sampling \Rightarrow Stratified Random Sampling
or Systematic Sampling \Rightarrow none
20. The "hard selling" of a company is concerned with -
a) Better \Rightarrow Millions \Rightarrow Modern \Rightarrow Bits
b) The "hard selling" of a company is concerned with -
a) Harzberg \Rightarrow Harzberg \Rightarrow McGregor \Rightarrow Peter & Drucker
b) "Intrapreneur" communication is a type of
i) Formal communication \Rightarrow Informal communication
ii) Written communication \Rightarrow Verbal communication
c) Open of control system
d) Controlling mechanism \Rightarrow part of units under a co.
e) part of subordinates under a manager
f) Supply area of a company
g) A written statement of your action & responsibilities
which is distributed for guidance in a firm
h) Job evaluation \Rightarrow job design \Rightarrow job description
in terms:

Elton Mayo at Harvard contributed to

to Classical approach \Rightarrow Bureaucracy

\Rightarrow Modern Theory of Mgt \Rightarrow Human Relations Approach.

Q. Which of the following is an example of
New Stone strategy?

A) Limited line stores \Rightarrow Discount stores

\Rightarrow Super markets.

Q. Product line divided primarily at and

depends on that they will fall middle we can
the product is called -

A) Full strategy \Rightarrow Push strategy. \Rightarrow Single segment
strategy.

\Rightarrow Push strategy.

B) A product line strategy where in a single

a series of products to a line in which
a market that cannot afford higher priced

strategic called -

\Rightarrow Building up. \Rightarrow Teeding down

\Rightarrow Product line extension \Rightarrow Life cycle extension.

C) which is the step following test marketing,
in the process of a new product development?

A) Idea screening \Rightarrow Prototype development

\Rightarrow Beta testing \Rightarrow Commercialization.

New Product Development

Idea generation

idea screening and evaluation

Business analysis \Rightarrow concept development & testing

Product development

Test marketing

Commercialization

Q. Which of the following is not a dangerous
basis of market segmentation?

A) Income \Rightarrow life style \Rightarrow occupation

\Rightarrow Family life cycle.

B) Toffler (1975) \Rightarrow See also \Rightarrow technology

\Rightarrow current ratio \Rightarrow Acid test Ratio \Rightarrow Stock turnover

\Rightarrow NDTA

3rd. APP. IRR is ~~invaluable~~ \Rightarrow NPV \Rightarrow ARR by NDTA.

\Rightarrow Pay back period

23. Auction pricing is a different method of price
discovery b/w

A) All can participate \Rightarrow None can participate
 \Rightarrow It leads to Speculation \Rightarrow NDTA

\Rightarrow It leads to Speculation \Rightarrow NDTA

24. Cost of borrowing is lower than the I.

\Rightarrow Cash credit \Rightarrow Hire purchase \Rightarrow Bank loan

\Rightarrow None

③ Human Resource Department

A) Information → Records → Technology

B) Management

→ M. opinion of managers and employees
needs and aspirations will expand and
in conflict

in conflict

A) Organisational Planning → Human Resource Planning

C) Career planning → Succession planning

D) Productivity

A) An act of increasing the knowledge and
skills of an employee for doing a particular
job.

B) Using the minimum out of resources needed to
produce good and services.

C) One's abilities in meeting the needs of
a job which one is holding currently.

D) The ratio of an organization's output to input

33. Human Resource Dept.

A) Line Dept. B) Functional Dept. C) Authority Dept.

D) Service Dept.

E) Business Plan designed to advise the
organisation options is called -

A) Human Resource Planning B) Human Resource forecasts

C) Strategic Plan D) Corporate Development Plan.

ORGANISATION

A) Human Resource Planning

B) Identify individuals with potential

C) Increase employee =

D) Training → Education → Experience → Skills

E) Vedic → Mughal → British → NTA

F) The working time → Working week

G) 91 days → 364 days → Both a & b → NDA

H) Debit card

I) As a credit card J) A Debit Card K)

L) A proposal of EU to attract highly qualified
Professionals from other countries

M) Norm

N) Reportable defences in the state

O) R&B borrows short term money from the market

P) Banks kept the money with R&B

Q) Bills are discounted by R&B

R) Forer is purchased by R&B

S) Bank Books

T) Bankers extended to new funds

U) Providing personal banking services directly to
customers

V) collection of large sum of dividend / interest payments

W) providing services to the employees of large
organisation

4. NOSTRO ACCOUNT -

- ④ Refers to a current account denominated in a foreign currency maintained by a bank in the currency of home country. ✓

⑤ Carries no interest.

→ Provides for remittance ~~int~~ on over night investments.

⑥ All of the above -

Q. Which of the following is not a mode of foreign capital inflow to India?

A) FDI B) FII C) NRDI/FCI D) NRO

Ans: INTL has said the quota and voting share of India which places India at _____ place among 184 members of the organization.

A) 10th B) 11th C) 12th D) 13th

Q. Foreign trade policy 2008-09 ~~forecasts~~
The share of India has in world trade is -
A) 1.2% B) 1.3% C) 1.4% D) 1.5%.

Ans: On the basis of the Raghuram Rajan's report, India is a -
① Heavy indebted country
② Moderately indebted country
③ Less indebted country
④ Savvy indebted country.

Nostro
Stk → Australia

Nostro and Vostro Ac

A bank ac held in a foreign country by a domestic bank, denominated in the currency of that country. Nostro Ac & vostro ac used to facilitate settlement of foreign exchange and trade transactions. The term is derived from Latin word "ours".

Accts held are held by the domestic bank in its home country to foreign banks are called Nostro accounts, derives from the Latin word for "Yours"

June 2010.

A - the concept of small scale industry (SS) was brought to fore by the -

- A) Industrial Policy Resolution, 1948 ✓
- B) Industrial Policy Resolution, 1956
- C) Industrial Policy Statement, 1947
- D) NDA

E Prior to independence, industries were classified as,

1. Government monopoly
2. Basic & Strategic industries
3. Private industry

F Which combination of the following factors has driven globalisation in the recent past?

- I. Growth of multinational corporations
- II. Internationalization of finance
- III. Increased International trade.

- A) I and II
- B) II and III
- C) I, II and III.

G Assertion (A). Privatisation process leads to

- change in management with change in ownership.

H Reason (R): Change in Mgt. is not a necessary condition for the process of privatisation.

Which one of the following is correct conclusion?

- A) Both (A) and (R) are correct
- B) A is R
- C) A & R

I Match the following

I.

- A) When one company purchases a company merge with another one

B) Merges two col's having 2. consolidate merge no common business areas.

C) Merges two col's that have 3. produce merger in all markets.

D) Two col's are bought and 4. Market expansion merger combined under new entity.

a-3 b-4 c-4 d-2

J In which of the Industrial policy were the following major changes included?

1. Liberalisation of licensed capacity
2. Relaxation of industrial licensing
3. Industrialisation of backward areas.

- A) Industrial Policy Resolution, 1956.
B) Industrial Policy Statement, 1947

- C) Industrial Policy of 1980
D) Industrial Policy of 1991.

Bombay Plan - pre independence.

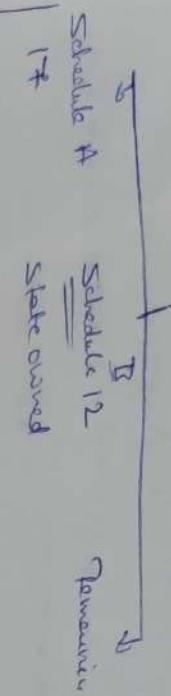
Planning Commission - March 1950

Industrial Dept. & Regulation Ad) - 1951

Core Sector	Heavy Industry	Middle Sector	Diversified
Basic	R&D	10-20 million	10 billion
Critical	Invest + 50 million	10-20 billion	10 billion

Industrial Policy Resolution 1956:

Shaped by Mahalanobis Model of growth.
emphasis on heavy industries.
public utility services and large scale invest
reserved for Public Sector.



Removal of regional disparities through development
of regions with new industrial base.

Industrial Policy Measures 1960 and 1970:

Monopolies Inquiry Commission (MICC) -
Acting in 1964, to review various aspects
pertaining to concentration of economic power
& operation of Industrial Sectors

Industrial Licensing Policy Inquiry Committee
1967 (not committee).

It defined that Big B's houses are those
having assets more than 350 million.
MRTP Act, 1969 defined it as 250 million.

Industrial Policy Statement - 1973

Preference was given to Small & Medium
entrepreneur, especially in the production of
mass consumption of goods.

Industrial Policy Statement - 1977

It concentrated on Small scale, tiny and
cottage industries.
Highest priority for Power generation and
transmission.

Tiny unit \rightarrow Machinery & Equipment upto
0.1 million / 10 lac and or population of < 50,000.

Industrial Policy Statement 1980:

Promotion of competition in the domestic
market, technological upgradation and modernization
of industries.

Concentrated on efficiency of PSU.

Small scale \rightarrow 2 million

Ancillary - 2.5 million

Tiny - 0.2 million.

Industrial Policy measures of 1980

→ technology and managerial modernization to improve productivity, quality and reduce cost of production.

Objectives

C Which of the following is not an Accounting concept?

- Matching concept
- Dual aspect concept
- True and fair concept
- Going concern concept.

H Dinary/Surplus Account in liquidation of a Company is called -

A List-C \Rightarrow List-D \Rightarrow List-G \Rightarrow List-H

List

B Gives a complete list of assets not specially pledged / mortgaged.

C Gives the list of assets which are specially pledged in favour of fully secured and partly secured cat.

D Gives the list of preferential cat.

E Gives the list of deb holders and others cat having a floating charge of the assets.

F Gives the values of shares held by various pri shareholders

G: Gives the detail amount payable to equity shareholder.

H Shows detailed budget as per statement of affairs.

I Budget as per statement of affairs.

J Pro Ratio can be improved by reducing fixed cost ✓

- Contribution is also known as Gross margin.
- Pro Ratio can be increased by increasing the selling price.
- Margin of Safety can be improved by reducing fixed cost.

K In the case of Stat -> Bank Statement

in established for:

L Short period \Rightarrow Current period \Rightarrow Indefinite period.

M Pre-defined period. ✓

N. Read the following statement -

I. Marginal costing and absorption costing is more suitable than weighted costing.

II. For decision making, absorption costing is more suitable than weighted costing.

III. CVP relationship also denote B-E-P.

IV. Marginal costing is based on the distinction that fixed and Variable costs.

V. Marginal costing is based on the above statements are true

VI. I and II \Rightarrow II and III \Rightarrow III and IV

VII. II and III

11. A consumer combining two goods will be in equilibrium when the marginal utility from both goods are

- A) More positive than negative.
- B) Min. possible Positive
- C) Equal
- D) Zero.

12. Total production will be maximum when,

- A) Marginal production is maximum.
- B) Avg. Production is maximum.
- C) Marginal production is zero.
- D) Avg. Production is equal to the marginal production.

13. Which one of the following is not matched properly?

- I
A) High initial price to be charged by the oligopolist
- B) Product line pricing
- C) Prices to be proportional to demand
- D) Prices to be increased for providing profit
- E) Prices to be all in all uniform

14. (a) and 3 D (b) and 1 C (c) and 4 D (d) and 2.

Product line pricing-

It is used by sellers of repairing goods into categories in order to create various quality levels in the mind of consumers.

14. An oligopolist charges different prices in different parts of the same town -

as Ratio of marginal utilities and prices of the respective goods are equal

- A) Ratio of marginal utilities of the two goods is equal to the ratio of their respective prices ✓
- B) Marginal rate of substitution is equal to the ratio of prices of the two goods.

15. Under kinked model, the demand curve for the firm's product is linear on the elasticity basis. The marginal rate of substitution is decreasing.

- I
A) All rivals charge the same price which is charged by the oligopolist
- B) All rivals charge a price independent of the price charged by the other oligopolist
- C) All rivals follow the oligopolist up to certain price but beyond that do not.
- D) All oligopolists charge the same as independent seller.

16. A graph of a cumulative frequency distribution

is called -

As ogive D Frequency polygon C Pie diagram

D Histogram.

- 16 Which of the following tests is used to test the significance of the coefficient of association?
- A) Z-test B) t-test C) χ^2 test D) F-test

- 18 The total area of a normal distribution lies $\text{any value } \pm 1\sigma \text{ of } \approx 68.3\%$
- A) 95.45% B) 95%. C) 99%. D) 68.34%.

- 19 Which of the following is a relative measure of dispersion?
- A) Std. Deviation B) Variance C) Co-efficient of variation
D) NRM

Absolute measure
of dispersion.

Range

Q.D

M.D

SD and Variance

Relative measure
of Dispersion

Co-efficient of Range

Co-efficient of Q.D

Co-efficient of M.D.

Co-efficient of Variation

(A Special Case of Std Co-eff
of Dispersion).

20 ERP includes

I SAP and/or II Resource planning

④ Both 2 & 2 ④ Only 2 ④ Only 2 ③ None

- 21 Which one of the following was not one contribution of Taylor (American Engineer)?
- A) Scientist B) Time and Motion Study
C) Diff Wage plan D) Modern Mgt (Peter F. Drucker)

22 Match the given # of two columns

I

② Hygiene theory

④ Theory X & Y

③ Expectancy theory

3+2

II

① Abraham H. Maslow

② Victor H. Vroom

③ Fredric Herzberg

④ Douglas McGregor

a-3 b-4 c-2

23 Which of the following combination consists of correct statement

- i) Control and planning are interlinked
ii) control is not meant for men but for activities
iii) control is a circular movement

④ i & ii ④ i & iii ④ ii & iii ④ i, ii, iii

24 Staff functions

④ Trainers ④ Appraisers ④ Placement ④ Directing

which of the following is correct

- ④ 1&2 ④ 2&3
b) 1,2,3 ④ 1,2,3,4

- (A) Mkt is a continuous process involving
the integration of all functions.
then organize only
(B) Managers first plan, then perform the function
of controlling.

Read the above statements and select the
correct answer from the code below.

- A) Both A & R are correct. D) and R is correct
Explanation of A ✓
B) Both A & R are correct but R is not an
correct explanation of A
C) A is ✓ but R is incorrect
D) A is ✗ but R is ✓

35) Ending concept of marketing deal

- A) Exchange of product b/w sellers & buyers
covering distribution and price aspects ✓
B) More importance to production.
C) Achieving marketing success through product
attributes
D) Aggressively promote and push the product

- Q
Who coined the expression marketing mix?
A) Henry Taylor B) James Culliton C) Peter F.
To what D) Andrew Marshall

Walter Torden, 1953.

President of American Marketing Association.

- 36) Which of the following by J.S. Paine
is correct
A) Market regulation
B) Standardizing Price
C) Multi-level marketing
D) Sales Mgr.
E) Translation of the marketing
plan into marketing performance
measures of Direct
marketing.

a - A b - 1 c - 4 d - 3

- 37) Which of the following by J.S. Paine
is correct
A) Adoption B) Legitimization C) Attitude D) Awareness

1,2,3 & 4

- 38) Discount cash flow criteria for investment
A) Net present value
B) Benefit-cost Ratio
C) Accounting Rate of Return
D) IRR.

4/2/15

- 3a which capital requirements the firm has to meet come from long term funds
the auditors not seeking out in detail
valuing capital
- a) 1 is correct b) 2 is correct
 → Both 1 and 2 are correct c) Neither of the two is correct.

33 Dividend Policy of a company mainly concerns
with -

- I. Dividend payout
 II. Stability of dividend.

- a) Only I is correct b) Only II is correct
 c) Both I and II are correct d) Both I and II are incorrect.

34 Match the following -

I

- a) The presence of fixed cost b) Super levered
 in the cost structure of
 firm.

c) The presence of fixed return d) operating leverage
 funds in the Capital
 structure of a firm.

e) Impact of changes in
 Ruler on the earning available f) Financial leverage.

g) Role of auditors h) Long term funds

- a-2 b-3 c-1
 d-4 e-5 f-6
 g-7 h-8

II

35 Select the following in which they are
Practiced.

- I. Promotion II. Performance appraisal
 III. Recruitment IV. Training & Development

III IV II

III

36 Which one of the following principles is not

based by performance evaluation?

- a) Decisions about promotions, transfers and terminations
 b) Centralisation and Decentralisation of decision
 making authority ✓.
 c) Identification of training & development needs
 d) Criterion against which selection & development programmes are validated.

IV

BMS: Bhadrappa Hazoor Singh [

I.L.O.: International Labour Organisation (1919) —

INTUC: Indian National Trade Union Congress

AITUC: All India Trade Union Congress.

Trade Union Act, 1926

- a) B.M.S b) I.L.O c) INTUC & AITUC

- d) External Yield criterion
 b) Dividend plus growth rate
 c) Equity Capitalisation approach
 d) CAPM

37 Which one of the following is not used to
assess risk of investment?

- a) Which one of the following is not used to
 assess risk of investment?

3) who has submitted the "final test plan"
for getting the bank selected

⇒ Malton L. Blum B) F-E-Bust

⇒ Prof. A. Rozen D) Filippa.
(Ridge) 1972

Seven Point

Physical make up

Affirmations - education, skill, experience

Good intelligence

Special aptitude

Interest

Disposition - acceptability, influence over others

Circumstances.

No - the bank steps in a Grievance procedure
Procedure is handled by:

- a) Union to voluntary Arbitrator (conciliation officer of state labor dept.)
- b) H.R. Dept. ⇒ Grievance committee

Conflict Resolution

Avoidance

Accommodating/Smoothing
him-lose/compromising

Compromising

Problem Solving/ Collaborating

Mediation

Conciliation

Arbitration

1) Reserve Bank of India Act 1934
B) Indian Co-op Act. 1956

⇒ Indian Banking Regulation Act. 1949

D) SEBI Act. 1992.

2) Reserve Bank of India Act 1934
B) Indian Co-op Act. 1956

⇒ Indian Banking Regulation Act. 1949

D) SEBI Act. 1992.

3) Reserve Bank of India Act 1934
B) Indian Co-op Act. 1956

D) SEBI Act. 1992.

R
1955

B) Nationalization of 14
major commercial banks
1935

⇒ Nationalisation of 6 commercial
banks
1980

d) Regional Rural Banks
1969 (1 July)

a-2 b-4 c-3 d-91

4) Capital adequacy norms 1988
I For strengthening capital base of banks.

B) For Rationing for loans.

D) I & II are ✓ ⇒ I & II & III

C) IV, but IX D) I, X but II ✓

ICAR = Tier I Capital + tier II Capital
Risk weighted assets

1.2. What are the functions of the World Bank?

- a) To mobilize the saving of high income groups
- b) To mobilize the saving of low and middle income groups
- c) To mobilize the savings of corporates
- d) To mobilize the savings of low and middle income groups.

Q. Which of the following is the basic objective of the World Bank?

- a) To provide social services
 - b) To provide financial assistance
 - c) To promote economic growth
 - d) To eradicate poverty
- Ans: Which of the following is not an International financial institution?
- a) IFC
 - b) IMF
 - c) IDA
 - d) World Bank

Ans: In BOP deficit, all goods imported and exported are recorded in,

- a) Capital A/c
- b) Visible A/c
- c) Invisible A/c
- d) Merchandise A/c.

BOP consists of current account, capital account, Errors and omissions and changes in foreign exchange reserve.

Under Current A/c of the BOP, transactions are classified into merchandise exports & imports and invisibles.

Invisible Transactions

- a) Service travel, transportation, insurance,
- Govt not included elsewhere (GNIE)
- and miscellaneous

b) Income

- transfer (grant, gift, remittances etc) which do not have any "quid pro quo". Latin word, means an exchange of goods & services, where one transfer is contingent upon the other.

III. The definition of currency of a country in India

- I. It has adverse BOP
- II. It has favourable BOP.
- A Both I and II are correct
- B Both I & II are incorrect
- C Only I is correct
- D Only II is correct.

50. Note the following

- 1) WTO
 - 2) Uruguay round negotiations
 - 3) WTO Trade Policy Review Body
 - 4) The Patents (Amendment Act) vs 1999.
- a - 2 b - 1 c - 3 d - 4

December - 2010

1. India abolished the quantitative restriction of imports of basic items in 1991 as per the commitment to which it had followed.
2. GATT → SAFTA → WTO as Non-clad movement

1. Gliberalisation is a term used to denote the process of removal of restrictions on which of the following?
 - a) Foreign trade
 - b) Investment
 - c) Art 3 above
 - d) Nota

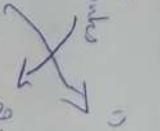
2. When a new take over occurred and clearly becomes a new entity, the action is called:
 - a) Merge
 - b) Acquisition
 - c) Strategic alliance
 - d) Nota

41. Match the following

I

II

Revenue rate.

- 1) Rate at which RRB gives loans to commercial banks by discounting bills. 
- 2) Rate at which RRB borrows from commercial banks
- 3) Prime lending rate

III

1993

1995

1997

1999

- The Repo rate is applicable to short-term lending especially for overnight lending to banks by the central bank and governed by the short-term interest rate and inflation target but Bank rate is applicable to long-term lending

5 → the MFTR Act, 1969 was abolished on
21/1991 Dec 2006 2) now
now.

- Q. Accounting concepts are based on -
a) Certain assumptions b) certain facts & figures
c) certain accounting records & Govt guidelines.

Q. Read the following statements -

1. Financial statements are only interim reports.
2. Financial statements are prepared on the basis of realisable values.

3. The preparation of financial statements is not an ultimate aim.

4. Certain assumptions are necessary to prepare financial statements.

which of the following combinations consists of all true statements.

A) 1,2,3,4 B) 2,3,4 C) 1,3,4,5 D) 1,2,4

If which of the following is not a subsidiary book?

A) Purchase Book B) Sales Book C) P/L Book
D) Bank Book.

= Which of the following are the application of funds?

1. Redemption of preference share capital
2. Payment of Dividend
3. Increase in working capital.

A) only 1 and 3 B) only 2 & 3 C) only 1 and 3
D) 1,2 and 3

(a) The main purpose of cost accounting is -

- 1) Profit not in decision making
- 2) Max. profit and minimize loss

→ comply norms issued by the Govt of India from time to time.

- 2) Prepare cost accounts in line with the accounting standards.

1) The various stages of production can be known in a timely manner as per which of the following?

- 1) Total sales method
- 2) Proportional method
- 3) Arc method
- 4) Geometrical method.

2) Which one of the following is not correct about the Price discrimination by a monopolist who intends to?

- 1) Maximize the sales/profit
- 2) Share the consumer surplus.

3) Increase the welfare of monopolies ✓
→ Reduce the welfare of masses.

13 Returns to Scale involve Variations in the quantities of the various factors of production -

- 1- Simultaneously, and/or 2- Proportionately.

A) Both 1 and 2 are correct B) 1 is ✓ 2 is ✗

C) 1 is ✗ and 2 is ✓ D) Both 1 and 2 ✗

14 The firm under perfect competition will be in

short run equilibrium when -

A) Falling Marginal cost is equal to the minimum avg. cost

B) Marginal revenue is equal to falling marginal cost ✓

C) Avg. Revenue is equal to avg. cost

D) Marginal revenue is equal to the falling marginal cost

15 Match the following

I

II

i) Law of demand is fully applicable → Giffen goods

ii) Law of demand is not applicable at all → Veblen goods

iii) Law of demand is partly applicable → Normal goods.

i-3 ii-1 iii-2

16 Statement - I

The headings for columns and rows are called caption and stub respectively

Statement - II

Simpson's rule is used to decide the nature of manifold classification.

Which of the following is correct

A) Both I & II are false. C) I is true, II is false
B) Both I & II are true D) I is false & II is true

17 F-test is used to test the significance of the differences between -

A) Co-efficient of correlation b/w two sample groups.

B) Co-efficient of -LR among more than two sample groups.

C) Aug. b/w two sample groups

D) Aug. of more than two sample groups.

18 Co-variance b/w two variables is -

A) The avg. of the product of deviations taken from their averages

B) A is further divided by the product of their S.D.

C) A is further divided by the product of their arithmetic averages

D) NOTA

$$\text{Cov}_{xy} = \frac{\sum (x-\bar{x})(y-\bar{y})}{n}$$

19 S.E. of the mean is the SD of the sampling distribution of mean

Simple Random Sampling is non-probabilistic sampling method.

Which of the following combination is right?

a) AND \Rightarrow AND \Rightarrow AND

20 Which of the following is not Robbins?

1. Action & fact.

a) 1 and 2 \Rightarrow only 1, only 2 \Rightarrow NOTA

21 In which type of organization is 'Span of control'?

Communication word:

a) Informal organization. b) Formal organization.
c) Departmentalized. d) Matrix organization.

22 In life sciences 'Grid system' (Tichy model)

a) Diverse management styles.
b) Co-ordination.
c) Communication
d) Motivation.

23 "SWOT" is used for

a) Planning \Rightarrow organizing \Rightarrow motivating
 \Rightarrow controlling.

24 Which of the following term is not related

I

a) Frederick Herzberg

1. Scientific mg ✓

b) Henry Taylor

2. Modern Mgt

3. Bureaucracy

c) Max Weber

4. Marketing

25 Which one of the following are not related under corporate governance?

a) Corporate Social Responsibility

b) Business Ethics

c) Role of Independent Directors
d) Sent monitoring.

26 Market Entry means -
a) Establishing and running a web marketing facility.

b) A method of survey of expert's opinion.
c) Managing brands and developing brand equity
d) An analytical technique which facilitates dividing market into segments

27 Trade mark is -

a) A name, term, symbol or design which is intended to identify the goods and services of a seller.

b) A brand that has been given legal protection.
c) Giving protection to the product and adding to its aesthetics and value appeal
d) Providing written information about the product.

Dr. Iskandar of the Faculty of Strategic Planning

- A) pursues a mission
a choice of business
- B) objectives
a) Social & responsibility

1) Larger in scope than both physical and marketing decisions.

$$a - 4 \quad b - 1 \quad c - 2 \quad d - 3$$

Mr. Attahude Meen

- A) Impulses, desires and considerations of the buyer, which induces to him to purchase a product

- B) A sum total of the individual faith & feeling towards a product.

- C) The customer viewing to his environment word of information around him.
- D) Creating revenue robustness in the mind of an individual.

30 Match the following

I

- 1) Supply chain mg.
2) Product positioning
3) Marketing environment analysis

② Putting the product in the mind of the prospective buyer

- 1) Be the brains.
2) Marketing environment analysis

- ① Supply chain mg.
③ Marketing environment analysis

II

- 1) The rate of discount = which reduces a project because time is also lower.

III

- 1) The dividend irrelevance theorem to whom

- 2) The dividend irrelevance theorem to whom

- 1) The dividend irrelevance theorem to whom
Valueless was proposed by James C. Walter & Myron Gordon Myron Miller

IV

- 1) Dividend approach
2) Cost of preferred capital
3) Dividend approach
4) Cost of debt capital

- 1) Dividend approach
2) Cost of debt capital
3) Dividend approach
4) Cost of equity capital

- 1) Dividend approach
2) Cost of debt capital
3) Dividend approach
4) Cost of equity capital

31

- A: Cost of working capital refers to the wife
of current assets & current liabilities.

- B: But the major factor of course is in on
the wife of current assets bcoz
current liabilities are in the context
of current Assets.

- 1) Both A & B
2) A & R
3) Both A & R
4) A & R

- 36 Business Plan designed to achieve the
organizational objectives is called

- @ HRP by HR forecasting ~~strategic plan~~
④ Corporate Development plan.

24 360° method states -

- (A) Performance app B) Organisational climate
C) Employee morale D) Perfectionism.

25 Match the following

2

- ② Adam Smith
b) Karl Marx
c) John Davidson
d) David Ricardo

- 1) Substitution theory (A)
2) wage fund theory (a)
3) the surplus value theory (b)
4) Bargaining theory (c)

2341

32

- A: High morale leads to high productivity
B: High morale need not necessarily lead
to high productivity

1 is correct & 3 is incorrect.

- 25 fringe benefits now a days are a
significant component of compensation.

- 26 Under Piece rate plan employees are
paid at a stipulated rate per hour of
work done by them.
One is ✓ Two is ✗
III. Which one of the following is not an
instrument of credit control in the banking
system.

- A) open market operations \rightarrow CRR
B) Moral suasion.

27 Match the following

2

- a) IDBI
b) IFCI
c) NABARD
d) IFCI

- 1982 a-a-b-3
1964 c-1-d-4
1949 ——————
1955 ——————

- 43 Which of the following is not a function of a bank
 a) accept deposit b) Waive loans
 c) grant advance d) to supply input to farmers.

* ✓

44 From which date does all books start
Banking year from 1st of April

a) Jan 1st 2009 b) April 1st 2009

c) July 1st 2009 d) Sept 1st 2009.

- 45 Which of the following is not the function of a commercial bank
 a) fund based business b) DIP operations
 c) Loans d) Deposits
 d) Discounting of bills.

46 Foreign exchange and foreign currencies

in India are governed by

a) SCRA b) Banking Regulation Act

c) FEMA d) SEBI

- 47 The BOP of a country on current accts is equal to -

a) Balance of trade + short-term capital flows.

b) BOP + Net invisible exports

c) BOP - Capital flows

d) Bo invisible trade - Imports.

	Wheat	Cloth
a)	50	350
b)	100	50

which of the following will take place?

- a) No trade will take place
 b) X will export wheat and import cloth ✓
 c) X will export cloth and import wheat
 d) there is no enough info to comment.

48 A debit balance of payment creates

- a) low imports high exports ✓
 b) high imports low exports.

49 Watch the following

I

F

a) World Bank — 1944.

b) International Finance Corporation — 1956

c) ITA — 1960

d) ADB — 1966 (August 22)

50 The following table shows some percentage of production of two goods wheat and cloth in two countries X and Y with no import or export cost and free trade

OSFOLIR June 2011

1. Match the following components of business environment.

I

- a) Economic Environment 1. EXIM policy
- b) Social Environment 2. customs
- c) Political Environment 3. Social Values
- d) Legal Environment 4. Business Laws and Banking Act.

a-2 b-3 c-4 d-4

Q. Planning is a - - process.

a) Goal oriented b) Flexible c) Time bound

d) All of these

3. Which among the following have not been opened for private sector participation?

- a) Power Sector b) Telecommunication Sector
- c) Education Sector d) Railways -

4. VAT is imposed -

- a) Directly on consumer b) on first stage of production
- c) on all stages from production to final sales
- d) None of the above.

5. In which of the following countries did Industrial Revolution took place first?

- a) France b) Germany c) England d) U.S.A

(1820-1840)

Second (1840-1870)

6. Accounting Standards Board of India was established in the year -
 a) 1940 b) 1972 c) 1973 d) 1987

II

I X and Y are partners in a firm. They established firm and took up assignments in 15th day of every month for the next months during year. Interest on starting is chargeable @ 10% per annum. What would be the int. on average separately?

a) 1,800 and 1,200

b) 900 and 600

c) 18,00 and 12,00

d) 150 and 100

$$15,000 \times \frac{1}{12} = 1,250$$

$$15,000 \times \frac{10}{12} \times \frac{6}{12} = 6,250$$

$$15,000 \times \frac{1}{12} \times \frac{6}{12} = 5,000$$

$$15,000 \times \frac{10}{12} \times \frac{6}{12} = 5,000$$

$$6,000 \times \frac{1}{12} = 500$$

$$6,000 \times \frac{10}{12} \times \frac{6}{12} = 3,000$$

$$18,000 \times \frac{10}{12} \times \frac{6}{12} = 6,000$$

$$18,000 \times \frac{1}{12} = 1,500$$

$$12,000 \times \frac{10}{12} \times \frac{6}{12} = 6,000$$

$$12,000 \times \frac{1}{12} = 1,000$$

$$1,500 \times \frac{10}{12} \times \frac{6}{12} = 750$$

$$1,500 \times \frac{1}{12} = 125$$

Total Drawings (Contd.)

When dates of drawings are not given.

Int on drawings = Total drawings $\times \frac{\text{Rate}}{12} \times 6/12$

When avg rate of int given.

Int on drawings = Total drawings $\times \frac{\text{Rate}}{12}$.

No dates of drawings are given.

When all methods are withdrawn @ diff levels

Int on drawing = Total Product $\times \frac{\text{Rate}}{12} \times 1/360 \text{ or } 1/12$

Monthly/Quarterly drawings method:

12 months period

Beginning of each month = Total drawing $\times \frac{\text{Rate}}{12} \times 6.5/12$

End of every month : Total drawing $\times \frac{\text{Rate}}{12} \times 5.5/12$

Middle of the month = Total drawing $\times \frac{\text{Rate}}{12} \times 6/12$

6 months period

At Beginning Total drawing $\times \frac{\text{Rate}}{12} \times 3.5/12$

End : Total drawing $\times \frac{\text{Rate}}{12} \times 2.5/12$

Middle = Total drawing $\times \frac{\text{Rate}}{12} \times 3/12$.

Q If the product consideration is neglected by adding the value of payments made, the method is called -

a) Lump sum method b) Net worth method

c) Net payment method d) Value of shares method.

g. The following state is the rates of co.

What is the correct order?

- Issue, Application, call and forfeiture
- Application, call, Forfeiture and Issue.
- or call, Issue, Application & Forfeiture.
- Forfeiture, Application, Issue & call

10) The final account of a manufacturer's co. generally include the following statement :-

- 1-Balancesheet 2. Manufacturing A/c \Rightarrow P&L A/c
 - ii. Trading A/c & P&L A/c
- which is the correct answer.
- 2, 4, 3, 5, 1

ii) The theory of Revised preference was propounded

by?

a. A. Marshall \Rightarrow P.F. Drucker \Rightarrow Paul Samuelson

1938

13. Which of the following concepts is considered as a monopoly?

- a) Oligopoly
- b) Perfect competition or Monopoly.
- c) Imperfect competition.

14. A perfectly competitive market is the short run will be in equilibrium where -

$$a) MC = AC \Rightarrow MC = MR \Rightarrow MC = P = ATC$$

15. Match the following

1.

a) perfect competition \rightarrow no control

b) Monopolistic competition \rightarrow some control

c) oligopoly \rightarrow practically no control

d) Monoply \rightarrow usual control.

a - H b - 3 c - 2 d - 1

15. Statement A: The demand for the product of a

firm under oligopoly is at prices higher than the prevailing market prices.

Reason (c) — the oligopistic firm faces a kinked demand curve.

A is wrong, R is right.

16. In a factory, there are 1000 workers consisting of 400 A-Grade workers and 600 B-Grade workers.

In a Grade, 300 are male workers and in

B-Grade only 200 are male workers.

How many female workers are there in a factory?

$$a) 300 \quad b) 400 \quad c) 500 \quad d) 600$$



17. When a population is heterogeneous, it is divided into groups, so that there is homogeneity within the group and heterogeneity between the groups, and same items are selected at random from each group, it is a case of -

a) Cluster Random Sampling b) Systematic Random Sampling.

c) Quota Sampling d) Stratified Random Sampling.

cluster divided.

Q8. Which one among the following is a sample?

a) 5 to 10 \rightarrow 29 \rightarrow All of these.

b) SAP \rightarrow ERP \rightarrow SPSS \rightarrow Tally

c) Which one of the following software is used for Research analysis?

Q4: Which one of the following is a Date Theory
Not System?

- A) MS Access B) MS Excel C) MS Outlook
D) None of these.

Q5: Match the following.

III

- a) Maslow 1. Hygiene theory
b) Herzberg 2. X & Y theory
c) Ouchi 3. Need Hierarchy Theory
d) McGregor 4. Z theory.

a -> b - 1 c - 4 d - 2

Q6: Two concepts of M.B.O originally came from

My by results.

- A) F.W. Taylor B) A.H. Maslow C) Henry Taylor
D) Peter F. Drucker 1954

Q5: Which one of the most important principle of Business Ethics?

- A) Principle of unity of direction.
B) Principle of proportional judgement
C) Principle of scalar chain
D) Principle of span of control.

Q6: Match the following.

III

a) Marketing is the delivery

of Std. of living.

b) Marketing comprises of both buying & selling activities.

c) Marketing is human activity

d) Marketing is a process which directed at satisfying needs

and wants through exchange

process

1. Peter F. Drucker

2. Philip Kotler

3. Paul Mazur

4. Pyke.

a) Marketing is a process which

concerns a resource, distinct

knowledge into a contribution

of economic value in the market

place.

- Q7: Unity of objectives principle means that
there should be -
- A) Only one objective B) Pre-determined objectives
C) Coordination among objects D) Not A.

a - 3 b - 4 c - 2 d - 1

Q1. Which one of the following is not the mode

~~A).~~ Direct Distribution System?

B) Trading mediation T3> Vending machines

C) Own sales depot D) Franchise shops.

Q2. Which one of the following is matched correctly?

- A) Consumer promotion - Sales meeting
 B) Dealer promotion - Display allowance.
 C) Internal Sales promotion - Free sample.

D) N.O.T.A.

Q3.

Statement (A): "the electronic media has a strong impact on consumers' behaviour in India"

Reason (R): Most of the Indian consumers take their decision with the help of Electronic media"

A is correct R is false.

Q4. Road blocking advertisement is -

- A) Advertising a product by blocking a road
 B) Putting an advertisement on a blocked road
 C) A technique of getting potential customers on the road

- D) Advertising a product on all kinds of radio channels at the same time

Q5. Read the following statements

1. "Working Capital is the amount of funds necessary to cover the cost of operating the enterprise."

2. "Circulating capital means current assets of a firm that are charged in the ordinary course of business from one form to another"
 $\text{P.M.} \rightarrow \text{W.P.} \rightarrow \text{P.L.} - \text{C.M.}$

Both 1 and 2 are correct.

Q6. Examine the following statements:

1. Pay back period is used measure the true profitability of a project
 2. Capital Rationing and Capital budgeting mean the same thing.
 3. IRR and Time adjusted Rate of Return are the same thing =

4. Rate of Return should taken into account the time of money.

- A) 1,2,3 are correct B) 2,3 are correct
 C) only 3 is correct D) All 1,2,3,4 are false

Q7. Which one of the following is correct?

1. A ratio is an arithmetical relationship of one number to another number.
 2. Liquid Ratio is also known as Acid test ratio.
 3. Rule of thumb for current Ratio is 2:1
 4. Debt equity ratio is the relationship b/w outsiders fund and S.I.F
 1,2,3,4 are correct

34. The basic objective of Financial Mgt is -

- A) Maximization of Profits ✓
- B) Profit planning of the organization.
- C) Maximization of shareholders wealth
- D) Ensuring financial discipline in the org.

35. Which one of the following does not need to represent the proportionate relationship b/w

Debt and equity.

A) Cost of capital B) Capital budgeting

C) Assets structure D) Capital structure

36. HRM is amalgam of -

- A) Job analysis, Recruitment & Selection. ✓
- B) Social behaviour and business ethics.
- C) Org. behaviour, personnel mgt & industrial relation.
- D) Employees in employees.

37. Recruitment is concerned with the process of -

- A) Selection of right candidate
- B) Developing a pool of potential employees.
- C) Inviting applications for jobs
- D) Nota.

38. The mechanism to identify employees growth Potential is done through -

As job enrichment B) Job evaluation.

→ Job assessment card C) Position description.

39. An interview conducted at the time of an employee leaving the organization is called -

- A) Exit interviews B) Feed back interviews.
- C) Convincing interviews D) Directed interviews.

40. Statement (A): A manager delegates authority

Reason (A): The manager wants to Akhanda responsibility.

A is correct, B is false.

41. Match the following

1

a) Unit Trust of India 1. 1931

b) Banking Regulation Act 2. 1949

c) Imperial Bank of India 3. 1964

d) NABARD 4. 1982

II

1

2

3

4

a-3 b-2 c-1 d-4

42. Capital Adequacy Norms declared in the year 1996, is applicable to -

A) Foreign banks B) Co-operative Banks C) Retail banks

D) Nationalised banks

43. Which one of the following is used for International Money transfer?

- A) RTGS B) NEFT C) SWIFT D) NOTA.

SWEET:

Search for worldwide Eurobank Financial
Telecommunication (Borrowed in 1973)

Q4: In order to control credit and investment,
the central bank of a country should -

A) Sell securities in the open market and
hike the CRR ✓

B) Buy securities from the open market and
lower the CRR.

C) Buy securities from the open market and
hike the CRR.

D) Sell securities in the open market and
lower the CRR.

Q5: India has been witnessing ~~high rate of inflation~~
since 1990.

A) Public ~~expend~~ and money supply both are
continuously increasing

B) The agriculture & industrial sectors have not
performed adequately

C) Both agricultural and administered prices have
been hiked.

D) All of the above. —

Q6: In India - - - has a pre-dominant Reserve
in the debt market -

- A) Govt securities & corporate deposits.
- C) Corporate equities & CDR.

Q7: Which type of elasticity plays a crucial role
in determining international trade?

A) Elasticity of demand & price elasticity of demand
or income elasticity of demand & cross elasticity of demand

Q8: DFEC stands for -

A) Direct Foreign Exchange control -

B) Direct Finance Exchange control.

C) Duty Free Export credit.

D) Duty Free Export credit.

Q9: Suppose a Canadian firm imports bananas of
\$1000 and sells them for \$2000. The effect
on GDP would be -

A) GDP ↓ \$300 D) GDP ↑ \$300

B) GDP ↑ \$2000 E) GDP ↑ \$1000

Q10: In Independent India, the first major
foreign exchange crisis occurred in the year -

A) 1955 B) 1956 C) 1969 D) 1991

(1956)

DECEMBER 2011

(writer)

1. Material requisite of all well being is the principle propounded by -

As Marshall By Pigou \rightarrow Adam Smith with Robbins.

"Principle of Economics" 1890.

The concept of scale in production curve

- 1) Very short period \rightarrow Short-run

- 2) Long run \rightarrow All of the above.

3. The elasticity of demand describes -

- A) The slope of the demand curve

- B) The responsiveness of Price to change in the quantity demanded

- C) The responsive of quality demanded to changes in price

- D) A change in the incomes of the relevant response to change in price.

4. Content industry is an example of -

- A) Perfect competition \rightarrow Monopoly

- C) oligopoly \rightarrow Imperfect competition.

5. An auditor of a partnership firm is appointed on per -
- Statute
 - Grant or deed
 - Agreement
 - Co-vention

6. The difference between cost and current liabilities is known as

7. Working Capital \rightarrow Liabilities \rightarrow Profit \rightarrow Loss

8. An operating cycle method includes -
- Raw-materials \rightarrow Finished Goods \rightarrow Debtors
 - All of these.

9. When the borrowing are more than the capital stock, the company need to be -

- A) Trading on equity \rightarrow Trading on thin equity

- B) Trading on thick equity \rightarrow All of the above.

10. Trading on thick Equity -
when borrowed capital is less than owned capital.

Trading on thin Equity
when borrowed capital is more than owned capital.

11. Content industry is an example of -

9. Which of the following increase socio-economic factors?

- A) Customer B) Competition or Substitute D) DATA

To Marketing Companies -

- B) Buying \Rightarrow selling \Rightarrow Accounting \Rightarrow Buying & selling.

11. The primary buying motives includes -

- A) Food and Drink B) comfort \Rightarrow Social approval
- C) All of these.

12. Ansation: Everything that goes to increase

the importance of the Subordination role is a decentralisation.

Reason(1) When the degree of delegation of authority is more than the degree of reservation of authority, it is a case of decentralisation.

Both are correct.

13. If the regulatory body is not held in sight the court may, under Sec. 473 order that

by the holding of such a meeting

B) Explanation from the defaulting officer.

C) Compulsory winding up of the co.

D) None.

14. The paid up capital of NAMRA is -

- A) 30 crore B) 100 crore C) 400 crore D) 200 crore.

15. The Governor of RBI appointed by -

- A) State Govt B) Central Govt of India (M.Y.A)
- C) President of India D) Finance Minister of India.

16. Which of the following does not influence the individuals demand for a product?

- A) Price of product B) Price of close substitutes
- C) State of producer technology D) Change in climate

17. What is the nature of elasticity of demand for luxury items high-class furniture?

- A) Unit elastic B) Fairly elastic C) Highly elastic
- D) Zero elastic.

18. Trading in a continuous co-operative bank -

- A) On cash basis only B) On cash basis for non members and credit facilities for members.

for members.

C) The credit facilities are available for both members as well as non-members.

- D) DATA

19. India merchandise does is based on -

- A) American Std B) European Std

- C) English Mercantile Std D) Japanese Std.

In which one of the following is not the limitation of the Capitalism?

- A) Monopoly B) Exploitation C) Unemployment
- D) Capital formation.

Q1. Which is a -

- A) Parametric test D) Non-Parametric test.
- B) Large sample test B) POTA.

* The causal relationship is indicated by -

- A) Correlation & Regression C) Association
- D) None

Q2: Which one of the following is not the merit of Capitalism?

- A) Individual incentive D) Benefits of perfect competition
- C) Economic instability

→ Flexible & dynamic economy D) Economic instability.

Q3. Which one of the following is not the advantage of Capitalism?

- A) Capital formation B) Economic inequalities
- C) Adaptability D) Monopolistic profit.

Q4. Which one of the following is not the advantage of Capitalism?

- A) Capital formation B) Economic inequalities
- C) Adaptability D) Monopolistic profit.

Q5. Which one of the following is not the damage of capitalism?

- A) Class conflict B) Inefficient production,
- C) Social interest D) Neglecting National interest

Economics

$$D \propto \frac{1}{P}$$

Demand

Demand and Price have inverse relationship.

Why does DD (curve) slopes downwards?

$$D \uparrow P \downarrow$$

* Income effect → due to Inverse relationship.

* Substitution effect

Income effect

$$P_L \rightarrow$$

$$P = 10 \quad Y = 100$$

P & Y = 100 Demand more.

Substitution effect. Compare two goods with the another

$$P_X \rightarrow$$

Income effect

$$P_Y$$

Factors influencing Demand.

D = f(P_X, Y, P_t, Population, credit, Income, wealth)

Exceptions for demand law.

(England, Stockholm)

* Giffen Goods Situation (Inferior goods)
+ Veblen ... (Prerogative goods)

+ True expectation of increase in price.

Taylor also mentioned that

Vietnam goes

Demonstration effect.

H-Y Group and L-Y Group tries to follow

High Income Group.

Price - Price will not matter.

Elasticity of demand

Law of Demand

$\Delta Q \propto P$

$\Delta P \propto Q$

$\Delta Q \propto \Delta P$

$\Delta Q \propto 100$

$\Delta P \propto 100$

Magnitude measurement

?

Decrease

10
10
10

↑
↑
↑

↓
↓
↓

Constitutive elements

and constant of proportionality

$$\text{Price E-O-D} = \frac{\Delta D}{\Delta P} \times 100$$

$$\text{Price E-O-D} = \frac{\Delta P}{\Delta D} \times 100$$

Responsiveness / magnitude of change in demand due to change in price, income or price of related goods

Demand is a f (Price, Income, Price of Substituted)

[P, Y, P_s]

1. Price Elasticity
2. Income elasticity
3. Cross elasticity

Price Elasticity

E-O-D

Proportionate can be measured either in the

proportionate manner.

Proportionate:

When two ratios are equal than we call it as proportionate.

a:b = c:d (Should be equal).

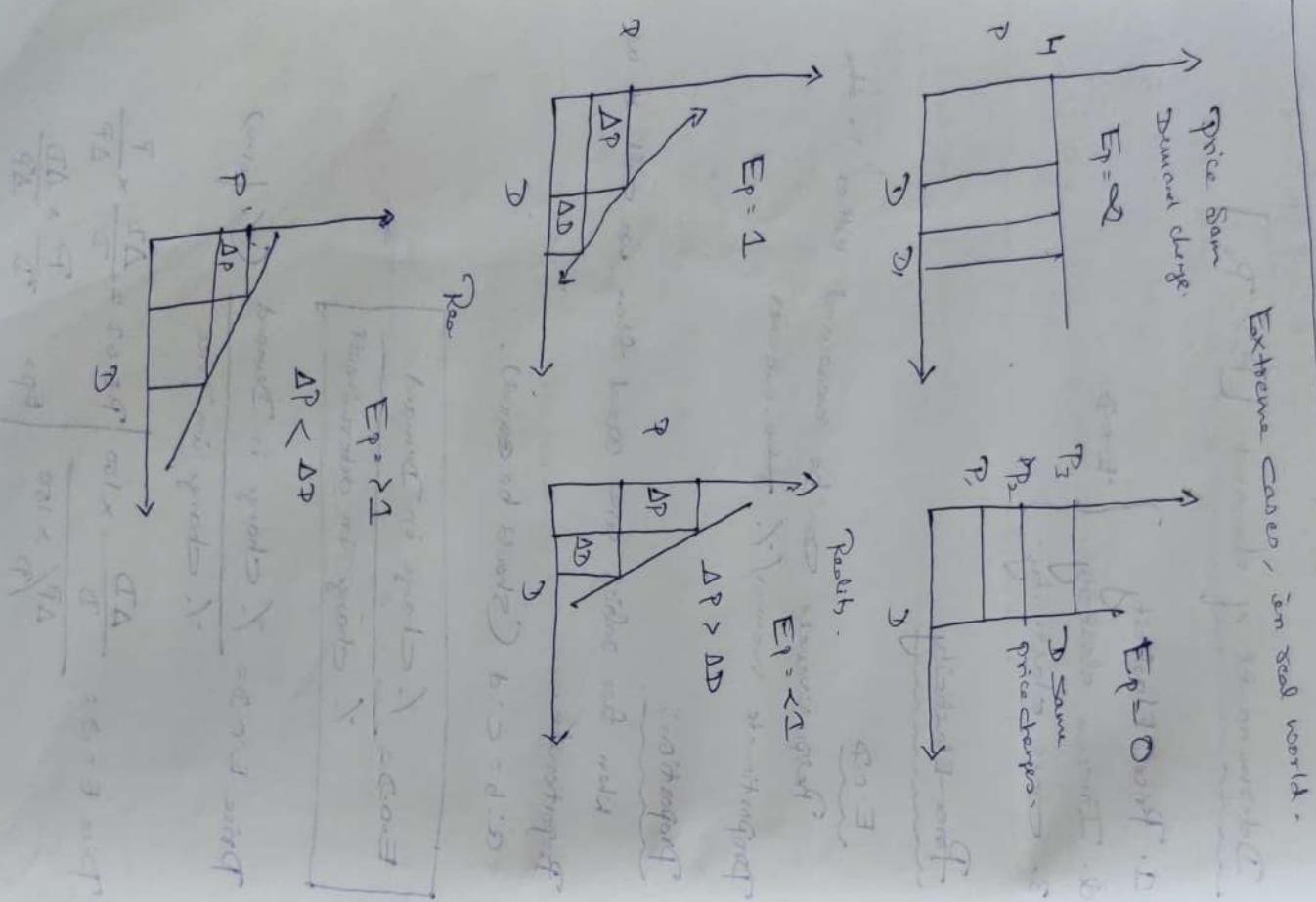
$$\text{E-O-D} = \frac{1. \text{ change in Demand}}{1. \text{ change in determinants}}$$

$$\text{Price E-O-D} = \frac{1. \text{ change in Demand}}{1. \text{ change in price}}$$

(f. form)

$$\text{Price E-O-D} = \frac{\Delta D}{\Delta P} \times 100 \quad \text{P.E-O-D} = \frac{\Delta D}{\Delta P} \times \frac{P}{\Delta P}$$

E_p : will be always negative
Ignore the negative / multiply by negative.



④ Demand changes directionally, due to change in price (Bundles)

- ③ Elastic responsiveness of demand on price.
- ④ Demand responds in less.
- ⑤ Demand Response is more.

Degrees of Price elasticity (Base should be constant)

- Case
1. Perfectly Elastic $E_p = \infty$
 2. Perfectly Inelastic $E_p = 0$
 3. Unitary elastic $E_p = 1$
 4. Relatively less elastic/inelastic $E_p < 1$
 5. Relatively elastic/more elastic $E_p > 1$

Various methods to measure price elasticity

1. Percentage method
2. Arc method
3. Point method.
4. Total outlay/total expenditure method.

Point method / Geometric method.

(Suitable when there is small changes) at a given point.

Slope

$$\text{Assume Price} = 10 \text{ per kg}$$

$$Q_1$$

$$Q_2$$

$$\Delta Q$$

$$\frac{P_1 - P_2}{P_1 + P_2} = \frac{\Delta P}{P_1 + P_2}$$

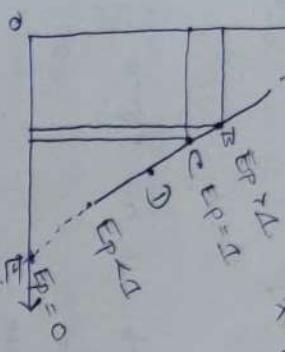
$$\frac{Q_2 - Q_1}{Q_1 + Q_2} = \frac{\Delta Q}{Q_1 + Q_2}$$

$$\frac{\Delta P}{\Delta Q} = \frac{P_1 - P_2}{Q_2 - Q_1}$$

After \rightarrow
Extend the demand curve till
'x' axis and 'y' axis.
(to get point)

Point method is used mathematically.

Arc method / Avg. method
Suitable at two different points. [charge change]



Formula

Ep = $\frac{\text{Lower Segment}}{\text{Upper Segment}}$

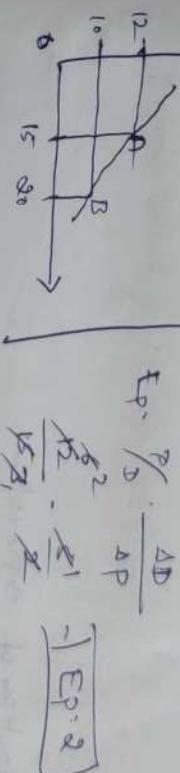
At 'C' $EP = \frac{CE}{CA}$ (Lower segment) $\frac{4\text{cm}}{4\text{cm}} = 1$
(Upper segment)

At 'B' $EP = \frac{BE}{BA} = \frac{9}{12} = EP < 1$

$$EP = \frac{P}{D} \cdot \frac{\Delta P}{\Delta D}$$

$$\left[EP = 1.25 \right]$$

when we scale twice



Take Avg

$$EP = \frac{P_1 + P_2}{D_1 + D_2} \cdot \frac{\Delta P}{\Delta D} \rightarrow EP = 2$$

$$At 'T' \rightarrow EP = \frac{PE}{DE} = EP = 0$$

$$At 'S' \rightarrow EP = \frac{DE}{CE} = 33.33\% EP < 1$$

$$At 'E' \rightarrow EP = \frac{EE}{EA} = 0 EP = 0$$

\rightarrow to (points \rightarrow more than 1.0 value selected)

more than 1.0 value selected

$$\boxed{\text{Arc method} = \left(\frac{P_1 + P_2}{D_1 + D_2} \right) \left(\frac{D_2 - D_1}{P_2 - P_1} \right)}$$

$$\frac{D_1}{D_2} \rightarrow \text{more than 1.0 value selected}$$

31. Measurement of output of an economy
32. Marginal product of factor
33. Which of the following is not the result of a company's growth?
34. The company ABC entered into - in India
- A) Tax, depreciation
 - B) Cost, depreciation
 - C) Tax, depreciation
 - D) Tax, depreciation
35. Which of the following is not a method of financing?
- A) Partnership
 - B) Sole proprietorship
 - C) Joint venture
 - D) Franchise
36. Which of the following is not a method of financing?
- A) Partnership
 - B) Sole proprietorship
 - C) Joint venture
 - D) Franchise
37. Note -
- A) Mergers
 - B) Agreements among enterprises
 - C) Increase of dominance
 - D) Not all
38. Which one of the following shows concentration in control by the computer firms in India?
- A) Increase of share capital
 - B) Increase of size of a company
 - C) Increase of size of the compound
 - D) Increase of size of the compound
39. Which one of the following is not the result of a company's growth?
- A) Increase of share capital
 - B) Increase of size of the compound
 - C) Increase of size of the compound
 - D) Increase of size of the compound
40. The present composition of the Indian economy is -
- A) Primary
 - B) Secondary
 - C) Tertiary
 - D) Quaternary
41. What are the following not part of?
- A) Sectoral growth
 - B) Sectoral planning
 - C) Full employment model
 - D) Sectoral planning
42. Maximum use of natural resources -
- A) Sustainable development
 - B) Sustainable development
 - C) Sustainable development
 - D) Sustainable development
43. Sectoral growth force for sustainable development
- | Capital | Labour |
|---------|--------|
| 300 | 100 |
| 100 | 300 |
44. Market mechanism
45. Goal of socialist welfare state is to -
46. Which one of the following is not the characteristic of socialist economic system?

3c. Which of the following is Business average?

- A) Moving Avg.
- B) Progressing Avg.
- C) Composite Avg.
- D) All of the above.

Progressive Avg.

Monitoring Purchasing Performance & bench marking.

Composite Avg.

New Jones Avg. (65 companies) U.S. Index

3#) \sum Collected data.

A) Capital Sigma T3) Rule \leftrightarrow Harmer D) Voucher.

38 - the degree to which numerical data tend to spread about an average value is called the -

A) Variation B) Dispersion of the data C) Average D) NotA.

D) NotA.

39. Method of Survey is -

A) Range B) Interquartile Range C) Percentile Range

D) All of the above.

40. Which of the following statistical method may

be used for quality control?

A) Range B) Mean C) Mode D) All of these.

- 41 Beta Blue Group is -
- A) Consumer Co-operative Store
 - B) Departmental Store
 - C) Chain Store
 - D) NotA.
- Chain Store.
- Chain stores or Retail & chain are retail outlets that share a brand and central management, and usually have standardised business methods and practices.
42. A Public Corporation is set up -
- A) By a Special Act of Parliament
 - B) By a Special order of the Govt.
 - C) Under Companies Act, 1956.
 - D) NotA.

45. Which of the following statement is not true?

- A) Authority cannot be delegated.
- B) Responsibility cannot be delegated.
- C) Authority and responsibility cannot be delegated.
- D) None

46. X and Y theory of motivation was proposed by (Harold Macneil)

As USM 2) Urwick to McGregor to Maslow.

classical Mgt theory:

Lynch Urwick to Taylor

It. under democratic leadership rule, a leader -

- A: keep all the right with him.
- B: determines all the policies.
- C: holds absolute supervision a control.
- D: Delegates necessary rights to his subordinates.

47. Which one of the following is not the part of controlling function?

- A) Setting the Standard to driving direction.
- B) Measuring Performance \Rightarrow Taking corrective action,

What is today considered as a process of management?

- A) Getting work done through others.
- B) Working with others -
- C) Working with and through others.
- D) None

50. Who is the author of the book "Practice of Management" (1954)?

- A) Barnard to Elton Mayo or Peter Drucker
- B) F.W. Taylor

Auditing:

transaction with relevant documents & vouchers.

Examination of books.

Knowledge

Contract, Partnership Act, Taxation laws.

Qualifications

Through knowledge of bank keeping and Auditing.

Error principle

Clerical / Technical Error

Error of omission \leftarrow complete full

Error of commission

Compensating Error

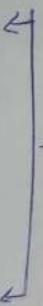
Duplicative Error / Error of duplication

Error of principle (Total balance will not reveal)

Error of omission:

Partial

Complete will not be revealed

Types of Total balance

One side Error

Two side Errors

Error of omission

Partial

Error of commission

Error of principle

Error of compensation

Error of omission coupled

Frauds

↓
Frauds
Declaration of
Money / Goods
(Not giving Receipt) (Inflating/ Deflating)
Fraudulent manipulation
of Account
(Inflating/ Deflating)

Internal check:

Internal check b/w the internal staff.

To provide commission of fraud.

Audit book:

Internal Audit Staff are appointed

Internal check
Routine check.

Test checking
Checking of few selected transactions.
only for large concern.

Routine check:

Checking of cash & Petty and other subsidiary books.

Arithmetical accuracy:

Don't reveal Error of Principle & compensation Error

Voucher:

Examination of Vouchers, arithmetical accuracy.

Voucher

Finance / a resolution passed at a meeting of
Directors & Shareholders.
Methods of Verification
Examination of Records
a) Direct Confirmation procedure.
b) Analytical review procedure.

Ageing schedule

It is a software used for Accounts payable
and Receivables.
Payment and Recovery on time.

12/01/2015

4. Management Audit.

5. Continuous Audit

- * The base of audit lies with "Athastha".
- * The COA Act of 1956 gives regulations regarding audit work.

work.

- * The word Audit is derived from Latin word "Auditio" which means to "hear".

- * The long term objective is to guide the management in taking future decisions.

- * Audit covers cost audit, Management audit and Social audit.

- * An auditor is a watch dog but not a blood hound.

- * The objective of auditing is depends on the purpose of his appointment.

Primary objective

Report to the owners

Secondary objective.

1. Detection and prevention of Error.
2. Detection and prevention of fraud.

Types of Audit

1. Statutory Audit.
2. Periodical/Annual Audit
3. Internal Audit (Two types financial audit)
4. Partial Audit (When part of the accounting is audited).
5. Balance sheet Audit.
6. Cost Audit. Only for specific co's.

Internal check regarding wages.

1. Maintaining Time record &
2. Preparation of wage sheets.

Internal check regarding purchase of materials.

1. Purchase & Storage 3. Issue of materials
2. Bin card for storage.
- Material should be issued against internal requisition note.

"Internal Control includes Internal check internal audit and other forms of control".

Deferred Goodwill

Huge amount spent for innovation.

Auditor visits the client place in a regular interval.

Types of Audit Report

* Clean / unaudited report.

Given when we satisfied with the fairness.

* Qualified Report

When the auditor is not satisfied with the fairness

or ~~is not followed~~, Principles are not satisfied.

Appointment of Auditor

If it is now ~~to~~ appointed of auditors to be done by
T.O.D within one month of the registration of the

or file first ACM.

Blanks

First Annual General meeting should be held

within nine months of incorporation.

2nd Annual General meeting within a period of
6 months from the date of closing of the financial
Year.

Auditing Assurance Standards:

AAS 1: Basic Principles Governing an Audit (1 April 1985)

AAS 2: Objective and Scope of the Audit of
Financial Statements. (April, 1 1985-

AAS 3: Audit Documentation. (July 1, 1985)

AAS 4: The Auditor's Responsibilities to consider
Fraud and error in an audit of financial
Statement (1st April/2003)

AAS 5: Audit Evidence (1/ Jan/1989)

AAS 6: Risk Assessment and Internal Control
(1 April/2003)

AAS 7: Relying on the work of Internal Auditor
(1 April/1989).

AAS 8: Audit Planning (1 April/1989)

AAS 9: Using the work of an Expert (1 April/1991)

AAS 10: Using the work of other Auditor (1 April/2002)

AAS 11: Representation by the Mgt. (1 April/1995)

AAS 12: Responsibility of Joint Auditor (1 April/1996)

AAS 13: Audit materiality (1 April/1996)

AAS 14: Analytical Procedure (1 April/1993)

AAS 15: Audit Sampling (1 April, 1998)

AAS 16: Going concern (4 April, 1999)

AAS 17: Quality control for audit work.

(1 April, 1999)

AAS 18: Auditing Audit of Accounting estimates
(1 April, 2000),

AAS 19: Subsequent events (1 April, 2000)

AAS 20: Knowledge of Business (1 April, 2000)

AAS 21: Consideration of laws and regulations
in an audit of financial statements.

(1 July, 2001)

AAS 22: Initial Engagements-opening Balances.

(1 July, 2001)

AAS 23: Related parties (1 April, 2001)

AAS 24: Audit consideration relating to entities

using Service organization. (1 April, 2003)

AAS 25: Comparatives (1 April, 2003)

AAS 26: Terms of audit engagements (1 April, 2003)

AAS 27: Communicator of audit matters with
those charged with Governance (1 April, 2003)

AAS 28: The auditor's report on financial statements
(1 April, 2003)

AAS 29: Audit in a computer information
system environment (1 April, 2003).

AAS 30: External confirmations (1 April, 2003)

AAS 31: Engagement to compile financial
information (1 April, 2004)

AAS 32: Engagements to perform agreed upon
procedures regarding financial information.
(1 April, 2004)

AAS 33: Engagements to review financial statements

(1 April, 2005)

AAS 34: Audit evidence - Additional consideration
for specific items (1 April, 2005).

AAS 35: The examination of prospective financial
information. (1 April, 2005).

BARE ActPayment of Gratuity Act

21st August, 1922, Award for long term service.

See Section 1. It extends to whole of India except J&K.

- * Should be any employee as per Section 2(e).
- * Organization should have more than 10 or more employees.

* In case of closing the establishment should be maintained within 6 months.

Section 2(a). Appropriate Govt. (State/Central Govt.)

2(c) : Completed Year of service (1 year)

2(c) : Continuous Service

2(d) : Continuous Controlling Authority by Govt (or 1/3 I.S.T. 1922)

2(e) : Employer

2(f) : Employee

2(g) : Family

2(h) : Retirement

2(i) : Super annuation

2(j) : Wages

Wages ceiling ₹ 3,500 per month.

CEO & Local authority will appoint.

See 4(1) payable (when)

4(2) when how to calculate.

Section 4(2)
Calculation of wages of service:

Last salary drawn $\times \frac{15}{36} \times$ Every completed year of service and part thereof in excess of service.

Piece rate wages

On an avg. of 3 months immediately preceding the termination. (Or in not included)

Seasonal employees

days' wages for each season.

The amt. of Gratuity should not exceed ₹ 50 lac (₹ 10,00,000)

Labor and employment ministry (24/July/2010).

Sec 8: Recovery of Gratuity

Sec 4(c) : Forfeiture of Gratuity

See 4(e) : Inspector

IPC 1860, Public Servant.

ITB: powers of Inspector.

Section Penalty

(i) Penalty for false representation, ₹ 10,000

(ii) Contravention of Act. ₹ 10,000 per punishment

10 - 20/-

Contract Act, 1872.

1. September, 1872, while of India except Jark.

Sale of Goods Act 1. July, 1930

Partnership Act 1. October, 1932

An agreement enforceable by law is called contract & (w)

Agreement Sec(2(e)): Every promise & every set of promises forming consideration for each other

Promise Sec(2(b)): A proposal when accepted becomes a promise

Consideration Quid Pro quo, something in return

Section 10

Essential elements of valid Contract

Types of contract

Valid contract

Void Contract Sec(1) Beginning ✓

Void Agreement Sec(8) (void ab initio)

Voidable contract Sec(1) one party can go the court

Illegal Agreement Sec.23.

Unilateral contract

Obligation is pending on one of the parties.

Bilateral contract

Obligation is pending on both the parties.

Executed contract: completed

Execution contract will be performed.

Time Bound Debt

Tortion Limitation Act, 1923

On expiry of 3 years from due date, if no action is taken.

A time bound debt is not recoverable.

Offer & Acceptance

Proposal Section 2(1A) / Offer

Acceptance Sec(3)

Consideration Sec(4)

Indian Context

Consumer Protection Act.

Consumer protection act, 1986, came into force from 1 July 1987.

John F. Kennedy (U.S. President).

Act amended in 2002.

Objectives

- Right to safety, right to be informed
 - Right to choose - right to be heard
 - Right to redress - right to represent.
 - Right to know & right to consumer education.
- > Lok Adalat - immediate decision.
- > PIL

Main Objectives

- Defective Goods
- Deficient services.
- unfair trade practices.

Cases can be disposed within 3 months.
and 5 months in case of laboratory testing.

3

- 3) Redress forum: court judge (Doesn't exceed 50 lakh)
- State Govt. - District level / District forum
- Work committee → Sublab - 1 crore
- State Govt. / State Govt. Consumer disputes Redress centre
- National level / National Consumer disputes Redress centre
- Supreme Court → 1 crore.
- 1988

Awareness Programme

World's consumer Right day 15th March and National consumer day on 24th December.

- 4) Consumer organisation.
- 5) Consumer welfare fund.
- 6) Legislative measures

National Level

- Three tier judicial body:
- H.O. New Delhi Janpath Bhawan +
1 woman
1 member
Chairman
Judge of the Supreme Court.

Companies Act 2013: Companies Bill 2013

Lok Sabha 15th Dec, 2012 Rajya Sabha 8th Aug, 2012

President 29th Aug, 2013

Snapshot:

1. To Sections, & schedules 29 chapters.

Parliamentary Standing Committee on Finance,
31st Aug, 2013.

725 words of Board.

* One person Company u/s 3(1)

u/s 2(68)

Max limited extended from 50 to 200

* Small company

paid-up share capital doesn't exceed 50 lakh

Authorised Capital is one.

Turnover

Don't exceed, prescribed limit 20 crore.

A Co without accounting framework, Don't exceed
Section 455

Secretarial audit is compulsory by the
practicing CS, 2013

Bigger cos > 100 copies of capital.

Internal Audit as compulsory
Every listed company & no more than 100
725 words of Board.

Regulation:

1. National Company Law Tribunal (NCLT)

2. National Financial Reporting Authority (NFRAS)

3. Serious Fraud Investigation office (SFIO)

Reservation of Name

u/s 4(4) and 4(5) of 2013 Act

Public offer u/s 27 (New section).

- To place through prospectus
- Through private placement
- Through right issue or bonus issue.

June-2012

1. Which of the following denote the structural changes in Indian economy?

- A) Primary Sector contribution has gone down.
- B) Service Sector contribution has gone up.
- Secondary Sector has not changed much.

D) AFTA

Q. Broad money has to be denoted through -

A) CRR B) SLR C) Repo Rate D) All of these

M₂ (coins & notes in circulation + M₁) includes the most liquid instruments,

Narrow money.

M₃ includes liquid instruments as well as Rose has liquid instruments, therefore it is called as broad money.

Broad Money → Money Supply -

M₁ includes Short-term plus M₁

M₂ = M₃ plus otherliards.

III. Which one is not an element of legal environment?

- A) Act of Parliamentarians in Late 80's
- B) Indian Contract Act, 1872
- C) Indian Partnership Act 1932
- D) Negotiable instrument Act 1881

4. Out of the following, which have four dimensions of Human Development Index (1989-90).

- 1. Life expectancy
- 2. Literacy level
- 3. Success rate of marriage
- 4. Std of living
- 5. Crime rate
- 6. Corruption Index
- 7. Economic enhancement
- 8. Foreign direct

Codes:

A) I, II, III, IV B) I, II, III, V C) I, II, IV, V D) I, II, III, VI

E. Public Enterprise is defined as -

- A) An org. run by joint efforts of Central and State Govt.
- B) An org. which caters to the needs relating to public utilities.
- C) An org. in which capital is invested by public.
- D) An org. owned or managed by public authorities for definite set of Public Purposes.
- E) Maha Lekha with List-B.

List 2

List 2

3, 4, 5, 6

i) Measurement of income → Received to the earning of person.

ii) Recognition of expense → Recognition of revenue.

iii) Basis of taxation → Matching revenue with expenditure.

iv) Identification of revenue by a economic period.

E Consider the following items :-
1. Debenture & Prepaid Rent 3. But accrued
4. B.O.D. ✓
Which of the following are CL.

8. Conversion cost is the sum of -

- a) Indirect wages & factory overhead.
- b) Direct wages, Direct exps and factory overhead
- c) Direct material cost & indirect wages.
- d) Prime cost and Surplus.

9. Assertion (A)

Premium received on issue of shares is credited to share premium a/c but not to P&L

(R) Since share premium is not a trading profit it is not distributed to share holders.

Both A & R are right.

10. Consider the following

- 1. Basic defensive & interest ratios
- 2. Current Ratio
- 3. Super quick ratio
- 4. Quick Ratio.

Among the ratios in sequence to reflect liquidity, in descending order -

Current Ratio, Quick Ratio, Super Quick Ratio

Basic defensive & interest ratios

Super Quick ratios :-
Current assets - Stock + Prepaid expenses - Still Decentable

11. Normally Demand curve slopes -
1. Upward to Downward or vice versa is inverted.

12. Which of the following refers to perfect competition
- 1. There are restrictions on buying & selling.
 - 2. There are no restriction on movement of factor.
 - 3. There are no restrictions on factors of production.

Correct one.

a) 12.2 b) 22.3 c) 2.3 d) Only 1.

13. (A) Total utility will be maximum when marginal utility to price of successive products are equal.

(R) Deviation from this situation leads to reduction in maximum utility.

A & R are correct.

14. List - 2

- a) Survival
 - b) R.O.P.
 - c) Growth
 - d) Innovation.
- a. Natural urge
 - b. Business purpose
 - c. Primary objective

a - 2 b - 4 c - 8 d - 9

15. Consider the oligopoly models. (1978) Multi-level
 1. Sweary's linked demand curve model $P = \frac{a}{q}$
 2. Neuman & Morgenstern Game theory model.
 3. Cournot's duopoly model.
4. Boward's Sales maximization model 1962
 Among them in correct sequencing as per
 order of evolution -
- B, 1, 2, 4
16. Which of the following is not a restricted
 random sampling technique?
- A) Stratified Sampling \Rightarrow Simple random Sampling
 \hookrightarrow Systematic Sampling \Rightarrow Multistage Sampling
 \hookrightarrow Judgmental Sampling
17. Classification of respondents only on the basis
 of gender or an application of $\frac{\text{minimisation}}{\text{maximisation}}$ rule
- A) Ordinal Scale \Rightarrow Nominal Scale
 \hookrightarrow Interval Scale \Rightarrow Ratio Scale.
18. Karl Pearson's coefficient of correlation b/w
 two variables is -
- A) The product of their S.D
 \Rightarrow the square root of the product of their regression
 coefficient. \checkmark
 \Rightarrow the covariance b/w the Variables
 C) Ncorr.

19. Standard software packages for research in
 Social Science include -
 A) SPSS, R, Stata \Rightarrow Microsoft \Rightarrow All of these.
20. F-test is used to test the significance
 of the diff. b/w or among
 \Rightarrow two sample mean \Rightarrow more than two population
 \Rightarrow Variance of two samples \Rightarrow B & both.
- Q-14. b-3. c-2 d-2 l
- Q-15. Planning -
 1. Selecting the best course of action.
 \hookrightarrow Establishing the sequence of activities.
 2. Establishment of objectives.
 \hookrightarrow Evaluating alternative courses. \Rightarrow choose at
 5. Determining alternative courses of action. \Rightarrow
 \hookrightarrow the consequences b/w the Variables
 3 \rightarrow Q. 5, 4, 1 & 2

Q3 (A) One can be sure about future course of actions by making good plans -

(B) Planning brings certainty in future course

of actions of an organization.

A is incorrect but B is correct.

Q4 According to Keith Devitt, which one is not a barrier of communication?

- (A) Physical barrier
- (B) Technological barrier
- (C) Personal barrier
- (D) Linguistic barrier (Semantic).

Q5. While establishing relation b/w Maslow's and Herzberg's theories, which needs of hierarchy theory will fall under the hygiene factors?

Ans: Social, Safety and Physiological needs.

Q6. Howard Sheth model of consumer behaviour

~~Marketing~~ (known as ~~Marketing~~ ~~Marketing~~)
Marketing Theory / Human model

- (A) Hierarchy model
- (B) Human model
- (C) Purchase model

Aggressive marketing D) operating markets
or Green marketing C) all of the above.

Q7. All the activities involved in selling goods or services directly to final consumers for personal non-business uses are done by -

- (A) Wholesaler
- (B) Retailer
- (C) Medicines
- (D) Commission agents.

Q8. To manage a business well it is to manage its future and to manage the future is to manage information is termed as -

- (A) MIS information system
- (B) Marketing information system
- (C) Future information system
- (D) General info system.

Q9. DAGMAR approach in marketing is used to measure.

- (A) Public Relation
- (B) Advertising results
- (C) Selling volume
- (D) Consumer satisfaction.

Q10. Which one is not an important objective of Financial Mgt?

- (A) Profit maximization
- (B) Wealth maximization
- (C) Value maximization
- (D) Max of Social benefits.

Q11. To generate and facilitate any exchange intended to satisfy human needs or wants such that the satisfaction of those wants occurs with minimal detrimental impact on the natural environment is -

32. Which one refers to cash inflow under P&P?

- a) Cash flow before dep & taxes.
- b) Cash flow after dep & taxes.
- c) Cash flow after dep but before taxes.
- d) Cash flow before dep and after taxes.

33. The concept of PV is based on -

- a) Principle of Compounding
- b) Principle of Discounting
- c) A & B both
- d) None.

34. Cost of Capital from all the sources of fund is called -

- a) Specific cost \rightarrow composite cost of implicit cost
- b) Simple avg cost.

Explicit cost of capital also known as IRR
Opportunity cost

Implicit cost is nothing but opportunity cost.

35.

List-R

- a) M-W approach
- b) DCF approach
- c) Short-term money market
- d) Factoring.

a-4 b-3 c-1 d-2.

36. Which four are the factors influencing the HRM of an organization?

- | | |
|-----------------------------|--------------------------|
| 1. Size of workforce | 2. Employee expectations |
| 3. Composition of workforce | 4. Political influence |
| 5. Changes in technology | |

37. (a) One cannot be sure about quality of

- appraisal on the basis of length of service.
(R) Initial appraisal and promotional appraisals are done separately and differently since the length of service is different.

A & R both are incorrect.

38. Which of the following are covered under the scope of HRM?

- a) Forecasting HR needs \rightarrow Replacement planning
- b) Human Resource Dynamics \rightarrow HRS planning
- c) Human Resource Audit

1,2,3,4 & 5

List-R

- 1. Commercial Papers
 - 2. Working Capital management
 - 3. Capital Structure
 - 4. Arbitrage,
- On which of the following at the initial stage the relation at cost savings more for getting good professionals.
- a) Job portals \rightarrow Placement Agencies
 - b) Campus Placement at Anna

a-4 b-3 c-1 d-2.

4. (I) Labour always got a major share of productivity gains

(II), Sparked stoppage of work by workers and strike.

S-II is true and S-I is false.

(A) ~~BC~~

III. Imperial Bank was established on 24 Jan, 1921.

(B) ~~BC~~

On the advice of -

A) J.M. Keynes → Sir George V
B) Winston Churchill.

Ans: Read the following points.

1. Allowing convertibility of rupee at the market rate in the current account $\textcircled{1}$

2. Nationalisation of Bank of Baroda $\textcircled{2}$

3. Establishment of IDBI $\textcircled{2}$

4. Nationalisation of Life insurance $\textcircled{1}$

5. Capital adequacy norms for commercial banks $\textcircled{5}$

~~6. Redefining the relationship between the central bank and the commercial banks~~

4, 3, 2, 1, 5-

IV. In India, the commercial banks are given license of operation by

or the Govt or the ministry of finance

→ RBI or Banking Regulation Act, 1949

iii. The provisions of General Reserve in Banking $\textcircled{2}$ are made keeping in view of the provisions of

A) Indian Coin Act, 1956 B) Banking Cdg. Act, 1949

→ SETB Act, 1992 D) Statutory Auditor.

iv. Which among the following is not true with regard to merchant bankers?

A) It can accept deposits B) It can advance loans.

C) It can do other banking activities.
D) It can be managed by public sector.

1, 2 and 3

v. Balance of payment can be made favourable if -

A) Exports are increased B) Imports are increased.
C) Devaluation of money D) All above

vi. Which one is not an objective of IMF?

A) To promote international monetary co-operation.
B) To ensure balanced international trade.
C) To finance productive efforts according to peace-time requirement. ✓
D) To ensure exchange rate stability.

48. EPCG means:

Export Promotion Capital Goods

June 2010 Paper - III

Q. Which one of the following matches correctly
to the members and observers countries of the
SARC?

1. India, Pakistan, Bangladesh, Bhutan, Nepal,
Sri Lanka, Afghanistan, Maldives.
2. Iran, China, Japan, USA, South Korea,
European Union.

Q. Which one is not an international organization?
A) SARC B) ASEAN C) CIRD

SARC South Asian Association for Regional
Co-operation.

ASEAN: Asia Europe Meeting - 1996, Bangkok.
ASIAN: Association of South East Asian Nations.

CIRD: Central Board of Direct Taxes.

CBT: Central Board of Taxation.

Q. Identity the true statement of the following —
1. T/S is always prepared from the point of view of
the business but not from that of the owners.
2. The financial relationship of the business to its
owners is shown in the T/S
3. Balance sheet is always related to a period of time.

Codes

A) 122 B) 223 C) 123 D) 1243

Q. If opening stock is ₹ 10,000, net purchases ₹ 70,000
₹ 15,000. What is manufacturing cost.
10,000 + 70,000 + 2,500 + 500 - 10,000
₹ 3,000 - ₹ 1,000

Ans: ₹ 68,000/-

Q. What does a high pay out ratio indicate?

- A) A high EPS B) The org is not throwing back
enough profit.
C) The org is throwing back profit +
D) The org is earning high profit.

E) X and Y are partners in a firm having profits in the ratio of 2:1. Z is admitted with $\frac{1}{3}$ profit sharing. What will be the new profit sharing of X, Y & Z?

- a) 3:7:3 b) 4:3:2 c) 4:2:3 d) 2:3:4

$$\frac{2}{3} : \frac{1}{3}$$

$$66.67 : 33.33$$

$$NPR = DR - NR$$

Let total profit is 1

$$\text{Share } \frac{2}{3}$$

$$\text{Remaining Share} = 1 - \frac{2}{3} = \frac{1}{3}$$

$$\text{X's Share} \quad \frac{2}{3} \times \frac{2}{3} = \frac{4}{9}$$

$$\text{Y's Share} \quad \frac{1}{3} \times \frac{2}{3} = \frac{2}{9}$$

$$\text{Z's Share} \quad \frac{1}{3} \times \frac{1}{3} = \frac{1}{9}$$

c) 6

$$\frac{4}{9} : \frac{2}{9} : \frac{1}{9} = \frac{4}{9} : \frac{1}{3}$$

$$3:3:9$$

$$\frac{3:3:9}{27}$$

$$\frac{9}{27}$$

$$a - 3 \quad b - 1 \quad c - 4 \quad d - 2$$

E) Which one of the following will not affect the working capital?

- a) Realisation of cash from Debtors. ✓
 b) Sale of P.M. in Cash.
 c) Issue of equity shares.
 d) Redemption of debentures.

E) When a company earn profit prior to its incorporation, it is called Capital profit/revenue

- a) Capital profit cannot be used for distribution as dividend to the shareholders.
 b) Both A and B are correct.

E) Re-construction of a co. take place when -

1. The co. is undercapitalized
 2. Co has incurred heavy loss which must be written off.
 3. The co. is overcapitalized
 4. (A) 2 (B) 1 (C) 2 (D) All of the above

E) Long term Liabilities

E) Long term Liabilities (Ex)

- a) Leverage Ratio 1. Short-term solvency ratio

- b) Liquidity Ratio 2. Earnings capacity ratio

- c) Turnover Ratio 3. Ratio of long debt to equity

- d) Profitability Ratio. 4. Efficiency of asset usage.

10.

- (A) Sinking fund is a charge against par value statement as -

(B) Sinking fund is created for repayment of a long term liability.

Both A & B are correct.

11.

List 2

- a) Goodwill of a co.
- b) overdraft
- c) preliminary expn
- d) Premium on issue of shares.
- e) Fictitious Assets.

a-2 b-1 c-4 d-3 e-1

12) In India, which of the following is proposed on the guidelines of AS-3.

- A) TS of a co. B) Funds flow Statement.
 C) Cash flow Statement D) Par Inc.

13) what is the correct sequence of the following actions required for the preparation of final BS?

1. Trading Account & Making adjustment entries.
2. Balancesheet
3. Income Statement
4. Par Inc.

2,1,4,3.

14) E

List 2

1. Current liability
2. Fixed assets
3. R&S

a) Balance Sheet & ATA Schwartz. (1971)

15. Tr. of future earnings as a model of Human Resources Accounting suggested by -

16. Brauch Leu & ATA Schwartz. (1971)

Replacement cost app.: Lakert (1985) and the

Cost approach / Acquisition Cost model by Brennenstuhl Flamholz and Pfeil as a

Modified Cost Method by Brennenstuhl Flamholz and Pfeil as a

17. Which element of the promotion mix does Wholesaler generally apply to obtain their promotional objective.

a) Advertising b) Personal selling c) Trade promotion

d) Direct marketing

18. Who has given "Trusteeship principle of M&E"

a) Barnard b) Henry Taylor c) T.W. Taylor

d) Flawley the Principles of Management

19. What is M.B.O? Multiple BS organisation.

- a) NFT by objective
- b) NFT by organization
- c) NFT by operations

- a) Profits are understated
 b) overstatement of assets.

c) Adequacy of funds for replacement of assets.

d) Erosion of Capital.

Ques List - 8

List - 8

Ques. In broad sense, marketing communication includes -

- Product \Rightarrow Price or place \Rightarrow All of these
 - Kotler
 - Low price
 - Post purchase behaviour
- Ques. 25. Physical distribution providers -
- Place utility \Rightarrow Time utility \Rightarrow Place & Use utility
 - Form utility

Ques. a-2 b-3 c-1 d-4.

Ques. (A) Sales promotion has a strong impact on consumer behaviour in rural India.

- (B) Rural people in India give utmost significance to sales promotion schemes.
- A is correct and B is incorrect.

Ques. Find incorrect statement.

- Marketers arouse emotional motives.
 - Marketers satisfy rational motives
 - Marketer formulate different sales promotion for different motives.
 - No T.A.
- Ques. 26. What is relevant to place variable of marketing mix?
- Branding \Rightarrow Price penetration \Rightarrow Sales promotional motivation
 - W.O.T.A.

Ques. what is mass marketing?

Offering same products and marketing mix to all consumers.

Ques. Which concept of marketing is based on the

assumption that superior products sell themselves?

A) Production \Rightarrow Marketing \Rightarrow Society

Ques. D product

Ques. What is customer delight?

A) Performance equal to expectation.

B) Performance less than expectation.

C) Performance more than expectation.

D) Expectation more than performance.

22. Which terms are often used interchangeably in marketing literature?

A) Concept, method, philosophy

B) Concept, approach, techniques

C) Orientation, concept, philosophy.

D) Philosophy, System, concept.

23. ~~which one of the following is not the operative function of HRM?~~

A) Development B) Controlling C) Compensation D) Staffing

24. ~~which one of the following is not the operative function of HRM?~~

A) Development B) Controlling C) Compensation D) Integration

25. Staffing includes:

Hiring, training, compensating, appraising and retaining employees, and abiding to their job and safety and health concerns.

Labour relations, health & safety and equality concerns.

Procurement, development, compensation, maintenance and integration. (Industrial relations)

Functions of Mgt

Managerial functions

Operative functions

Planning

Organizing

Directing

Controlling.

Integrating

Maintaining

Developing

Compensation

Procurement

Integrating

Maintaining

26. Under which method of performance appraisal one person is compared with all others for the purpose of placing them in a simple order of work?

A) Grading B) Person to person comparison C) Ranking D) ROTA

Ranking is also called as paired comparison method.

27. Which one of the following is not the fundamental procedure that should be considered for collective bargaining?

A) Preparation phase. B) Selection of negotiators.

C) Tactics and strategy of bargaining D) None.

Collective bargaining:

It is a process of negotiation b/w employers and the group of employees to reach the agreement relating to working condition.

It was first used in 1891, by Beatrix Webb.

28. Which one of the following is not in sequence of personnel training procedure?

1. Individual session preparation - ①
2. Present the task - ③
3. Try out performance - ④
4. Training Preparation - ②
5. Follow up. - ⑤

14.3.2.5

35. (A) Inevitably the firm must go to the external sources for lower entry jobs.

- (B) For positions where required qualifications

experience are not met

Both A and R are correct.

36.
list-2

A) Asbestos

 ⇒ Lung cancer
 ⇒ Cancer

B) Benzene

 ⇒ Leukemia

C) Ethylene Dibromide

 ⇒ Acute Nervous System and
 ⇒ Karoene.

C-1 b-3 C-2 d-4

37. (A) Business Economics is good continua

facilitating decision making in business.

(B) It provides an analytical understanding of economic activities.

Both A & R are correct for any reader we

if business and business environment later -

38. Demand has the following elements we

A) Quantity

 ⇒ Price or time as all of these

39. A perfectly competitive firm attains

equilibrium when,

R) $MR = AR \Rightarrow MR = MC \Rightarrow MC = AC \Rightarrow TC = TR$.

For the purpose of job evaluation 22 -
A) Fixation of responsibility
B) Promotion
C) Wage determination ✓
D) Transfer to a better job.

list-3

44. For testing of hypothesis, $H_0: \mu_1 = \mu_2$ and
 $H_1: \mu_1 < \mu_2$, the critical value of Z at 5%.

A) 1.96 B) 2.32 C) 1.645 D) 2.5458

Q. Which of the following is the non-random method of selecting samples from a population?

A) Stratified Sampling ⇒ Quota Sampling
B) Systematic Sampling ⇒ Cluster Sampling

45. At the two regression coefficients are

0.8 and 0.2, then the value of coefficient

of correlation is -

A) +0.16 B) -0.40 C) -0.16 D) +0.40

Job

Job \rightarrow Job

$\sqrt{0.4 \times 0.2} = \sqrt{0.08} = 0.28$

$1 - 0.28 = 0.72$

Q4

Q. Which one of the following is a relative measure
of dispersion?

A) Std. deviation B) Variance C) coefficient of variation.

Ans

Absolute measures of dispersion

The measures of dispersion which are expressed in terms of original unit of a data are termed as absolute measures.

SD

Relative measures

It is also known as coefficient, obtained in ratio / percentage.

It is used to compare two or more sets of data values.

Q. (A) Internal factors of business environment

are controllable factors.

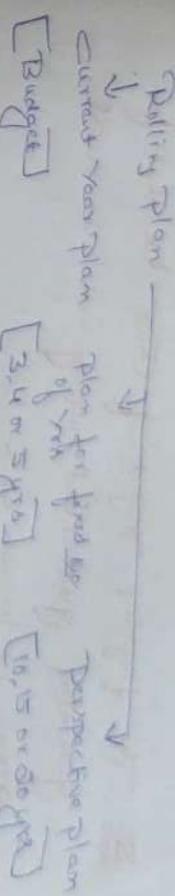
(B) The Co. can alter or modify such factors

to suit the environment.

Both A and B correct.

Q. The concept of 'Rolling plan' in India was introduced by the -

A) BJP Govt.
B) Janata Govt.
C) Congress Govt.
D) Aam



It is flexible as per the changing economy.

Q. Five year plan [1974-83] by Janata Govt

Q. Which one of the following is an effect to globalisation?
A) Skid Spain (which can't do well on its own).
B) Wide base C) Niche markets D) Diversification

B) Competition

Q. 'VSAT' technology is first followed for online trading by -

A) BSE B) OTCEI C) NSE D) ISE

VSAT: Very Small Aperture Terminal

Q. List -

- 1956 → Consumer Protection Act
- 1986 → Indian coin Act
- 1992 → SEBI
- 2002 → Securities Act.

list -

SARFAEST Act 2002

Securitization and Re-Construction of Financial Assets and Enforcement of Security Interest Act 2002

- Concessions
- Atom

50. The flagship project of Govt. launched for generating guaranteed employment in rural areas is known as -

- A) PRRY → MNREGA → JRY → MREP

PRRY: Prime Minister Rozgar Yojana for

Self employment - 1993.

NREGA: National Rural Employment Mission (1985) Min. 100 days per quarter and 21st day per year initiated 1995-2014.

JRY: Jawahar Rozgar Yojna, April 1, 1989.

Merged "National Rural Employment (NREP) and Rural Landless Employment Guarantee Programma".

World bank termed NREGA as, "Stellar

example of Rural development".

51. The conflicts in project ranking in Capital budgeting as per NPV and IRR may arise b/c of:

A) Size disparity → Time disparity → Life disparity

B) DATA.

52. The degree of financial leverage reflects the responsiveness of operating income to changes in total revenue.

A) operating income to changes in total revenue.

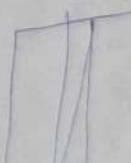
B) EPS to change in EBIT ✓

C) EPS to changes in bid revenue

D) PBR

53. The overall capitalization rate and the cost of debt remain constant for all degrees of financial gearing is advocated by

- A) Traditional approach
B) Net Income Approach



C) Net Operating Income Approach
D) Modigliani Approach.

54. Which of the following is not included in the assumptions on which Gordon Growth Model proposed model of stock valuation?

- A) Retained earnings, the only source of financing.
B) Finite life of the firm.
C) Taxes do not exist.
D) Constant rate of return on firm's investment.

55
List 2

- A) Factoring services → Cash ~~not~~ ^{not}
B) EOQ → Receivable ~~not~~
C) Commercial paper → Inventory ~~not~~
D) Working Capital financing.

A-2 B-3 C-4

List 3

- A) International business focuses on global resources, opportunities to buy / sell world-wide.
B) The efforts of free market economies lead to globalization.

Both A and B true.

List - 2

- a) wider market Modes of Entry
- b) turnkey projects Goal of international B.I.
- c) Expanding the production Advantages of international Capacities
- d) Geometric approach Stage of Globalisation

List - 1

- 3. 1. 2. 4.
- International
- International
- BRICS includes
- Brazil, Russia, India, China, South Africa
- Out of the following, one is not related with WTO -
- TRIPS
- TRAI
- 5. Top include components -
- Capital Ac., Current Ac., Unilateral Payments Ac.
- Official Settlements Ac.
- 6. (A) IMF was set up in 1944
- (B) To promote international monetary cooperation through a permanent institution which provide machinery for consultation and collaboration on international monetary problems.
- Both A and B are correct

63. List - 2

- a) Measured towards Globalisation
- b) Off-shoring
- c) FERA
- d) Mr. Arthur Dunkel Uruguay Round.

a-3 b-4 c-2 d-4

Arthur Dunkel, Director General of GATT
Swiss administrator.

List - 2

- 64. List 2
 - a) RBS
 - b) Export Bank
 - c) SDRB
 - d) Capital adequacy
- a-3 b-4 c-2 d-1
65. One of the items is not related with SDR
- e) Demand Draft
 - f) ATM

SPPS: Shared Payment Network System

Swachan, sharing of ATMs with participating banks. 1994

Q2. The commercial banks do not perform the function out of the following -

- A) Mobilisation of savings Giving loans & advances.
- C) Tracing currency losses Financial Priority
- D) Financial Priority Necessity.

2010 - 2011

April 2010

March 2011

- Q6. (a) The treasury manager uses the derivatives in the bond market as well as in Forex market.

(P) Q6 helps risk coverage.

Both A and P are correct.

July - 21

Aug - 31

Sept - 30

Oct - 31

Nov - 30

Dec - 15.

Jan - 31

Feb - 28

Mar 21.

Q8. Which one is not the form of FDI?

- A) Purchase of existing assets in foreign currency.
- B) New investment in property, plant & equipment.
- C) Making investment in the mutual funds FII
- D) Transfer of many types of assets.

Q9. Which one of the following is not the advantage of MNC's to the host country?

- A) Increase in Social Security.
- B) Increase in economic activity.
- C) Utilisation of natural resources.
- D) R&D efforts enhanced.

5. Environmental degradation does not consist of -

1. GDP at factor cost is -
 A) $P(Q) + P(S)$ B) GDP - IT - S \rightarrow GDP + DT + S
 C) GDP - DT + S

2. Which one is not the main objective of fiscal policy in India?
 A) To inc. liquidity in the economy
 B) To promote price stability.
 C) To minimize the inequalities of income & wealth.
 D) To provide employment opportunity.

3. Which one is not an element of internal environment?
 A) Marketing capability B) Operational capability.
 C) Money & Capital market D) Personnel capability.

4. Out of the following, which four benefits are available to host countries from MNC's.

1. Transfer of technology. ✓
 2. Learning of business management.
 3. Strategic info. sharing
 4. Creation of jobs. ✓

5. Which one is not an element of internal environment?

- A) Which one is not an element of internal environment?

- A) Marketing capability B) Operational capability.
 C) Money & Capital market D) Personnel capability.

- II. Out of the following, which four benefits are available to host countries from MNC's.

1. Transfer of technology. ✓
 2. Learning of business management.

3. Strategic info. sharing
 4. Creation of jobs. ✓

5. Entertainment
 6. Better utilization of resources. ✓

7. Enhancing social contacts.
 8. Improved competition in local economy

- A) 1,3,5,7 B) 2,4,6,8
 C) 1,4,6,8 D) 3,6,7,8

- A) Land degradation and Soil erosion,
 B) Problem of overgrazing and ecological degradation.
 C) Floods
 D) Dusta.

6. Which one of the following concepts is used as fund in the preparation of IFRS?
 A) Current assets B) Working capital \rightarrow cash
 C) All financial resources.

7. Which one is prohibited due to -
 A) Conservation Convention
 B) Convention of disclosure \rightarrow
 C) Convention of biodiversity
 D) Area of bonus account.

8. Assertion (A): Ratio analysis is one of the tools employed to know the financial health of a concern
 (B) Ratio analysis is not only the technique available to take investment decision.
 Both A & B are true and B is the correct explanation of A.

9. Which of the following relate to measures of non-financial performance of a concern?
 1. Customer satisfaction 2. Business process improvement
 3. Economic value added 4. Learning organization.

- A) 1,3,2,4 B) 2,4,3 \rightarrow 4,1,3 D) 1,2,4
 C) 1,4,6,8 D) 3,6,7,8

10) Consider the following position:

- Secured cash & unsecured cash
- Partners who have contributed more towards the firm.
- Partners who have contributed less towards the firm.

Arrange them in correct sequence in the event of dissolution of a partnership firm.

- A) 1, 2, 3, 4 B) 1, 2, 3, 4 C) 1, 2, 4, 3 D) 2, 1, 4, 3

(i) Which kind of economics explains the phenomenon of cause and effect relationship?

- A) Normative B) Positive C) Micro D) Macro.

The normative economics -

A perspective on economics that incorporates

subjectivity within its analysis. It is also

study "prescription of what ought to be"

rather than what actually is.

It deals with value judgements and theoretical

scenario.

Positive economics

It is objective and fact based and can be proved/disproved. (Developing and testing of economic theories). Cause and effect relationship.

Microeconomics

It is the study of human action and interaction. It focuses on individual

and firm behaviour.

(x) Demand, Law of Supply etc. etc.

Macroeconomics

It is the study of economy as a whole.

11) Marginal cost and differential cost do not convey the same meaning in all the circumstances.

(R) Differential cost increases or decreases due to change in fixed cost.

(A) and (P) are correct and (R) is correct

Explanation of (A).

13) Consider the following

- Pricing objectives
- Pricing methods
- Pricing strategies
- Pricing decisions

Arrange in the correct sequence -

- A) 1, 3, 2, 4 B) 1, 4, 3, 2 C) 3, 1, 4, 3 D) 4, 2, 3, 1

14) A commodity is used for multiple purposes. The demand for it is known as -

- A) Joint demand B) Composite demand C) Direct demand
D) Autonomous demand

Joint demand

Car and tires, Bread and butter, toothpaste and toothbrush.

Composite demand: The demand for a commodity or good

that provides multiple uses. Crude oil is demanded as a fuel, tire component and detergent ingredient.

Direct demand: Goods that yield direct satisfaction to the consumer

Autonomous demand: Independent demand e.g. Food, clothes.

Demand: Demand for house less to the ↑ in demand for food, cement and bricks.

a) Adwarched price.

b) Party pricing

c) Competitive price.

d) Discriminatory price.

1. Limited ~~out~~ of imports
2. Liberalised economy.
3. Public enterprise.
4. Fixed by Govt.

a-4 b-2 c-1 d-3

15. Sample design involves the following

1. Sampling unit
2. Size of samples
3. Type of universe
4. Source list
5. Sampling procedure

T
3,1,4,2,5

Sampling design

A procedure or plan drawn up before any data are collected to obtain sample from a given population.

Sampling unit

A single section selected for research and ~~and further~~

studies of the whole.

Ex: When studying a group of college students,

a single student is a sampling unit.

16. Which one of the following is not a means of dispersion?

a-4 b-3 c-2 d-1

a) Quartile Range \Rightarrow Mean Deviation \Rightarrow S.D.

ex (a) All decisions taken through mental process are optional.

(R) Decision making is a mental process.

a) is incorrect and R is correct.

Q11

List - 2

a) the practice of Mgt

b) Philosophy of Mgt

c) Scientific Mgt

d) General & Industrial Admin

4. Peter F. Drucker

1. Henry Taylor

2. F.W. Taylor

3. Oliver Sheldon

4. Peter F. Drucker

Q3. Who among the following developed the technique of Mgt by Exception?

A) Joseph L. Moxie

B) Lester R. Bittel

C) L.F. Urwick

D) Peter F. Drucker

E) Lyndall Fawcett Urwick.

Lyndall Fawcett Urwick.

Joseph L. Moxie: Essentials of Mgt =

Lester R. Bittel: Mgt by Exception =

Peter F. Drucker: Mgt by objective =

Q4. Which among the following are parts of job description?

1. Duties performed 2. Job summary 3. Job identification.

4. Supervision given 5. Delegation of authority.

- A) 1,2,3 and 4 B) 2,3,4 and 5 C) 1,2,4 and 5
D) 1,2,3 and 5.

Q5. Appointment of Independent Directors is part of corporate Governance or not -

A) 2022 B) Indian Companies Act C) 2022
D) 2022 E) Indian Companies Act D) 2022
F) 2022 G) 2022 H) 2022
I) 2022 J) 2022 K) 2022 L) 2022
M) 2022 N) 2022 O) 2022 P) 2022
Q) 2022 R) 2022 S) 2022 T) 2022
U) 2022 V) 2022 W) 2022 X) 2022
Y) 2022 Z) 2022

Q6. It is needed for achieving more market response from limited marketing resources by reorganising differences in the response characteristics of various parts of the market in known areas.

A) Market targeting \Rightarrow Market positioning
B) Market segmentation C) Market strategy

A) Product, price, place promotion

B) Marketing mix, which functions are covered?

C) Who play their significant role in distribution of goods who may convert into ultimate clients or consumers.

D) ReSeller to Wholesaler \Rightarrow Mediator

E) Commission agent

F) Product, price, place promotion.

G) Which research includes all types of researches

into human activities when it refers to qualitative research designed to uncover consumers' subconsciousness or hidden motivations.

H) Qualitative Research I) Marketing Research,
J) Managerial Research K) Price Research.

I) False and misleading claims and vulgar in advertisements do not work well -

J) Aggressive advertising \Rightarrow Ethics in advertising.
 \Rightarrow New forms of advertising \Rightarrow Sales promotion.

31. Arrange the following steps involved in Capital budgeting.

1. Project selection
2. Project appraisal
3. Project generation
4. Follow up
5. Project execution.

32. 5,4,3,2,1

3,2,1,5,4

33. Which method denotes time value of money?

- a) NPV b) IRR c) ARR d) Profitability index.

34. Which formula is used to measure the degree of operating leverage?

$$\text{a)} \frac{\text{EBIT}}{\text{Sales}} \rightarrow \frac{C}{EBIT} \rightarrow \frac{EBIT}{EBIT - C}$$

a-3 b-4 c-2 d-1

35. Which one is more appropriate for cost of retained earnings?

- a) WACC b) Opportunity cost to the firm
c) Expected rate of return by the investor.
d) RORRA.

36. List-2

37. List-2 Method of recruitment in commercial paper

- a) N.W. Approach b) Short-term money market
b) Net operating income approach. c) Working capital
c) Short-term money market d) Capital structure
a) Indirect b) Direct
a) Fashions, b) Arbitrage.
a-4 b-3 c-1 d-2

38. Among the following staffing procedure in the correct sequence.

1. Determining source of personnel supply.
2. Preparing personnel specifications.
3. Selection of personnel.
4. Determining personnel characteristics.

39. 2,1,4,3 b) 1,2,3,4 c) 2,1,3,4 d) 2,3,1,4

40. Which of the following is not a voluntary method for negotiation and settlement of disputes?

- a) Collective bargaining b) Standing orders
c) Joint consultation d) Works committee

41. During which plan was the National Apprenticeship Training Scheme introduced?
1961 Act
a) 1st five year plan b) 2nd five year plan. c) 3rd five year plan
d) Annual plan.

34 List-2

List-2

42. An ordinary person doesn't want to work on his own.

1. Hierarchical theory
2. Hygiene theory
3. An individual is willing to work on his own.
4. Motivational factors
5. Y- Theory
6. Esteem needs.

No S-2 It is no better to pay employees for little than to pay too-much.

S-2 Competent employee will remain competent forever.

S-2 is true and S-2 is false.

H-L-2

- a) credit control 1. NCA
- b) corporate control. 2. SEBI
- c) ITO control. 3. IRDA
- d) UPI control. 4. RBA

a-b c-2 d-3.

Q Which among the following has not started commercial banking?

D-SIDBZ D) IDBZ \rightarrow IFC

D) UTI

Q What is OTP in credit card transaction?

One Time Password.

Q The Power of controller of Capital issue of

India is now shifted to -

M Ministry of finance D) SEBI C) AMFI

D) Ministry of Corporate Affairs.

A MFMR Association of Mutual funds of India

August 22 1995.

Q The success of E-banks depends upon -
a) Multi-layer Security system b) strict & Surveillance system
c) updated fraudless software d) stringent legal framework.

D) Land 1,2,3 \rightarrow 2,3 and 4 \rightarrow 1,2,3,4

Q International Monetary Conference which four of the following?

- 1. Gold held by central banks 2. Gold held by countries
- 3. Foreign reserve held by commercial banks
- 4. Financial wealth 5. SDR 6. Borrowing facilities
- 7. NRIIN FDI 8) credit facilities available under SWAP:

a) 1,2,3,4 D) 2,3,4,8 \rightarrow 1,3,5,8 D) 3,4,7,8

Q Which among the following are important bodies of world

- 1. Dispute Settlement body 2. NAFTA
- 2. Trade Policy Review body 4. ASEAN
- 5. Council for Trade in Goods 6. ITBDZ
- 7. Council for Trade related aspects of intellectual property rights
- 8. GATT.

D) 1,2,3,4 D) 2,3,4,5 \rightarrow 1,3,5,7 D) 4,5,6,8

Q Which one is not the source of external finance?
a) NBFU funds. b) Export credit

- D) World Bank Group. D) FDI

Q4 Which one is called Bretton Woods Times?

- A) IBRD and IDA B) IMF and IFC
C) IMF and IDB D) IDA and IFC.

Q5 IMF and IDB

So UNCTAD

- United Nations Committee on Tariff & Development
- United Nations Conference on Trade & Development
- United Nations Conference on Trade and Development
- Union of Nations Conference for Trade & Development

1964

- Debt service stands for -
- Receipts & Payments statement prepared by -
- Hawtrey's concern D.N.C. estimating concern
- SDS registered under col's Act 1956.

3. Owners equity stands for -

- Fixed Assets minus fixed liabilities
- Fixed Assets minus current liabilities
- Current Assets minus fixed liabilities
- Total Assets minus total outside liabilities

15. When the Debt turnover ratio is 4, what is the avg collection period?

- A) 5 months B) 4 months C) 3 months D) 2 months

$$12 \times 3 = 3 \text{ months}$$

16. Which of the following will result into increase of funds?

- Increase in current Assets
- Increase in current Liabilities
- Increase in current liability.
- Decrease in current liability.

17. In accounting profit prior to incorporation is treated as -

- A) Reserve Reserve B) Secret Reserve Capital Reserve

December Gold Paper - III

Topic - III

AS 144 B) 243 C) 123 D) 224

6. In marginal costing contribution is equal to

- ⇒ $\text{Sales} - \text{Fixed cost}$ $\Rightarrow \text{Sales} - \text{VC}$
- ⇒ $\text{Sales} - \text{Profit}$ $\Rightarrow \text{Sales} - \text{VC + FC}$.

7. The funds available will be after

= Paying all claims including tax and dividends
is called -

- a) net profit b) net operating profit
- c) Capital profits \Rightarrow Retained earnings.

8. (a) Accounting info refers to only events
which are concerned with business firm -

(b) Accounts info is presented in financial
statements.

A & B correct.

9. When avg. cost is decided -

- a) MC must be declining
- b) MC must be above avg. cost
- c) MC must be below avg. cost

d) MC must be rising.

10. Income and expenditure accts of non-profit

avg is a.

- a) Real accts \Rightarrow Nominal accts of personal accts
- b) Representative personal accts.

11. MC declared 40% dividend, which
one of the following does it mean?

- a) The co has declared 40% of net profit as
dividend.
- b) The co has declared 40% of profit after
tax as dividend.

- c) The co has declared 40% of profit after
tax as dividend.

11. The main objective of Accounting is

- a) To prepare the info reports which is easily
understood by common man.
- b) To comply with the legal formulation.
- c) To harmonise the diversified accounting practices.
- d) To comply with the requirements of the International
Accounting Standards.

12. Given below are two statements

- 1. Activity ratios show what is going on.
2. Balance sheet ratios shows how the co stand.

A & D are correct.

13. Income and expenditure accts of non-profit

avg is a.

- a) Real accts \Rightarrow Nominal accts of personal accts
- b) Representative personal accts.

14. Which of the following statements are correct?

- 1. Inventory includes raw, finished goods & wip.
- 2. Inventory includes R&M, finished goods & wip.
- 3. Inventory is a part of working capital.
- 4. Inventory includes goods likely to be purchased.

- a) I, II & III \Rightarrow II & III \Leftrightarrow I & IV
- b) I and II

15 If the current ratio is 2.0 and working capital is ₹ 60,000, what is the value of CA

$$CR = \frac{CA}{CL} \Rightarrow 2 = \frac{CA}{60,000} \Rightarrow CA = 120,000/-$$

$$CA \times 2 = 120,000/-$$

- a) the silent mind repetition
of information.
- b) the process by which we
select a word / visual image
to represent a perceived object
- c) where info is kept temporarily - Working memory
before further processing
- d) the stage of real memory in a store house
which info. is processed and held
for just a brief period.

$$a-2 b-1 c-4 d-3$$

4. Purchase action
5. Post purchase action.

1,2,3,4,5

16 What is Customer Value?

- a) Ratio b/w the customer's perceived benefit and
the resources used to obtain those benefits
- b) Excess of satisfaction over expectation.
- c) post purchase dominance.
- d) None of the above.

17 Fill in the blanks

product.

- a) loyal customers - - - - - knowledge

- b) loyal customers are - - - - - to competitive

- c) loyal customers pay - - - - - to advertisements

- d) serving existing customers is - - - -

Alternatives

- 1) Less effort or cheaper \Rightarrow less price

- ii) Buy more.

$$a-4 b-3 c-1 d-2$$

18 List - 2

Unit - 2

Q. Q) High customer expectation leads to dissatisfaction on product performance never matches them.

- (Q) Product performance is always customer specific.
A & B are incorrect.

Q) Under which concept of marketing do you find greater emphasis on techniques and technology of production?

A) Product B) Selling C) Marketing D) None.

Q) Which is used for short-term sales achievement?

- A) Personal selling B) Advertising C) Sales Promotion
D) Public relation.

Q) Public distribution system relates to -

- A) Marketing system B) Retailing system.
C) Industrial system D) Selling system.

Q) Who do buy more, complain less, repeat often

// positive word of mouth, ensure a ~~large customer~~ customer base and repeat business?

- A) Satisfied customers
B) Delighted customers
C) Industrial customer
D) N.D.T.A.

Q. 5) These are impulses which persuade a customer to buy certain products without disturbing the previous hold negative value of the item.

- A) Emotional motives B) Utilitarian motives
C) All of the above.

Q. 6) Which subject is relevant to the study of customer behaviour?

- A) Economics B) Psychology C) Sociology
D) None.

Q. 7) Find an incorrect statement.

- A) Consumer attitude can be measured by evaluation of an object.
B) Attitudes are learned.
C) Attitudes are synonymous with behaviour.
D) Attitudes have motivational qualities.

Q. 8) Who is considered as father of ~~Scientific management~~?

- A) Peter Drucker B) F.W. Taylor C) Victor Vroom
D) Henry Taylor.

Q. 9) Who did the give the concept of hierarchy of needs?

- A) Frederick Herzberg B) Victor Vroom C) Douglas McGregor
D) A.H. Maslow.

3c) (A) Mgt is a continuous process.

(B) Manager first plan, then organise and finally

perform the function of controlling.

A and R are right, and R is also correct except A.

3d) Induction of employees related to -

a) organisations awareness b) training programme.

c) assignment of tasks d) introduction

3e) 'Kindel' demand curve is related with -

a) Monopoly b) Discriminating monopoly

c) perfectly ~~perfectly~~ perfect competition.

3f) Who is not associated with TRIM?

a) Michael Juras b) Date radar c) Edwin-P-Tillio

d) L.K.K. Devit (Associated with economics)

3g) Merit rating is not known as -

a) Efficiency Rating b) Service Rating

c) Job Rating d) Experienced Rating

3h) List-2

List-2

3i) List-3

a) FEMA

b) Industrial Factories Act

c) Industrial Dispute Act

d) Consumer Protection Act u) 1969

a-2 b-3 c-4 d-1

36. 21. Price of any commodity decreases by 20%, and the demand for that commodity increases by 40%, then elasticity of demand would be

a) perfectly elastic b) perfectly inelastic

c) unit elastic

d) highly elastic.

3t. Which of the following statement is true?

a) In case of inferior goods, the income effect is negative, although the substitution effect is positive.

b) In inferior goods, the income and substitution effects are negative.

c) In inferior goods, the income and substitution effects are positive.

d) In case of inferior goods, the income effect is positive although the substitution effect is negative.

3r. In perfect competition, the demand curve of

a firm is

b) vertical c) horizontal

d) negatively sloped.

3s) List-2

List-2

3t) List-3

3u. Which one is not non-financial incentive?

a) Additional bonus on minimum wasteful expenditure.

b) Permanent job.

c) Participatory Decision making.

d) Recognition of individuality.

Q. HRM doesn't include -

A) Job evaluation B) Performance appraisal

C) Sales promotion D) Job enrichment.

Q. The term (1-P) is called -

A) Level of the gear B) Power of the test
C) Size of the gear D) None of the above.

Binomial test.

Q. The area under normal distribution covered

Within $\mu \pm 3\sigma$ limit is -

A) 0.6827 B) 0.9545 C) 0.9973 D) 1.000

Or in 68, 95 and 99.7 rule.

A) 25

B) 35

C) 45

D) 20

Q. Sampling distribution of mean is very close to the std normal distribution when -

A) Population is normally distributed.
B) Population is not normally distributed but sample size is large.

C) Both A & B.
D) Neither A nor B.

Q. The value of coefficient of determination is 0.64, what is the value of coefficient of correlation?

A) 0.40 B) 0.80 C) 0.08 D) 0.04

Q. Which one of the following is not a source of conflict in project ranking in capital budgeting decisions on P&L, NPV and IRR.

- A) Independent investment project
- B) No capital budget constraint.
- C) No time disparity
- D) None

List 2

A) Trade policy B) Trade flows C) Price trends D) Internal sectoral linkages

1. Economic conditions 2. Economic policies 3. Global linkages 4. Structure & nature of economy

A-2 B-3 C-1 D-4

List-2

Q. Which one of the following is not a benefit of privatization?

- A) Encourage entrepreneurship
- B) Concentration of economic power
- C) Better use of enterprise
- D) Freedom from bureaucracy

Q. "BOLT" system in the Indian security market is related to:

- A) NSE B) BSE C) DTCEI D) NCSE
- B) BOLT, Bombay Online Trading System
- C) Laxmiyaan
- D) VSAT: Very Small Aperture Terminal (VSAT)

Q Which one of the following is not a reason

- a) commercial paper b) participating certificates.
- c) warrants d) treasury bills.

So Which one is related with micro-financing?

- a) such b) organized workers c) women but

d) NROA -

Q Which one of the following is not an element of internal environment?

- a) Mission objectives b) Human Resources

c) Customers d) Shareholder's values.

Q The presence of fixed costs in the total

cost structure of a firm results into -

- a) Financial Leverage b) operating Leverage

c) Super leverage d) NROA .

Q "the cost of capital decides what the

degree of financial guru increases" who advocated it

- a) NOT app b) NOT app c) not app d) traditional approach.

Q A view that the dividend policy of a firm

has a bearing on share valuation advocated by Jensen - E. Wallen is based on which one of the following assumptions?

- a) Ret earnings is only source of financing b) No debt can be used
- c) ROI fluctuates d) ATMA

- a) Matching approach i) Dividend Policy
- b) Structural ratios ii) Inventory management
- c) ordering quantity iii) Financing mix
- d) Bonus shares iv) Capital structure.

a-3 b-4 c-2 d-1

Q (A) operating style of international M&S can be spread to the entire globe.

(B) The style is limited to the regional economy only.

A is true but B is false.

Q The comparative cost advantage theory was given by

- a) David Ricardo b) Adam Smith c) Raymond Vernon
- d) Michael E. Porter (competitive)

Q The firm globalizes their operations through 44 weeks.

- a) Exporting directly b) Licensing/ Franchising
- c) Joint Ventures d) All of the above.

Q The component of WTO are:

- a) Ministerial Conference b) Dispute Settlement body
- c) Director General d) NROA.

Q India is not associated with:

- a) SAARC b) NAFTA c) BRICS d) POMA Canada, Mexico, U.S.

Q1. Which one of the following is true statement.

- A) Balance of Trade deals with export and import of invisible items only.
- B) BOP deals with both visible and invisible items.
- C) The current A/c is not a component of BOP
- D) AOTP.

Q2. SDRS are popularly known as -

- A) Currency notes
- B) Paper Gold or Silver coin
- C) Gold coin.

Q3. Which one is not international institution.

- A) IMF
- B) IDA
- C) IBRD
- D) TRAI.

Q4(A) Indent may be open/closed. Open indent doesn't specify the price and other details of the goods. The closed indent specifies the brand, price, number, packing, shipping mode, insurance etc.

(B) This is required as a part of export procedures.

[A is true & B is false].

Q5. Which one of the statements is not true?

- A) Institutional infrastructure facilities market intelligence
- B) STC is the chief canalizing agent for export and import of agricultural products.
- C) IITPO organizes trade fairs and exhibitions.
- D) LOC does not indicate that the bank will pay the value of imports to the exporter.
- E) STC, State trading corporation of India Ltd.

IITPO: India Trade Promotion organization.

Q6 Part - 2

- | | |
|---------------------------------------|-------------------------------|
| A) Selective credit control | B) Consumer credit Regulation |
| C) Encourage credit for desirable use | D) CRR |
| E) Quantitative credit control | F) Variation in margin |
| G) Bank Rate | H) Re-discounting Rate |

a-E b-I c-J d-4

Q7: (A) Use of paper money is replaced by plastic money. The future will see the electronic money clearance through satellite networking.

(B) RBI is encouraging e-banking.

A & R are true.

Q8. Which one is not Finance Company?

- A) Hire-Purchase Finance Co.
- B) IRDA ✓.
- C) Mutual Benefit Finance Corporation.
- D) Loan col.

Q9. The SEBI was not entrusted with the function of -

- A) Investor protection
- B) Ensuring fair practices by col.
- C) promotion of efficient services by brokers.
- D) Improving the earnings of equity shareholders.

To which one is not non-marketable securities?

June 2013 [Paper - 2]

- A) Corporate Securities
- B) Bank deposits
- C) Deposits with govt
- D) Post office certificates

C) Deposits with govt

& Deposits

H. MAT under Sec 115JB of the Income tax Act applicable

as partnership firm

to AOP or certain co's

D) All types of co's.

I. MAT under Sec 115JB of the Income tax

as partnership firm

to AOP or certain co's

D) All types of co's.

J. For the A.Y 2011-12, deduction u/s 80G is available without any limit, but as the rate

of 50% on

- A) PM National Relief Fund
- B) National Foundation for communal harmony
- C) Teachers Day Relief Reward Fund
- D) Chief Minister Relief Fund

K. Tax on Capital paid by a firm to its

partner under the Act 1961, is allowed, i.e.

A) 6%

B) 12%

C) 15%

D) 18%

a - 2 b - 4 c - 1 d - 3

L. Under capital gains head of IT Act, the income from sale of household furniture is -

- A) Exempted income

M. U/s 80E of IT Act, 1957, deduction in respect of payment of int on loan taken for higher education shall be allowed upto -

po limit.

1. Direct supervision over depositories and mutual funds is undertaken by -

A) NBFC's

B) RBI

C) SEBI

D) PTA

2. In the call money market, value of the following participants is allowed to trade?

- A) All Banks, Primary Dealers and mutual funds.
- B) All corporates
- C) Only commercial banks
- D) Both

3. Ques - 2

Ques - 2

- A) Put ownership a free Enterprise
- B) Govt ownership & central authority
- C) The market for the sale and purchase of primary market previously issued securities.
- D) The market for very long term securities.

a - 2 b - 4 c - 1 d - 3

4. The apex consumer court in India is referred to as -

- A) The Consumer Education & Research centre
- B) The consumer unit & Trust Society.
- C) National Consumer Dispute Redressal com.
- D) None.

5. Who is Chairman of 13th Finance Commission?

Dr. Vijay C. Lakkar
14th Chairman, Dr. Y.N. Reddy.

6. Insurance exps tend to bring an equipment from the place of Production to the place of installation in type of -

Capital Expenditure.

7. Master budget is a -

- a) Functional budget
- b) operating Budget
- c) Summary Budget ✓
- d) Financial budget.

8. (A) Work satisfying power of a commodity is called its utility.

(B) Utility may not have the characteristic of monotony.

Both A & B are correct.

9. List - 2

List - 2

- a) Contraction of Demand 1. Non-Price change effect
- b) Decrease in Demand. 2. Demand curve becomes flatter.
- c) Increase in Demand 3. Price change effect
- d) Expansion of Demand. 4. Shift the Demand curve.

a-3 b-1 c-4 d-2

(A) At the proportion of one Variable factor in combination with fixed factor is increased, open point the marginal product of the four will diminish.

(B) Beyond the level of optimum combination of inputs leads to fall.

'P' is appropriate reason of 'A'

10. List - 2

List - 2

- a) Indifference curve \Rightarrow Slope downward to the right
- b) Demand curve $\Rightarrow P = MR = M.R = d$
- c) Perfect competition \Rightarrow Oligopoly
- d) Price leadership \Rightarrow convex to the origin.

a-H b-A c-D d-J

11. Price, Marginal Revenue and Elasticity are related to each other. When $e=1$, then,
a) $MR > 0$ b) $MR < 0$ $\Rightarrow MR = 0 \Rightarrow MR = 1$

12. Consider the following statistical tests.

a) F test B) t-test C) Z-test D) Chi-square test.

which of these are parametric test.

a) 1-2 and b) 1-3 & 4 c) 1-2 and 3 d) 2-3 & 4

- a) Sampling error B) Measurement error
- b) Coverage error c) Non-Response error

Ques List - 2

- a) Level of significance
 b) Std. deviation of sampling \Rightarrow Parameter distribution.
 c) Numerical value that describes \Rightarrow Type-II Error
 d) Characteristics of the population. \Rightarrow Std. error
- a-3 b-4 c-2 d-1
- " Kendall's τ_c " used to -
- a) Test the difference among two or more sets of data.
 b) Test the relationship between variables
 c) Test the variations in the given data
 d) Test the randomness of numbers.
- Non-parametric
- Normalisation of Friedman test
- It ranges from 0 to 1 (0=non-agreement, 1=agreement)
- 20) Which of the following approaches are used for data processing?
 i) Excel or Access or SPSS \Rightarrow STAR \Rightarrow PASW
- Code:
- A 1, 2, 3 and 5
 B 2, 3, 4 and 5
 C 3 & 4
 D 1, 3 and 4
- PASW: predictive Analytics Software.

Ans List - 2

- a) Sample mean is equal to population mean.
 b) Formal group \Rightarrow Parsons
 c) Informal group \Rightarrow Gordan
 d) Kurt Lewin \Rightarrow National group
- a-3 b-1 c-10 d-2
- = 22) Who has suggested that achievement motivation among individuals and nations can be developed through training courses?
 a) Meccelstrand \rightarrow Alderfer \Rightarrow Maslow & Herzberg
 b) Alderfer, ERG theory.
 Existence, Relatedness and Growth.
- 23) (A) When span of control is wide co-ordination and control becomes difficult.
 (R) In a narrow span, levels of authority reduces A is true but (R) is false.
- 24) The general pattern of behaviour, shared beliefs and values that members have in common is known as:
 a) Organisation climate \Rightarrow organisation culture.
 b) Organisation effectiveness \Rightarrow organisational health.

Ques List - 2

Ans List - 2

Q5 Which of the following is not a principle of ~~work~~

according to Henry Fayol?

- A) Subordination of individual ~~but~~ over the organisational structure.

- B) Expertise of experts

- C) Unity of management

- D) Unity of direction.

- Q6 Which of the following concepts is based on development, design and implementation of marketing programmes, processes and activities that recognise their breadth and interdependence?
- A) Product concept B) Sales concept C) Societal marketing concept D) Holistic marketing concept.

JUNE - 2013

- I. Under the Industries Development and Regulation Act, 1951 a license is necessary for -
- changing the location of an existing industrial undertaking.
 - producing or manufacturing a 'new article' in an existing industrial undertaking.
 - Establishing a new undertaking.
 - All of the above.

List-2

- A) Political & legal environment 1. Important for industries directly depends on import/export.
- B) Demographic environment
- C) Economic environment
- D) Geographical and ecological environment.

environment.

economic policy.

3. Related to natural resources

4. Occupational and spatial mobility of population having implications for business.

a-2 b-4 c-1 d-3

list-2

a) SLR

b) SIDBI

c) CUTS

d) ILPIC

e) FPCI

f) Credit control

g) Industrial policy

h) Facilitating India's needs industries.

CUTS: consumer unity and trust society
ILPIC: Industrial Licensing Policy Inquiry Committee

a-2 b-4 c-1 d-3

list-3

a) National Stock Exchange

b) National Securities Depository Ltd.

c) SEBI

d) Securities Trading Corporation of India.

e) Process of demutualisation of shares of the participating co's

f) To foster the development of an active secondary market for Govt securities.

g) Abolition of capital issues control and retaining the sale authority for new capital issues.

a - 2

b-1

c-4 d-3

5. The United Nations Conference on Trade and Development (UNCTAD) was set up in -

- A) 1944 B) 1954 C) 1960 D) 1964 ✓

6. Indicate the ground on which a complaint under the Consumer Protection Act, 1986 shall be invalid,

- A) A product having short weight
B) A review provided free of cost ✓
C) A misleading advertisement given in newspaper
D) ROTA.

It one of the following which of the four components of food security?

- A) Food availability B) Food market C) Food accessibility.
D) Food utilization E) Food credit.

- A) 3,4 and 5 B) 1,3 and 4 C) 1,2 and 5

D) 1,2 and 4

8. Performance evaluation of a Responsibility centre can be done by -

- A) ROI B) Returns on sales C) EVA D) ROTA

9. Social balance sheet shows -

- A) Social costs B) Social revenues C) Value of employees of the org. D) ROTA.
E) Which of the following comes under efficiency ratios?
F) Avg collection period G) Inventory turnover ratio
H) Fixed Assets Turnover Ratio I) ROTA

Q) Statement of changes in working capital

A) Cash flow statement B) P&L Statement

C) Cash profit D) Cash and Accrued

E) Earnings ability of firm F) Basis of accounting

G) Conservatism H) Rota

I) Cash profit J) Cash flow statement

K) Cash and Accrued L) Prudence

M) Earnings ability of firm N) Basis of accounting

O) Conservatism P) P&L Ratio

Q) Cash profit R) Cash flow statement

S) Cash and Accrued T) Prudence

U) Earnings ability of firm V) Basis of accounting

W) Conservatism X) P&L Statement

Y) Cash profit Z) Cash flow statement

A) A is correct but B is wrong

B) A is correct but C is wrong
C) Variance analysis is undertaken for planning and control of costs.

D) Future costs are taken into consideration in budgets and Rota

E) A and B are correct, but C is not correct

F) A and B are correct, but C is not correct
G) Explanation

Small lot

(20)

55.19

(18)

Large lot

Landed cost/career/Opportunity

Unit cost/career/Market price/

Standard quantity - 000 units

Examination

Method of Solution

$$L = \frac{M}{P} \times \frac{1}{2}$$

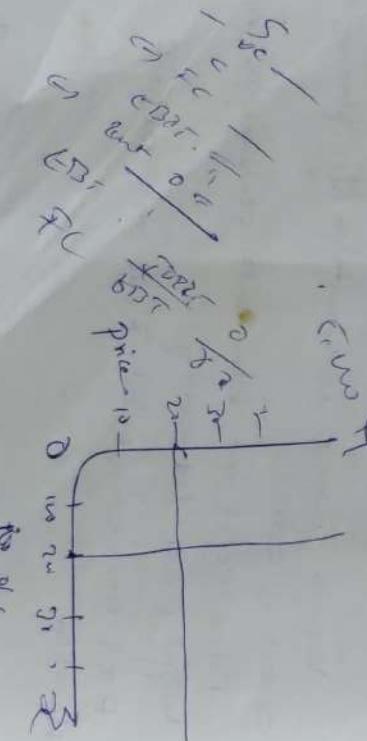
(1 + nominal rate) = (1 + real rate) (1 + inflation rate)

(1 + r) = (1 + i) (1 + i')

$$(1+i) = \frac{(1+i')}{(1+m)}$$

NPC - $\frac{\text{Low Price}}{\text{High Price}}$

C.W.C



Economic cost

The economic cost of a decision depends on both the cost of the alternative chosen and the benefit that the best alternative would have provided if chosen.

Economic cost differs from accounting cost bcoz it includes opportunity cost.

Bain R and R are correct.

List - 2

- a) Economic profit \rightarrow Total Revenue - Explicit cost
 b) Accounting profit \rightarrow Between and above unchanged
 c) Collusion/cost \rightarrow Total Revenue - Total cost
 d) Market up slightly

Q-3 b-31 c-4 d-2

Ques: In economics, it is an agreement by competing firms to control price or exclude entry of a new competitor in a market

It's which firm is not the form of economics cost to the business?

- a) Owner supplied resources to Market supplied resources
 b) Implicit cost & Non-monetary opportunity costs of using owner supplied resources

Ans

(a) Making money is a method of determining price

(b) Price & expenses in the expression

for lot

INDEX

NAME _____

STD. _____

SEC. _____

ROLL NO. _____

S. No.	Date	Title	Teacher's Sign / Remarks

Book - 2

- 1) Standard model based on elements -
 a) Desire to want c) Quantity price and time
 b) All of the above.

Ques 2

- a) Utilitarian approach b) Marginal rate of substitution
 b) Ordinal approach c) Budget line & indifference curve
 c) Price consumption curve. d) $U = f(x, y)$
 d) Consumption equilibrium e) $MRS_{xy} = MRS_{xy}$
 a-3 b-2 c-2 d-4

Ques 3
 a) The Lerner Index measures

- a) Market Power b) Price c) Price margin d) None

The Lerner Index, formalized in 1934 by Alfred Lerner, describes a firm's market power.

It is defined by where P is the market price set by the firm and MC is the firm's marginal cost.

The index ranges from high of $\frac{1}{2}$ to low of 0 .

Ques 4

- a) Perfect competition. b) Diff prices for the same product
 b) Monopolistic competition. c) Dominant Strategy
 c) oligopoly d) Product differentiation
 d) Discriminating monopoly e) Standard product

Ques 5

- a-4 b-3 c-2 d-1

(Q.3) Which method for reward can be applied in best

The effectiveness of reward according to the mainly
decided by the following

A) Paired t-test B) Chi-square test C) Z-test

D) F-test.

(Q.4) In a linear equation -

$$Y = a + bx, 'a' refers to$$

A) Slope B) Y-intercept C) Dependent Variable

D) Independent Variable

(Q.5) Which one's the planning is the most popular
approach for accomplishing the goals?

A) Mgt By exception B) Reward system
C) MBO D) Mentor system.

(Q.6) The managerial function of organizing involves

A) Reviewing and adjusting plan in the light of
changed conditions.

B) Establishing programme for the accomplishment
of objectives.

C) Creating structure of functions and duties to be
performed.

D) Getting things done through others.

3) A leader who identifies what subordinates need to do
achieve objectives, clearly organisational role and tasks,

design an organization structure, reward performance
and provide for the social needs of their followers
A) Transformational leader B) Participative leader
C) A transactional leader D) An autocratic leader.

Transformational Leadership

It is a type of leadership where the leader is charged with identifying the needed change, creating a vision to guide the change in tandem with committed members of the group.

Transactional Leadership

It is also known as managerial leadership, focuses on the role of supervisor, organization, and group performance; transactional leadership is a style of leadership in which the leader promotes compliance of his/her followers through both rewards and punishments.

Participative (Democratic)

3.2 Which of the following is not an advantage of this?

A) An avg human being has an inherent dislike of work and will avoid it if he can.

B) An avg human being prefers to be directed needs to avoid responsibility has relatively little ambition and want security above all.

C) An avg human being learns under proper conditions, not only to accept responsibility but also to seek it. ✓

D) Most people must be coerced, controlled, and directed and threatened with punishment to get them put forth adequate effort.

Machine Shop Group

An organized group of people whose members are or appear to be under the control of one or more leaders.

Chester Barnard, author of not clear: the functions of the executive,

→ Machine Shop group

→ Sixth floor crowd

→ Friday evening bowling games
→ Morning coffee regulars.

3H Which of the following is not true?

1. Religion & Legal system & Economic system
2. Culture & Family system

- A) I, II, III, IV
- B) I, II, III, IV <> I, III, IV
- C) I, II, III, IV

Expectancy Theory

Max pleasure - minimum pain.

Mc Achievement theory is closely related to Herzberg theory.

Herzberg Theory

Mc Donald - Herzberg theory THREE

Ackoff's - Mello's Theory

THREE

Alvaford - Mello's Theory

THREE

ERG (Existence, Relatedness, Growth needs).

Dayton & Alderfer's ERG theory 1969 concludes

Existence needs - First two levels

Physiological and Safety needs.

Relatedness needs - third and fourth

Growth, (Last stage)

Herzberg's Motivation-Hygiene

Two factor theory

It is hygiene theory or Dual factor theory. Helps that - there are certain factors in the workplace that cause job satisfaction, while a separate set of factors cause dissatisfaction.

Hygiene factors

- Quality of Supervision
- Job company Policies.
- Physical working conditions
- Relations with others
- Job security.

Job satisfaction

- Promotion opportunities
- Opportunities for personal growth.
- Recognition.
- Job responsibility
- Achievement.

Douglas McGregor Theory X and Y

American social psychologist proposed his famous X-Y theory in his 1960 book "The Human Side of Enterprise".

It is a satirical and ringing reminder of the natural rules of managing people, which under the pressure of day to day business are all too easily forgotten.

Theory X (Authoritarian Mgt style)

- the avg. person dislikes work and will avoid it if he/she can
- therefore most people must be forced with the threat of punishment to work towards organizational objectives.
- the avg. person prefers to be directed, to avoid responsibility in relatively unambitious, and want security above all else.

Theory Y (Participative mgt)

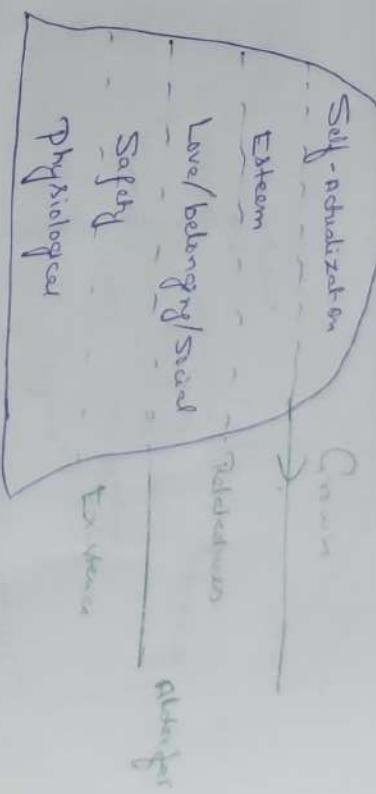
- effort in organization as natural as work & play.
- people will apply self-control and self-direction in the pursuit of org objectives, without external control or threat of punishment
- commitment to objectives as a function of rewards associated with their achievement.
- people usually accept and often seek responsibility.

• the capacity to use a high degree of imagination, ingenuity and creativity in solving org problems is not randomly distributed in the population.

• to industry the intellectual potentialities of the avg. person is only partly utilized.

Maslow's hierarchy of needs

1943, "A theory of human motivation"



35. Which of the following has NOT been identified as a motivator by theorists according to Maslow?

- A) McClelland B) Alderfer C) Herzberg D) Vroom.

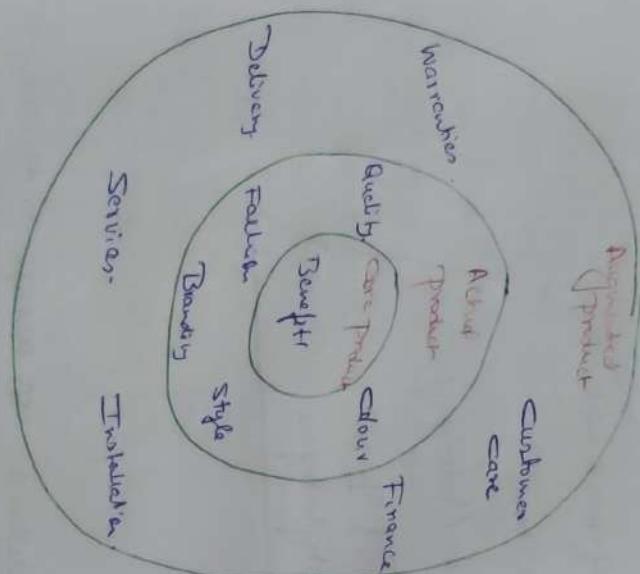
36. Which of the following approach to the concept of leadership is NOT mentioned?

- Benefit sought
- Income or social class
- Family life

- 21 - The description of a product usually follows -
 a) Actual Product b) Augmented Product c) Core product
 d) Tangible products.

Augmented product

A commodity that has both the primary physical attributes and the non-physical attributes that are added to increase the product's value.



- 22 - The statement that follows is true about the different distribution channels is -
 I. A good salesman is one who can sell refrigerators to an Eskimo.
 II. Salesmen are born, not made.

III. Physical distribution in an area where high cost saving is possible.

- 23 - I and III are correct. II and IV are correct.
 c) II and III are correct. D) All are correct.

III Which form of retail outlet has the highest operating costs?

- a) Super market b) Consumer co-operative store
 c) Department store d) Retail chain store.

IV. Consider the following statements and indicate the correct alternative.

- I. The product info. system often turns out to be costly.

II. When customers belong to diff. user groups with distinct buying preferences & practices, a market wsg organization is not suitable.

- III. Advertising dept. has the closest interface with the finance dept. of the company.

- 24 - a) I and II are correct. b) II and III are correct.
 c) Only I is correct. d) All are correct.

Predatory pricing

- a) Predatory pricing b) Skimming pricing.
 c) Predatory pricing d) None.

The pricing of goods / services at such a low level that other firms cannot compete and are forced to leave the market. It creates barrier to new market entry.

a) Dividend Capitalization Approach.

b) Dividend Policy has a bearing on the share valuation.

c) Stock market places more weight on dividends than S. walter undid on retained earnings

d) Dividend payout is \rightarrow 1. MM model.
induces to the value of the firm.

a - 2 b - 3 c - 1 d - 4

iii Venture capital financed at starting point \rightarrow ~~financing needs amounts~~

a) Debt instruments \rightarrow Deep discount bonds

b) Equity shares \rightarrow Conditional shares.

Deep discount bond is also known as

Zero coupon bond

45
Loss - I

Loss - II

a) Lessor transfers all risks
to rewards of an asset to the lessee

b) Lessor transfers the asset to the lessee but bears the cost of maintenance

c) The owner of the asset subject to the lessee's right in turn leases it back to the owner (sub lease).

1. Traditional model.

the assets that are leased to a given lessee.

a - 3 b - 2 c - 1 d - 4

b) Total claims \rightarrow the sum of claims by all

which are presented between ~~date of issue~~ \rightarrow date of issue claims by

a) SEBI \rightarrow RBI \rightarrow Securities & Exchange Commission (SEC)

b) Company Law Board.

Dimension - 10

14. The degree to which the returns of all the securities change together is called ~~return~~ \rightarrow correlation coefficient \rightarrow Covariance \rightarrow Beta

curve out:
New legal entity

45
Loss - I

Loss - II

c) Leases/borrowers or occupiers are assets that are leased to a given lessee.
4. Direct lease.

Kyber

Carsten model

Growth firm or ke (0%)

the firm can distribute residual dividends.

Constant firm value

There is no optimum dividend payout, the price of the share will remain unchanged and not affected by Dividend policy.

Declining firm value

[take of return]

The price per share increases as the Dividend payout increases, therefore this the Shareholders of declining firm stand to gain if the firm distributes its earnings.

The dividends by a ~~co~~ of ~~new~~ were ~~to be~~ ~~but~~ ~~not~~ ~~done~~ to ~~new~~, ~~newly~~ ~~new~~.

- a) Damage b) Merger \rightarrow Equity carve-out
- c) Diversification

Equity carve-out also known as Spin-off (separate)

Split of IPO or a partial spin off, it's a type of corporate re-organisation, in which a

create a new subsidiary and subsequently

IPO's it, while retaining ~~not~~ control.

only part of the shares are offered to the public, so the parent ~~co~~ retains an equity stake

$$\frac{E(1-D)}{k - br}$$

In the substation typically up to 20% of subsidiary shares are offered to the public

The transaction creates two separate legal entities, the parent ~~co~~ and daughter ~~co~~ each with their own boards, ~~not~~ teams financial and CEO's. Equity carve-out increase the access to capital market, enabling carved-out subsidiary strong growth opportunities.

Carve out: creation of a new legal entity

Split: Shareholder's proportion in new & separate entity. (Own stock in a separate company now). (Like right shares)

Split off: Given shares of a new ~~co~~ in exchange for shares in parent ~~co~~.

On what combination of the following factors, the ~~carve~~ ~~carve~~ out ~~carve~~ out

- I. Market conditions
- II. Production Policy

- III. Financials
- IV. Supply conditions

Order:

II, III and IV

52
4.7
4.7

- 1. 360 Performance appraisal
- 2. Graphic rating scale
- 3. HRSO

4. Behaviorally Anchored Rating Scales (BARS)
Forced Distribution method.

A) I, II, III B) III, IV C) I, II, II

D) II, II, II

5) What are the following principles? Answer in a
way to understand and take into
account and remember them easily?

- a) Promotion Principle b) Drucker Principle
- c) Validity Principle D) Peter Principle

6) At which levels has firm dimensions?

→ Job satisfaction → Satisfaction with wages &
promotion opportunities.

→ Identification with co. → pride in the work
group

7) Top management support

Codes

- A) I, II, III and IV B) I, II, III and IV
- C) I, II, III & IV D) I, III, IV and II

Learn word to code

- 53
4.7
4.7
- I. Acquisition II. Motivation III. Development
 - IV. Resolution of internal disputes
 - V. Maintenance.

I, II, III, IV

54. Openness, Confrontation, Trust, Autonomy,
Proaction, Authenticity, Collaboration

Relating to organization culture

Developed by -

May 1919 - May 1970

A) Elton Mayo B) Peter Drucker C) Eric Berne

D) Adam Smith

It's not ok	I am ok
You are ok	You are ok

→ Me down vs. Me up

→ Positive vs. Negative

1 open	2. Blind
→ Open	→ Blind

3 Hidden	4. Unknown
→ Hidden	→ Unknown

→ Open vs. Blind

→ Hidden vs. Unknown

→ Open vs. Unknown

→ Blind vs. Unknown

→ Open vs. Hidden

Joseph Luft (1916 - 2016) 2.

Beloved husband, Harrington Ingram
(1916-1995)

- Q. (A) Managerial judgement & R Managerial Credit
 → Work study technician D) Statistical technique
 → excluded

Q. (A) The problem of rural credit is not primarily one of rural credit. It may be said to be said to be of rural minded credit.
 (i) The Indian economy has yet to come out of rural mentality!

A is correct, but R is incorrect.

- A) Withdrawal of cash anywhere in India.
 B) Statement of A/c for a specific period.
 C) Transfer of fund from one A/c to another A/c.
 D) Balance enquiry.

→ Which among the following is not a

- A) Substandard Assets B) Doubtful debts
 C) Loss Assets D) Unclassified Assets.

Substandard Assets - Not exceeding 12 months.

Doubtful Assets -

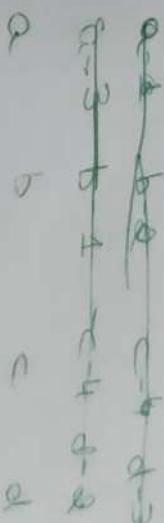
Exceeding 12 months.

Loss Assets -

Will be written off as loss.

Ans

- A) Total loan instalment overdue for more than 90 days.
 B) A/c is out of order for more than 90 days in case of CD or Cash credit.
 C) Bill remains overdue for more than 90 days.
 D) A/c is A/c.



- (Q. (A)) The Indian economy could survive in the recent global recession due to its strong banking system.
 (R) - The Indian economy contains a large amount of black money.
 Both A & R are correct and R is not the correct explanation of A.

(c) (iv) Most of the development banks in India have
Repub. Pts. commercial banks of. Capital
adequate. Now.

(v) Development banks in India have not
changed o. In their basic objectives
to combat poverty

Q. 10. Q. 11.

Q. 11. List - I

- a) Bretton wood conference 1) 1947
- b) GATT 2) 1964
- c) Accra conference 3) 1944
- d) United Nations Conference 4) 2008 August
on Trade & Development

C-3 b-1 C-4 d-2

UNFCCC

United Nations Framework Convention on Climate
change (Kyoto Protocol).

WTO Agreements

Bargaining Power of buyers.

Threat of new products
Entry

Threat of substitutes.

Bargaining Power of Suppliers

Subsidies in general are identified by Jones' which are given colour of traffic lights:

Green (Permitted)

Amber (Slow down).

Red (Forbidden)

Agricultural agreement has no red box.

Blue Box: Subsidies that are tied to
Programs that limit Production.

There are also exemptions for developing
countries (Sometimes called an "SED Box")

Blue box: Agriculture

Green box: Govt services, research, disease control,

I. Fluid global capital market
II. Technological developments.
III. Decreasing ~~decreasing~~ costs.

IV. Economic integration.

V. New global competition.

VI. End of the cold war in 1990.

Global

Paper-D

To which of the following are not affected by changing the import quota?

- I Domestic industry might be affected adversely by a decline in sales & profit.
- II If dumping is continued for a longer period, survival of the domestic industry may be threatened.
- III Dumping may create BOP problems for the country.

IV It finds market for its surplus production.

Only II is correct.

Q. What are the objectives of SEZ?

- A) Improvement of infrastructure in the hilly land.
 - B) Diversification of large tracts of farm land.
→ Attracting foreign investment.
 - C) All of the above.
 - D. Which type of the companies are not to be entertained by companies formed under the Companies Act, 1985?
- A) A defective product purchased 1½ years back.
- B) Misleading advertisement in a newspaper.
- C) Services provided free of cost.
- D) Tie in Sales.

What are the effects of the following

types of the measures used in the following

conditions

- o) Protection of free trade
- b) Reduction of budgetary subsidies.
- c) Reduction in shipping costs.
- d) Protection of foreign portfolio investment.

List 2

1991

1. Disinvestment policy by the centralized Govt (upto 201) or 1999

1996

1992
1993

1996

1997

2. Paragovernmental Committee on disinvestment public sector enterprises (upto 1997)
3. Strategic and M-strategic classification of public enterprises \Rightarrow 1991-92 for disinvestment.
4. Formation of Dismantlement Commission \Rightarrow 1993

CPSF

List 3

- \Rightarrow the buyer has paid the price of the goods or it is certain that he will pay the price
- a) Arm's length
 - b) Costs lies in the hands of
 - c) Direct cost \Rightarrow Fixed or Variable or Semi-Volatile OH

Q. Which of the following items is not an opportunity of profit for the firm?

1. Capital & current A/c balances.
2. Ex'n of distribution & outsiders' claims (both payable and accrued)
3. W.I.R.

" Which one of the following is not the basic assumption of cardinal utility analysis?

Utility Analysis

- ↓
- Cardinal utility analysis
- Alfred Marshall
- can be measured
- "utility"
- Law of Diminishing Marginal Utility
- Law of Equi-Marginal Utility
- Marshallian analysis.

Ordinal utility analysis

- J.R. Hicks & R.A.D. Allen
- Cannot be measured but compared as rank
- Indifference Curve analysis.

1. Increase in demand
a) Leftward movement along the demand curve.
b) Rightward shift of the demand curve.

2. Decrease in demand
a) Leftward movement along the demand curve.
b) Rightward shift of the demand curve.

3. Cross demand
a) Rightward shift of the demand curve.

4. Joint demand
a) Demand of more than one commodity to satisfy one specific want
b) Demand of one commodity with changes in the prices of another related commodity.



Assumption of cardinal utility analysis

1. Commodity is ordinal

- a) Rationality of consumer
- b) Utility cardinally measurable
- c) Diminishing marginal utility of money.
- d) Hypothesis of independent utilities.

14 According to the Law of Variable Proportions,
the second stage of production ends with -
Marginal productivity of the Variable input becomes zero and avg. Productivity is positive.

15 Total Revenue (TR) functions and the total cost (TC) function of a perfectly competitive market firm are as follows -

$$TR = 480 Q - 8Q^2$$

$$TC = 400 + 8Q^2$$

The profit maximizing output would be -
⇒ 60 = 15 - 8(Q^2) ⇒ 50 ⇒ None of those

- 1) Two indifference curves do not intersect each other.
- 2) Convex to the point of origin
- 3) Budget curves necessarily have to be parallel.

Quantity (Q)	Total Revenue (TR)	Total Cost (TC)	Profit
0	0	400	-400
1	400	408	-8
2	720	416	28

- 16) From a population with mean of 200 and SD of 30 a sample of 36 was drawn at random. Calculate the SD error of the sample distribution & choose the correct answer from the following options.

a) 4.3 b) 6.2 c) 6.0 d) 5.0

Given,

$$S.D. = 30 \quad n/\text{sample} = 36. \quad \bar{x} = 200.$$

$$\text{SD. Error} = \frac{\sigma}{\sqrt{n}} = \frac{30}{\sqrt{36}} = \frac{30}{6} = \boxed{5.0}$$

- 17) A committee of six people is to be formed from a group of seven men and four women. What is the probability that the committee will have exactly two women?

a) 0.456 b) 0.803 c) 0.962 d) None

Solution:

- Total no. of persons : 11M and 4 women = 11
 Total no. of men = 7
 Total no. of women = 4

- 18) Which one(s) of the following statements is/are correct with respect to decision support system (DSS)?

$$\frac{C_p}{C_d} = \frac{\frac{4 \times 3}{2 \times 1}}{\frac{11 \times 10}{2 \times 1}} = \frac{12!}{110!} = 0.1090$$

$$\frac{12!}{110!} = \frac{12 \times 11}{110} = \frac{12}{10} = 0.1090$$

None

- 19) From the following ANOVA table, calculate the F-value and select the correct answer from the options given below.

Sources of Variation	Sums Squared	Degrees of freedom	
Blue columns	105	3	$\frac{105}{3} = 35.0$
Blueswans	24	16	$\frac{24}{16} = 1.5$
Total	129	19	

a) 32.2 b) 31.5 c) 23.3 d) 0.15

$$F\text{-Ratio} = \frac{33.3}{1.5} = \frac{33.3}{1.5} = \boxed{22.22}$$

- 20) For a hypothesis test, alpha (α) = 0.05 and beta (β) is ≈ 0.10 . The power of this test is -.

$$\approx 0.95 \quad \text{a) } 0.90 \quad \text{b) } 0.80 \quad \text{c) } 0.15 \quad \text{d) } \frac{(1-\beta)}{1-\alpha}$$

1. It (DSS) is used by middle level mgmt.
2. DSS applies to mostly structured problems.
3. DSS relies on mathematical models for analysis.
4. DSS is largely heuristic based.

Codes:

- 1 and 2 are correct
- 1 and 3 are correct
- 1, 2 and 3 are correct

Chandras

Q1) Which of the following is an ethical behaviour of a manager?

- (A) Strategies necessarily need to be changed over time to suit environmental changes.
- (B) To remain competitive, organisations develop those strategies that create value for customers.
- Both A and B are correct.

Q2) Which of the following is not true about Strategic Planning?

- A) Way of thinking about managing the future risks.
- B) Anticipating future contingencies.
- C) Reaching to external events.
- D) Getting ready with alternative routes for unforeseen situations.

Q3. Which of the following is not a characteristic of non-programmed decisions?

- A) Problems are unique and novel.

B) There are no pre-established policies or procedures to rely on.

C) The conditions for non-programmed decisions are highly certain.

D) There are the responsibility of top-most.

Q4) Which segmentation approach is the most compatible with the spirit of marketing concept?

- A) Benefit sought \Rightarrow Timeframe \Rightarrow Social class
- B) Family size.

Q5) Which of the stages of new product development process can be skipped?

- A) Business analysis \Rightarrow Idea Screening
- B) Product design \Rightarrow Test marketing.

28 the price - setting method which would control
to the concept of Product pricing is -

a) cost-plus pricing

b) Going-rate pricing.

c) Perceived value pricing

29 when the expected level of EBIT exceeds the

different point for the alternative financial
plans (Equity and debt financing)

a) The most important detail marketing decision

b) a retailer has to make is to -

c) Select the product assortment.

d) Identify the target market.

e) choose the desired service level.

f) Develop an effective store atmosphere.

g) Which element of the promotion will ~~be~~ do

classified primarily use?

h) Advertising

i) Personal selling or public relations

j) Trade shows.

30 out of the following alternative methods of project
evaluation \Rightarrow selection used in Capital budgeting

which one of the combinations in the code

corresponds to discounted cash flow methods?

1. IRR \Rightarrow PBP \Rightarrow PI \Rightarrow NPV

1, 3 & 4

31 which of the following is not the assumptions
of MM Irrelevance of Dividend Policy?

a) No personnel or corporate income taxes.

b) Dividend Policy has its effect on firm's key

c) Capital ~~Invest~~ Policy is independent of its

dividend Policy

d) Stock Fluctuation or transaction cost doesn't exist.

List-2

List-3

1. Financial B.E.P or Rate of discount at which
NPV is zero

2. CVP analysis

3. IRR

4. Net operating income same for different degrees
of financial leverage

5. Analysis to study relationship
among fixed cost, variable cost,
sales volume & profit-

6. The minimum level of EBIT needed
to satisfy all fixed financial
charges.

(b) The form of working capital among managing the operating cycle of working capital.

(i) It is better the concern is useful to ascertain the requirements of cash to meet the operating costs of a going concern.

A and R excess, but R is not the correct explanation.

38) Value of the following forms, includes the fact, duties and responsibilities of a particular job?

- a) Job Evaluation
- b) Job enlargement.
- c) Job analysis
- d) Job study.

Work Study

39) System of assessing methods of working so as to achieve the max. output & efficiency.

a-2 b-4 c-1 d-3

Job enrichment

It is described as a medium through which we can motivate self driven employees by assigning them additional responsibilities normally received for higher level employees. By doing this the employee feel like their work has meaning and its link to the co.

Job rotation

It is increasing the scope of job through extending the range of his job duties & responsibilities generally within the same band & proficiency.

Job rotation

The practice of moving employees between tasks to promote experience & variety.

List - I

- a) Simple Ranking
- b) Paired comparison.
- c) 360° Degree appraisal.
- d) Graphic Rating

List - II

- 1. Evaluation by Supervisor, peers and subordinates.
- 2. Order of Rating from best to worst
- 3. Standardized Quantitative rating
- 4. Comparing rating to one another

- 38) In which method of performance appraisal the evaluator keeps a written record of significant events and how difficult employee behaved during such events?
- a) Field review method
 - b) 360°. DMS method.
 - c) Critical incidents method
 - d) Assessment centre method.
- 39) In connection with HOD? What is meant?
- a) It is a reactive function.
 - b) It develops total organization.
 - c) It focuses on autonomous work group.
 - d) It is an integrated system.

Q1 In which method of training job conditions are duplicated with equipments and machines which are identical with those used at the work place?

a) On the job training b) Apprenticeship training

c) Vocational Training d) Internship training.

Q2 Which one of the following declinations is used by the commercial banks in India to measure the risks arising from lending activity?

a) Network analysis b) Sensitivity analysis
c) Value at risk methodology d) ENA.

ENA = NOPAR - (WACCCE)

Q3 Which of the following schemes introduced by NABARD is intended to provide credit to forward?

a) Rural infrastructure development fund.
b) Kisan credit credit ✓
c) Micro-finance
d) Co-operative Development fund.

Q4 Which one of the following is a recent initiative in commercial banks in E-Banking

E-Banking
Bidding
RTGS

Q5 Which of the following fee-based services are provided by IDBI?

1. Credit Syndication & Corporate trustee services
2. Custodial services 3. Foreign services.

Cost 1,2,24 => 122 => 2,324 => 324

Q5 STATE provides financial assistance in the following forms -
1. Bills financing 2. Project financing 3. Refinance arrangement.

Q6 Resource support to institution.

Q7 Which of the following measure is correct.

Q8 Cycles a) 1,2,4 and 8 b) 2,4 and 3 c) 3,1,4 and 2
d) 4,1,3 and 2

Q9 BOP problems in India cannot be attributed only to -
a) Large trade deficit.
b) Increase in invisible surplus.

c) Sensitive behaviour of foreigners including NRIs
d) Foreign currency deposits.

Q10 The declining role of concessional external finance.

Q11 Arrange the stages in anti-dumping investigation process in right sequence -

1. Preliminary Screening
2. Rejection of unsubstantiated info.
3. Initiation
4. Permitting the exporting countries to modify the practices.
5. Provisional findings
6. Final finding & measures.

Q12 NECS: National Electronic Clearing System

12/03/2015

September 2013

- 4) A situation where any advantage given by one member of the WTO to another member is referred to extended to all WTO members is referred to as -

a) Trade Diversification b) United Regional principles,

c) Most Favoured Nation d) Least Traded Nation.

5) The collapse of which of the following happens in related to the traffic paradox?

a) Gold standard b) Exchange rate mechanism (IMF)

c) Bretton Woods d) NFTA.

6) Which of the following is not an example of the law of one price?

1. Restriction on the movement of goods b/w countries
2. No transportation costs.
3. No tariffs.

a) Both (1,2,3) only c) Both 2 & 3

b) 1,2 & 3.

7) Which of the following statement is true?

a) The Competition Commission of India is headed by a person having judicial background.

b) The definition of the term 'goods' as given in the Competition Act 2002, is the same as given in the Sale of Goods Act, 1930

c) Both A and C are true ✓

d) None of the above is true —

CET, chairman Ashok Chawla.

In which one of the following is not included in the consumer Rights as per the Consumer Protection Act, 1986?

Solution:

A) Right to be protected against marketing of hazardous goods & services.

- B) Right to be heard.
- C) Right to a physical environment that will protect and enhance quality of life.
- D) Right to seek redressal of legitimate complaints.

→ A consumer can file a complaint under the Consumer Protection Act, 1986, on any of the following grounds, except -

- A Sale of defective goods B) provision of deficient service.
- C) charging very high price D) unfair trade practice.

C) Financial statements provide a true and fair view

4-

A) It is free from any material error and bias.

B) It is prepared using the appropriate accounting policy and applicable accounting standards.

C) It is prepared in the format prescribed by the regulator or, in the absence of a prescribed format, it is prepared in a manner that facilitates analysis of the financial position and the performance of the reporting enterprise.

- D) It conforms to all of the above A, B, C

→ Which of the formulae is used to calculate Absolute Liquid ratio in ?

Solution:
Absolute Liquid Assets

Correct Liabilities.

S → A sells its product at ₹ 15 per unit for a period of 4 months and sales estimates indicate a sales of ₹ 5 per unit. If the value is raised to 20 units it costs a profit of ₹ 4. Variable cost per unit will be -
A) ₹ 9 per unit B) ₹ 4.5 per unit C) ₹ 5 per unit
D) ₹ 6 per unit

Salon 12,0000

(15 × 8,000)

—

plus ratio = $\frac{\Delta \text{ Profit}}{\Delta \text{ in Sales}}$

C) Variable cost
Contribution

(—), Fixed cost

Loss (₹ 5 × 8,000) ₹ 10,000

30,000 - 120,000

80,000 + 40,000

1,80,000

Salon 3,00,000 (100%).

1,00,000
—
2,00,000

1,20,000 × 10 = 60,000

(→) v/c
cost
66.67%

Q) Which of the following is a sub-variance of labour efficiency variance?

- A) Idle time variance B) Labour mix variance.

- C) Labour yield variance D) All of the above.

→ Labour yield variance D) All of the above.

10) An investment centre is a responsibility centre

where the manager has control over -

- ⇒ costs
- ⇒ cost and profits
- ⇒ controllable & product quality
- ⇒ non-controllable and assets.

11) According to H.A. Simon, if a firm fails to achieve its target initially, it results in -

- ⇒ Search behaviour
- B) Sense of helplessness
- ⇒ Appropriate revision of aspiration level.

⇒ Sacking of its managerial team.

12) When the demand curve is relatively highly elastic, the marginal revenue is -

- A) Zero
- B) Unity
- C) Superior to negative.

13) In which one of the following market situations the practice of Price rigidity is found?

- A) Perfectly competitive market.
- B) Monopolistic competitive market.
- C) Oligopoly market.

D) Discontinuing monopoly market.

14) During short-run, the optimum level of output corresponds to that level of output where -

- A) NC is the minimum.
- B) ANC is the minimum.
- C) AC is the minimum.
- D) AFC stops declining.

15) The opportunity cost in a firm which

denotes -

- A) A bargain price for a factor of production.
- B) Production cost related at the optimum level of production.

⇒ Avg. variable cost.

⇒ The loss of the reward in the next best use of that resource.

16) Find the relevant value for the following.

Actual	Expected	Observed
X	50	52
Y	40	48

choose the correct answer from the following

Options -

$$\frac{(O-E)^2}{E} \quad X = \frac{(52-50)^2}{50} \quad X = \frac{(50-52)^2}{50}$$

$$X = \frac{(81)^2}{60} \quad \frac{81}{60} \quad X = \frac{81}{60}$$

$$X = 1.06 \quad 1.06 \quad \frac{24}{5} \quad \frac{(52-50)^2}{50}$$

$$Y = \frac{(48-40)^2}{40} \quad \frac{8^2}{40} \quad \frac{16}{5}$$

$$\frac{(52-60)^2}{60}$$

$$1.06 + 1.6 \quad \frac{106}{160} \quad \frac{266}{160}$$

Solution

Q-6

- H) A time series in a set of data collected at -
as random intervals B) Regular intervals
or convenient intervals D) All of the above.

- I) Given the following data calculate the regression coefficient of X on Y . Pearson's Correlation coefficient = +0.8. Regression Co-efficient of Y on X = 0.8. Choose the correct answer from the following -

$$\Rightarrow 0.32 \quad B) 0.44 \quad C) 0.80 \quad D) 0.82$$

$$r_{xy} = \frac{\sum xy}{\sqrt{n-1} \cdot \sqrt{n-1}}$$

- I) Which kind of test from the following options is the right test to use when the hypothesis for testing are stated as -
 H_0 : Population mean is equal to the sample mean.

H_1 : Population mean is not equal to the sample mean.

\Rightarrow A) One-tailed test B) Two-tailed test

\hookrightarrow tailors one tailed or two tailed test
 \Rightarrow NOTA.

- Q) The steps in data processing are given below. Choose the correct sequence of steps in data processing from the following options.

- Data capture
- Data Validation
- Data Storage
- Data manipulation
- Report generation.

Q) Which of the following steps are essential in the Recruitment Process?

1. Hiring the right kind of people.
2. Firing the non-performing employees.
3. Developing skills of the employees through training.
4. Collective bargaining -
5. Maintaining the employees by creating favourable conditions of work.

Codes:
A) 1,3 and 5 B) 1,2 and 3 C) 3,4 and 5 D) 2,3 and 4

Q) F.W. Taylor -

1. Viewed man as an adjunct of man.
2. Completely neglected the psychological aspects.
3. Emphasized only a limited number of Psychological Variables.
4. Under-estimated the meaning of human motivation -

Codes:

A) 1,2 and 3 B) 3,2 and 4 C) 1,2,3 and 4 D) 1,2,4

Q) The authoritarian leadership style goes with -
A) Theory X B) Theory Y C) Theory Z D) None of these.

Theory Z of Ouchi in Dr. William Ouchi's No called "Japanese way" style popularized during the Asian economic boom of the 1980.

Theory Z focused on increasing employee loyalty to the company by providing a job for life with a strong focus on the well-being of the employee, both on and off the job.

PB
P
P
P
SF
BS

PL

» Sales promotion

a) Advertising b) Personal selling → public relations

→ products life cycle

When a product is in the decline stage,

b) Product promotional deal is most cost effective

c) Post-product evolution.

↳ purchase

d) Purchase decision.

e) Evaluation of alternatives.

f) Information search

↳ problem recognition or alternatives of food

↳ consumer buying decision process.

g) Purchase

↳ purchase decision

h) Information search

i) Evaluation of alternatives

↳ decision process is -

j) The third stage in the consumer buying

model is

also known as model

Undifferentiated market → SBU-Central Strategy

Differentiated market → Sales Strategy

Concentrated market → Central Strategy

» Undifferentiated marketing.
↳ Homogeneous market

b) Differentiated marketing.
a) Concentrated marketing.

» A company plans to create the largest possible total sales volume. It should use

a-a b-1 c-h d-3

method of work

» To attain maximum productivity H. Shop discipline

» To check absorption of workers 3. Instruction card

controlled in time

a. Inspection

b. Speed boxes

L-4-E

"Developed beginning in small groups:

Undermin a model. 1965 article.

idea.

Bronfenbrenner held a group discussion to produce

Farming ← Shearing ← Weaving ← Pottery

5. wariness

1. Farming 2. Shearing 3. Circular H. Nursing

from the family -

» Sales to the firm stages of plant development

(iii) Manufacturers of Convenience goods typically

- = Sale - distribution (Wide)
- ii Exclusive
- iii Selective.

30) List - 2

- a) Product Report Service 1) Information technology as 2000
- b) Interviewer bias 2) Information search
- c) On-line advertising 3) Marketing Research
- d) Personal sources 4) User's manual.

a - H b - 3 c - 1 d - 2

$$\text{Dividend Yield} = \frac{\text{Dividend per Share}}{\text{Price per Share}}$$

- (33) When the IRR of a project is more than the hurdle rate, the NPV would be ...
- a) Zero
 - b) Positive
 - c) Negative
 - d) Uncertain.

34) Statement - 2

- The presence of fixed operating costs in the operating cost structure of a firm regardless of the volume denotes the presence of financial leverage.

S - R

- Super leverage is the result of the multiplicative combination of the degree of operating leverage & financial leverage!

Statement II is correct

/

Super leverage is also known as combined leverage

Aggressive financing:
Short-term capital / funds are utilized to finance the permanent working capital.

35) List - 2

- a) Monthly wage basis 1) Annual wage basis.
- b) Daily wage basis 2) Contractual wage basis.
- c) Hourly wage basis 3) Marketing Research
- d) Non-hourly wage basis 4) User's manual.

Hansberg
Hansberg

- a) Affiliation needs 2) Physiological needs
- b) Security needs 3) Self-actualization needs
- c) Social needs 4) Psychological needs

- (36) The managerial function of staffing is most closely related to -
- a) Controlling
 - b) Leading
 - c) Marketing
 - d) Organizing

37) The 'Staffing function' does not include -

- a) Performance appraisal
- b) Placement
- c) Selection
- d) Span of control.

38) The job sharing demand include -

- a) Job rotation
- b) Planned progression
- c) Sensitivity training

- d) Temporary promotion.

Training designed to make people more aware of group dynamics and their own behavior, interpersonal skills, and role within a group. Based on the work of Kurt Lewin and Ronald Lippitt, it also forms a part of the 'human potential development' movement.

↳ Given the following are the important sources

of operating risk of the Balance Sheet

of a commercial bank -

1. Cash in hand 2. Bills discounted

3. Money at call and short notice w.r.t. loans & advances.

→ Investment

order of liquidity?

1, 3, 2, 5, 4

↳ Which one of the following is not a correct method of calculating Profitability ratio in banking sector?

A) Burden ratio = Non power expenses ratio + other establishment expenditure ratio - non int income ratio.

B) Profitability ratio = Spread ratio - Burden ratio.

C) Spread ratio = Net earned ratio + Net paid ratio.

D) Net earned ratio = Net earned \div Volume of N.

↳ Capital adequacy norm is expressed as a

↳ Capital adequacy norm is expressed as a

Percentage of -

A) Std assets \Rightarrow Risk-adjusted assets

\hookrightarrow Sub-standard assets \Rightarrow Investment).

CAR = $\frac{\text{Tier 1 capital} + \text{Tier 2 capital}}{\text{Risk weighted assets}}$

1. Direct experience

2. In-depth & cutting

3. Country identification

4. Preliminary screening

5. Final selection

↳ Tier 2 capital - Undischarged reserves + General loss reserves + Hybrid debt capital instruments and subordinated debts.

↳ The major sources of funds for TECA Ltd. (during the year 2011-12) are given below -

1. Reas 2. Borrowing in Rupee 3. Share capital

4. Borrowing in foreign currency

2, 1, 3 & 4

↳ The funds and debentures issued by SEC (during the year 2011-12) are converted by J. P. Morgan Chase Co. Ltd.

↳ RBI \Rightarrow IDBI or Central Govt Disstate Govt.

↳ Items given are related to international business

List - 2

A) 'Zero-sum' game 1. Factor proportion theory (FPT)

B) Labour capital relationship 2. Mercantilism theory (MT)

C) Relative effectiveness of the 3. Theory of 'Absolute' producing countries. \rightarrow advantage

D) 'Positive sum' game.

4. Theory of comparative advantage

A - 2 B - 1 C - 4 D - 3

↳ The following are the stages in international business entry process. Arrange them in sequence.

1. Direct experience

2. In-depth & cutting

3. Country identification

4. Preliminary screening

5. Final selection

Q8) Which of the following intellectual properties were covered under Uruguay round Agreement on TRIPS?

1. Copy Rights 2. Trade marks

3. Industrial designs 4. Undisclosed info including trade secrets.

1,2,3 & 4

Q9) Which of the following statements is true?

A) If the absolute purchasing power parity (PPP) holds good, then the relative PPP also holds good.

B) If the relative PPP holds good than the absolute PPP also holds good.

C) If the absolute PPP does not hold good, then the relative PPP also will not hold good.

D) If the absolute PPP holds good, then the relative PPP may or may not hold good.

Q10) A company is planning to enter a foreign market - which of the following entry strategies will give it the maximum control?

A) Direct export B) Direct investment
C) Franchising D) Licensing.

Q11) The opportunity cost approach in Human Resource Accounting was introduced by -

A) Helmman and Jones (Opportunity cost)

B) Rensis Likert (Replacement cost)

C) Eric C. Flambourz

D) William C. Pyle (Historical cost).

Replacement cost app. suggested by Renold Litter and developed by Eric C. Flambourz.

Q12) The GDR and DDR can be listed on -

A) Luxembourg Stock Exchange (LSE)
B) New York Stock Exchange (NYSE)

C) BSE II

D) Any of the overseas stock exchange.

Q13) List - 2

A) CRISIL ~~CARE~~ ~~CARE~~ ~~ICICI~~

B) CARE ~~CRISIL~~ ~~ICICI~~ ~~ICICI~~

C) CARE Credit Analysis and Research (1993)

D) Duff & Phelps credit rating of India Ltd.

E) Rating of India Ltd.

CRISIL (1982) Credit Rating Info. Services of India Ltd (SRI Co). ICICI

(1982)

CARE (1993)

CARE Credit Analysis and Research (1993)

ICRA (1993)

ICRA Investment Information and Credit Rating Agency of India Ltd. (1991)

A-2 B-4 C-1 D-3

Q14) Who is responsible for investigating cases referred to it and deciding whether a product violates its public interest?

A) Ministry of Public Interest (MPIF)

B) Director General of Taxation (DGT)

C) Secretary of State for Trade and Industry

D) Prime minister office

- a) A popular Windows accounting package providing general ledger, accounts receivable, inventory, accounts payable, inventory & sales analysis capabilities.
- b) A good entry level accounting package.
- c) Simplest, yet most powerful software to handle financial accounting, inventory, sales and purchase order, invoicing & more.
- d) A complete range of accounting software providing an integrated solution at the heart of small business.

M.Y.O.B [Mind Your Own Business], Australia

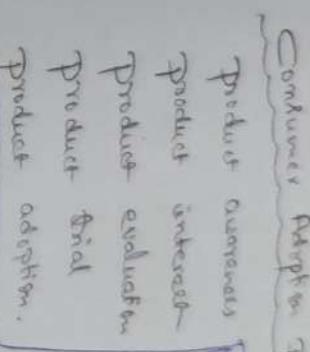
a - 2 b - 3 c - 4 d - 1

Q) In order to be useful, market ^{regulation} must have each of the following characteristics except -

- a) Acceptability ii) Adoptability c) Measurability
 b) Sustainability.

5) Mass Media has the maximum impact at which stage of consumer adoption process?

- a) Adoption ii) Awareness c) Evaluation d) Trial



- 5a) Pricing decisions are likely to be most responsive to -
 i) Emotional ii) Moral iii) Rational iv) Cognitive

- 5b) Industrial buyers are likely to be most responsive to -
 i) Emotional ii) Moral iii) Rational iv) Cognitive

- 6c) Indicate the true statement -
 i) Advertising in sales effect is easier to measure than its communication effect.

- 7) As a tool of promotion, public relations can be more more cost effective than advertising.
 i) A successful salesperson is one who can sell refrigerator to an Eskimo.
 ii) All of the above are true.

(iv) Who derived the theory of job characteristics?

Job kept certain related to high productivity -
not all job kept people were motivated
not all job kept people were dissatisfied
with low productivity and in 30% of the cases
there was no relationship between job

Productivity?

- a) Michael J. Tichius
- b) Richard E. Walton

- c) Frederick Herzberg
- d) Dora.

(v) Who developed the goal setting theory?
Motivation?

- a) Frederick Herzberg
- b) Edwin Locke
- c) Richard Hackman

- d) Dora.

(vi) Which of the following concepts involves setting objectives & company performance against those objectives?
Setting objectives & company performance against those objectives?

- a) Performance app
- b) Mont Rating
- c) MBO
- d) Forulation of objectives & policies.

(vii) The career development cycle includes -

- a) Introductory stage → Growth stage → Saturation stage → Decline stage.

b) Primary stage → Secondary stage → Stage of belt activation.

- c) Pioneering stage → Growth stage → Maturity stage → Decline stage
- d) Exploratory stage → Establishment stage → Maintenance stage → stage & decline.

(viii) It is a general condition or affiliation of individuals and groups which determines their willingness to cooperate -

a) Job satisfaction b) Motivation c) Job advancement d) Morale

(ix) Which of the following is not correctly describes the nature of the term option trading?

a) Forward contract entered into for buying or buying a call option.

b) Forward contract entered into for buying or selling at a future date.

c) Forward contract entered into for buying or selling over a period of time.

d) Forward contract entered into with writing a put option.

(x) 'Dual adaptation strategy' is the concept of international product decisions wherein -

a) Modification of products and packages to meet local requirements.

b) changing product and price to meet local requirements.

c) Modification of products and the marketing communication to suit the foreign market.

d) Dora.

Adaptation strategies

Warren J. Keegan (1995), distinguished five adaptation strategies:

1) Straight translation.

Same product is marketed by changing packaging & language.

a) Product modification.

Product will be altered to suit the country needs.

b) Communication adaptation

Message is same, but language differs to suit the country needs.

c) Dual adaptation.

Altering both product & communication.

d) Product innovation:

When products cannot be sold as they are, it will be changed.

68) The main principles of international trade

Specialization -

a) Cost - wrt to NAFTA \Rightarrow CEMEA \Rightarrow USA

(i) The most common trade barrier faced by a multinationals \Rightarrow tariff -

v) Embargo \Rightarrow Quota \Rightarrow Sabotax \Rightarrow Tariff.

Turbolingo

An official ban on trade (n) other commercial activity with a particular country.

Quota: A fixed quantity for a particular product which under official control can be produced & exported or imported.

Tariff:

A tax (or duty) to be paid on a particular class of imports or exports.

ex) Exchange Rate System uses the Carter Trade subsidies to sustain the exchange rate fluctuations in general v-

a) Free float b) Clean float c) Managed float

d) Fixed rate system.

Clean float:

It's a pure exchange rate, a clean float occurs when the value of a currency, the exchange rate, is determined purely by supply and demand.

Managed float:

In the current international financial environment in which exchange rates fluctuate from day to day, but central banks attempt to influence their countries' exchange rates by buying & selling currencies. It is also known as dirty float.

- ↳ Boarding schools & Boarding area
- a) Newspaper industry & service provided under control of press association
 - b) the common practice in 1986
 - c) which of the following are share of state & central govt.
 - d) the \Rightarrow GATT & World Bank.
 - e) Debt burden per capita -

- ↳ Monarchs & Colonialism have come to an end
- a) Colonialism & Global warming effect
 - b) Globalisation & Unemployment reduction
 - c) Capitalist formation - Environmental protection
 - d) Capitalist formation & Environmental protection -
 - e) High price potatoe & 1992 -

A-3 b-4 c-1 d-4

- ↳ increase in employment
- a) Public sector undertaken &
 - b) Regulation Ad. (1951)
 - c) The Industries (Development & Regulation) Act, 1951
 - d) (NIE)
 - e) Postpaid Internet Fund & Eligible for Yojana
 - f) Computer services business
 - g) of Nodding Headphones
 - h) Industrial licensing policy

A) NIEA & ITI \Rightarrow new

1. why is it first place and second is

Industrial - 1994

↳ Free list

The first foot of a ce. in the portion of
shows that can be public period. In
order to be listed in certain field elections
can have to satisfy particular for fair
selections ad down by the exchange.

A country's exchange rate pegged under which
the Govt. a central bank has the offical exchange
rate to another country's currency. (or the par-

of gold).

This exchange rate

⑤ What of the following is true regarding the Production Principle & Results?

- taking care of the future sever ✓
- taking care of the future profit.
- taking care of bad debt.
- taking care of inventory & dep.

It leads to creation of repeat revenue.

- Which of the following is a non-operating expense?
 - Salary of Managing Director.
 - Depreciation.
 - Advertisement expenditure.
 - Rent on loan.

→ ~~Profit~~

- If there is mutual indebtedness between the transferee co. and the transferee co. in business combination, which of the following is correct?

A) No adjustment is required in the books of

the transferor co.

- Adjustment is required in the books of transferor co.
- No adjustment is required in the books of the transferee co.
- NDTA

10) Improvement of profit-volume ratio can be done by -

- Increasing selling price.
- Altering sales mixture.
- Reducing Variable cost.
- All of the above.

11) Business Economics is a subject which -

- Studies economic relationship.
- Studies economic activity at the aggregate level.
- Deals with the tools of economics and used for decision making in business.
- Studies optimum allocation of limited resources

12) List 2

- Cross elasticity is zero. 1. Price = AVC
- Shut-down point 2. Two commodities are independent
- Slanty theorem 3. Transformative line
- Production Possibility curve 4. Substitution effect.

a-a b-1 c-4 d-3

Shutdown Point is the combination of output & price where a firm earns just enough revenue to recover its total variable cost.

Eugen Slutsky 'Slutsky theorem'

R (A) The demand curve has negative slope showing inverse relationship b/w price and the quantity demanded.

(R) This applies only to Other goods.

A is true but R is false.

14) The consumer is said to be in equilibrium when he plans his expenditure on X & Y in such a way that he maximizes

attains.

$$\frac{MU_x}{P_x} = \frac{MU_y}{P_y} = \frac{MU_z}{P_z} = \dots = \frac{MU_n}{P_n}$$

Solution

$$\frac{MU_x}{P_x} = \frac{MU_y}{P_y} = \frac{MU_z}{P_z} = \dots = \frac{MU_n}{P_n}$$

15) List - 2

- a) Monopoly.
- b) Homogeneous products
- c) Perfect competition. \Rightarrow Heterogeneous products
- d) Oligopoly.

$$a=2 \quad b=3 \quad c=1 \quad d=4$$

16) List - 2

- a) Fisher
- b) Thomas Bayes \Rightarrow Inverse probability
- c) Karl Pearson \Rightarrow Karl Normal distribution
- d) Thomas Bayes \Rightarrow Correlation coefficient
- e) Karl Gauss. \Rightarrow Index Number.

$$a=4 \quad b=3 \quad c=1 \quad d=2$$

17) The law of statistics, which says "necessarily large no. of items chosen at random from a large group possess the characteristics of the large group" is referred to as -

a) The central limit theorem.

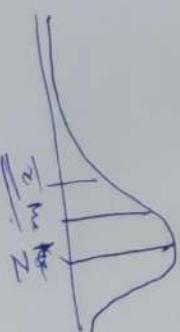
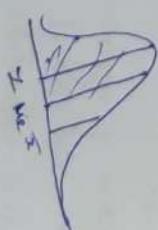
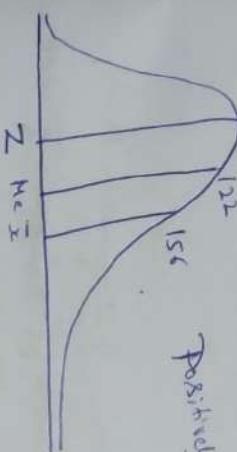
b) The law of statistical regularity or the law of inertia of large no.

c) DOTA.

18) A distribution, where the value of arithmetic mean is maximum as compared to median and mode i.e -

- \Rightarrow Normal distribution
- \Rightarrow Positively skewed distribution
- \Rightarrow Negatively skewed distribution
- d) DOTA.

15c) Positively skewed.



1) The most appropriate ~~out~~ to be used to calculate the avg. rate of growth in population but a weak market share will affect it.

a) Arithmetic mean b) Median c) Geometric mean

d) Harmonic mean.

Ex - write up expectation of people in house is now less than usual norm. - can statement as an example.

a) Descriptive hypothesis b) causal hypothesis

c) correlational hypothesis d) NOTA.

Causal hypothesis (Variable can be manipulated/controlled) -

It explains the relationship b/w two variables. (How one variable will affect the other).

Causal hypothesis:

It identifies the relationship

Ex-
Link 2

a) Interpersonal communication b) Information sharing

b) Element of a communication i) Development of 'will' over

cost to voice.

c) objective of organizational communication i) thinking

d) Goals of organizational communication. i) Purpose.

Corporations to analyze their business units.

a - 3 b - 4 c - 2 d - 1.

		Growth rate	
		High	Low
Market share	High	Star	Dog
	Low	Dog	Star

		Growth rate
		High
Market share	High	Star
	Low	Star

Cash cow: High market share but low growth rate.

Star: High market share, high growth rate.

Dog: High growth rate, but low market share.

Bronze: Low growth rate, and low market share.

Created in 1970 by Bruce D. Henderson, to help

corporations to analyze their business units.

2) According to GE, Business units can be classified into four categories based on market share and growth rate. Star, Cash cow, Question mark, and Dog.

Q3) No ideas are ever optimized? and the more radical the ideas are the better? -
are the rules of which decision making process?

- a) Programmed decision-making.
- b) Non-programmed decision making.
- c) Braintstorming. ✓
- d) Group discussion.

Q4) According to McClelland's Needs theory,
which of the following is not a motivator
needed?

- a) Need for power b) Need for security.
- c) Need for achievement d) Need for affiliation.

Q5) In the managerial grid, developed by Blake & Mouton, a manager who has high consideration for producer, but little concern for people is known as -

- a) 1-1 Management b) 1-9 Management.
- c) 9-1 Management d) 5-5 Management.

1964

Q6) Which of the following is not the major component of holistic marketing?

- a) Relationship marketing.
- b) Integrated marketing.
- c) Customer satisfaction.
- d) Socially-responsible marketing.

Q7) Which of the following statement is true?

form part of the marketing environment?

- a) The Drugs and Cosmetics Act, 1940
- b) The Prevention of Food and Adulteration Act, 1954.
- c) The MRP Act, 1969.
- d) Both B & C.

Q8) The set of all actual and potential buyers of a product is known as -

- a) Customer group
- b) Market

or

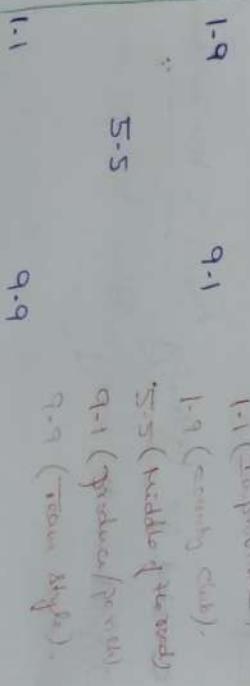
b) NOTA

Q9) In the model of consumer behaviour, given by Philip Kotler what constitutes the marketing environment?

- a) Marketing Environment b) Four P's of marketing

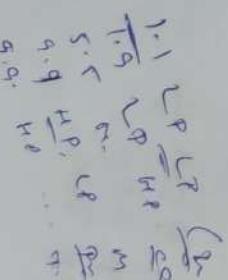
→ Consumer needs & wants d) NOTA

Low

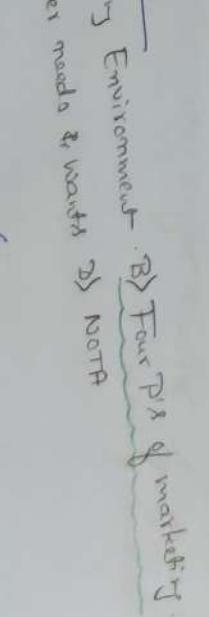


Concentration of production.

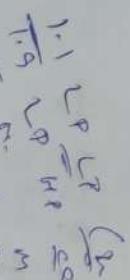
High



Low

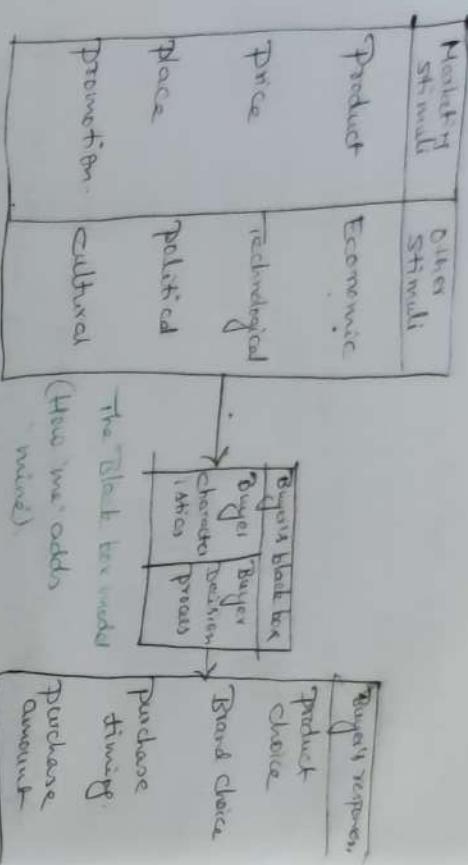


Low



Low

Model of Buyer Behaviour



- ⇒ the form that exists for buyers and ~~sellers~~ influence on consumer behavior -
- a) culture b) Sub-culture c) Social class
- d) Income.
- ⇒ what one of the financing is used on the assumptions of the W.M. approach.
- a) Perfect capital market
- b) Equivalent risk classes
- c) Unity for dividend payout ratio
- d) Absence of taxes.
- ⇒ the most suitable coverage ratio for deciding
 - a) debt capacity of a firm -
 - b) ~~debt coverage ratio~~ → cash flow coverage ratio.
 - c) ~~debt service coverage ratio~~
 - d) Fixed assets coverage Ratio -

$$\text{Cash Flow Coverage Ratio} = \frac{\text{Annual cash flow before tax}}{\text{Interest + Sinks for I app}} \times \frac{1}{1 - \text{Tax rate}}$$

- a) Which one of the following is not true?
 - b) Which one of the following is not true?
- b) ~~Primes method for finding the tax~~
- c) CAPM d) Dividend yield model
- d) Gordon's dividend discount model.

- a) Investment policy of a firm.
- b) Capital structure of the firm.
- c) Dividend policy followed
- d) Market risk premium for the firm.

- a) More cash needed for
 - b) Capital structure of a firm -
- b) Ratio analysis d) cash flow analysis
- c) Comparative analysis d) Leverage analysis.
- d) Who provided the funds
- a) William Ouchi b) Peter F. Drucker
- b) Joseph H. Juran c) Douglas McGregor

30

Another name for Matrix organization is -

- A) Flexible organization B) Geographic organization
 C) Project organization D) None.

Matrix org

An org structure that facilitates the horizontal flow of skills and information.

It is used mainly in the case of large projects or product development processes, allowing employees from diff functional disciplines for assignment to a team without removing them from their respective positions.

Flexible org

Flexible as per customer needs.

Geographic org

The org which have branches in all locations.

31 Which of the following are methods of on-the job training?

1. Coaching 2. Vestibule training
3. Demonstration 4. Role-playing
5. Apprenticeship training.

Select the right answer from the following.

- A) 1,2,3 & 4 B) 1,3,5 C) 2,3,4
 D) 1,2,3,4,5.

32) The idea that a manager tends to be promoted to the limit of his incompetence is referred to as -

- A) The advancement principle
 B) The Parkinson's law
 C) The Peter principle.
 D) The job design principle

The advancement Principle

A presumption in trust, contract and family law which suggests that property transferred from a parent to a child, or spouse to spouse, is a gift and would defeat any presumption of a resulting trust.

The Parkinson's Law

The notion that work expands so as to fill the time available for its completion.

Peter Principle

The principle that members of a hierarchy are promoted until they reach the level at which they are no longer competent.

40) (A) The emphasis in industrial psychology has shifted from the studies of the isolated individual and the physical environment to the consideration of motivation & morale.

- R) A motivated employee with a high morale will always give high productivity

A is correct and R is incorrect.

11) List - 2

- a) Letter of reference - \rightarrow Advancing loans.
b) Sale of gold coins. \rightarrow Receiving deposits.
c) Recurring A/c. \rightarrow Non-banking function.
d) overdraft. \rightarrow Agency function.

a - 4 b - 3 c - 2 d - 1

12) List - 2

- a) Bonds of Land development \rightarrow semi-Govt securities
banks.
b) Treasury bills.
 \rightarrow Shares of Public Ltd Co. \rightarrow personal securities.
 \rightarrow Agency function.

Codes 1, 2 and 3.

13) List - 2

- 14) Which of the following are included under representation functions of a bank?
- (a) Payments of cheques & bills.
 - b) Providing remittance facilities.
 - c) Underwriting of securities.
 - d) Advancing loan credit.
 - e) Allowing overdraft on current A/c.
 - f) Purchase & sale of securities.
- Codes
- a) 1, 2, 3, 4 b) 3, 4, 5, 6
c) 1, 2, 3, 6 d) 2, 3, 5, 6

14) List - 2

- 15) RBI controls the activities of some of the following banks in India -
1. Commercial banks 2. Co-operative banks.
3. Foreign Banks 4. Rural banks.
1, 2, 3 and 4.

15) List - 2

- 16) List - 2
- a) Comparative cost theory \rightarrow Giffen-Haberler -
of international trade
b) International Trade \rightarrow J.S. Mill -
theory of opportunity cost
 \rightarrow Factors Endowment theory - David Ricardo
 \rightarrow Factor Endowment theory - H. Heckscher - Ohlin -
c) Doctrine of reciprocal demand.
- a - 3 b - 21 c - 4 d - 2

December-2013 (Paper-III).

Q1 Identify the two from the following which is not a type of disequilibrium in the balance of payments of a country.

- A) Cyclic disequilibrium B) Sectoral disequilibrium.
 → Structural disequilibrium C) Second disequilibrium.

Type

- Cyclic a) Seasonal/ Long-term

- b) Structural C) Fundamentals (used by IMF).

- (Q2) The participant would take advantage of all exchange rates in all market are -.

- a) Speculator b) Arbitrageur
 c) Hedger d) Investors.

- (Q3) The liability of the option buyer is limited & in the currency option market.

- (R) Option buyer need not exercise the option if the exchange rate is not favourable to him.

A & R are correct.

A balance b/w

- so) AMM that maintains a best market oriented the home market

Takes it -

- a) Multinational firm b) Polycentric firm.

- c) Geocentric firm d) Matrix

- b) A SO with offices in multiple nations that operates to achieve global objectives as well as local objectives

1. The present regime of subsidies can be improved by focusing on:

1. Reducing the overall scale of subsidies
 2. Making subsidies as transparent as possible
 3. Giving a specific and to the member of parliament for subsidies.

4. Setting clear limits on duration of any new subsidy scheme.

5. Eliminating system of periodic review of subsidies
 6. Using subsidies for well-defined economic objectives.

Codes:

- a) 1,2,3,4 b) 2,3,4,5 c) 1,3,4,6 d) 1,2,4,6.

- Q. Which of the following is not regulated by the competition Act, 2002?

- a) Abuse of dominant position
 b) Anti-competitive agreements
 c) Predatory pricing.

3. The freedom of private enterprise is the greatest in the free world economy. It is characterized by means of the following conditions?

1. The form of production (labour, land, capital) are privately owned and production occurs at the initiative of the profit enterprise.

Q. Income is said in monetary form by the

role of services of the factors of production
and from the profit of the PVT enterprise.

3. Member of the free market economy have
freedom of choice in so far as consumption,

occupation, savings and investments are concerned.

4. The free market economy is not planned,

controlled or regulated by the Govt.

5. The free market economy is prone to
congestion practices.

Codes:

A) 1, 2 and 3 B) 1, 2, 3, 4, 5 C) 1, 2, 3, 4, 5

D) 2, 3, 4, 5

Q. The imp. responsibilities of a business ↗

to consumers are -

X To ensure family welfare of the customers,
B. To understand customer needs and to take
the necessary measures to rightly meet needs.

X To ensure health condition of the customers.
X To ensure that the product supplied has

no adverse effect on the customer.

5. To provide an opportunity for being heard
and to reduce genuine grievances

Codes:

A) 1, 2, 3, 4, 5 B) 1, 2, 3 and 4

C) 2, 3 and 5 D) 3, 4, 5

Q. The nature of expanding role of the public
sector stems mainly from which of the
following factors?

1. The failure of the PVT sectors in certain
crucial areas.

2. The exploitation of the society by the PVT
sector.

3. The revenue need of the Central Govt. ~~X~~

4. The demand of economic justice.

5. The need for accelerating the pace of economic
growth.

Codes

A) 1, 2, 3, 4 B) 2, 3, 4, 5 C) 1, 3, 4, 5

D) 1, 2, 4, 5.

Q. Which of the following factors may lead to
a sick industrial unit?

BIFR (Board for Industrial & Financial
Reconstruction)

Sick Industrial Disposition Act, 1985

1. Shortage of funds and faculty financial
wif.

2. Investment by the FII in Indian
Industries.

3. Unauthorised FDII in Indian industries.

4. Lack of experience on the part of promoters.

5. Technological failure including obsolete or
improper technology.

Codes:

A) 1, 2, 3, 4, 5 B) 2, 3, 4, 5

C) 2, 3 and 5 D) 1, 2, 4, 5

4) Indicate which of the following are correct

of
Commission
Provision
Act 1956?

- a) No complaint can be entertained in respect
of a product purchased more than a year
back.

b) A complaint against medical negligence
can be filed by legal heir/ representative
of the deceased.

c) A complaint involving a claim in lacs
is to be filed before the State Commission.

d) Both A & C.

Ans - None - Revenue Act

e) If a bonus given are struck out of
the acquisition profit it will have a.

a) Direct effect on the consolidated B/S.

b) No effect on consolidated B/S. ✓

c) No effect on Net Profit.

d) None

e) The present value of the future contribution
of employees is one of the methods of...

A) HR Accounting B) Inflation Adjustment

C) Responsibility B/S.

D) Social Accounting

Economic Value Technique.

Brunner, Flamholz & Rife.

A & R are correct

- (a) In India what is to be followed under the
various forms of audit - when is called?
a) Auditable Standard b) Basic Standard,
c) Current Audit d) Ideal Standard.

(b) Which of the following ratios are taken into
consideration by a bank before sanctioning
the loan?

- a) Proprietary Ratio b) Stock-Turnover Ratio,
c) Debt-Equity Ratio d) All of the above.

Q2 - Liaison

Liaison

a) Zero-Base budgeting. b) Internal reconnection.

b) Cashflow/Capital reserve. c) EPS

c) Reduction of capital. d) Control of expenditure.

d) Banc'd & Diluted. e) B/L combination

a - 3 b - 4 c - 1 d - 2

By (A) Dividend Paid-out of pre-acquisition profit

by the subsidiary Co. to the holding Co. is
deducted from the cost of investment.

(B) Dividend Paid-out pre-acquisition profit
by the subsidiary Co. should be treated as
a return of capital to the holding Co.

A & R are correct

14(A) Increasing the value of closing inventory increases profit.

- (R) Increasing the value of closing inventory reduces cost of Goods Sold.

A and R both are correct.

→ List - 2

- a) Multiple plants → $MRP_T = MC = MRP_A = MRP_B$
b) Contra-flux pricing ⇒ $MRT = MC = MRP_1 = MRP_2$
c) Multiple markets ⇒ $MR = MCT = MCA = MCB$
d) Multiple Products ⇒ $P = (\Delta + \alpha) ATC$

a-3 b-4 c-2 d-1

15) A measure of responsiveness of the quantity demanded to changes in the price of related good is known as-

- a) Cross elasticity of demand
b) Substitution of elasticity of demand.
c) Complementary elasticity of demand.
d) Price elasticity of the demand.

16) If the cost is ₹ 260, the total variable cost ₹ 60, what will be the total fixed cost if output is A, 100 units, B, 200 units.

- a) ₹ 200 & ₹ 300
b) ₹ 100 & ₹ 100
c) ₹ 260 & ₹ 100
d) ₹ 160 & ₹ 10.

→ List - 2

- a) Marginal cost is tangent to Iso quant.
b) MRTS b/w inputs is equal.
c) Any movement from optimum point will lead to low level of output.

d) All the above conditions are fulfilled.

- 18) Optimal input combination to minimize the cost for a given output will be at the point where
a) Iso cost is tangent to Iso quant.
b) MRTS b/w inputs is equal.
c) Any movement from optimum point will lead to low level of output.
d) All the above conditions are fulfilled.

19) What kind of actions can be taken to put the goods at the disadvantageous position under oligopoly market?
a) Commitment. b) Threats c) Promises.

d) All of the above.

20) There is no exception to the law of demand in the case of -
a) Griffin goods b) Normal goods c) Articles of conspicuous goods consumption
d) Ignorance of the buyer.

21) What is the degree of elasticity of demand in case in demand is represented by a straight line parallel to the x-axis.

- a) E > 1 b) E = 0 c) E = ∞ d) E < 1

- 22) (A) If regression coefficient of x on y is greater than 1, regression coefficient of y on x must be less than 1
(B) The geometric mean b/w two regression coefficients is the co-efficient of correlation
A & B are correct.

Q3) If a chi-square test is to be performed on a contingency table with three rows and four columns, how many degrees of freedom should be used -

$$A) 6 \quad B) 12 \rightarrow 8 \quad C) 9.$$

Sol) If the sum of squares of deviations within samples is 100 with 12 degrees of freedom then the sum of squares of deviations of samples is 190 with 24 degrees of freedom. The test statistic will be -

$$A) 81.4 \quad B) 12.28 \rightarrow 8.14 \quad D) 1.22$$

Q5) The regression equation of profits (y) on sales (x) of a firm is given as $3y = 5x + 100$ = 0, if the sales of the firm is 100,000, the profit will be

$$A) 23.3 \rightarrow B) 26.4 \rightarrow 26.4 \rightarrow 21.3 \rightarrow$$

$$3y - 5x + 100 = 0$$

$$(3 \times 40000) - 5x + 100 = 0$$

$$120000 - 5x + 100 = 0$$

$$119000 = 5x$$

$$x = \frac{119000}{5}$$

$$x = 23800$$

Ans) Among the following choose the most suitable 'test' that can be applied to examine the influence of one factor on diff. group -

D) 't-test' & 'F-test' \rightarrow 'chi-square' test

or NOT.

Q8) A machine produced 20 defective articles in a batch of 100. After investigating, it produced 10% defectives in a batch of 300. Which test of hypothesis can be applied to the above situation to examine whether the machine has improved?

A) Test of significance of a sample proportion (two-tail test).

Q9) Consider A scores on an average 100 runs with a σ of 5. Scores of players B and C are 75 and 90 with $\sigma = 10$ respectively. Arrange the players in descending order of consistency.

$$C-V = \frac{\sigma}{\bar{x}} \quad A = \frac{\sum f_i x_i}{\sum f_i} \quad \frac{\sum f_i x_i}{\sum f_i} = \frac{1.25}{12.50} \quad 1.25$$

$$B = \frac{10}{10} \times 100 \rightarrow 100 \quad 13.33 \%$$

$$C = \frac{10}{90} \times 100 = \frac{20}{9} \%$$

~~B A C~~

$$12.50\%, \quad 13.33\%, \quad 20\%.$$

A, B, C

Ans) Among the following choose the most suitable 'test' that can be applied to examine the influence of one factor on diff. group -

D) 't-test' & 'F-test' \rightarrow 'chi-square' test

3) Test of significance of a sample proportion.

(One-tail test).

→ Test of significance of difference b/w two sample Proportions (two-tail test).

4) Test of significance of difference b/w two sample proportion (two-tail test). ✓

Q2) Strategies and Position -

A) Are not closely related

→ Give direction. ✓

→ Are the framework for performance appraisal

→ Both (A) & (B)

~~Value~~ According to Vroom's expectancy theory of motivation?

B) Force = Valence divided by expectancy.

C) Force = Valence \times expectancy.

D) Force = Valence divided by motivation.

→ Force = Valence \times expectancy.

→ Force = Valence divided by motivation.

→ Force = Valence divided by motivation.

The three component

1. Expectancy: Effort \rightarrow Performance

2. Instrumentality: Performance \rightarrow outcome.

3. Valence: $V(R)$

Motivational force = Expectancy \times Instrumentality \times Valence.

3) In a managerial grid the manager who

have little or no concern for production but are concerned only for people are known as ~~task type of manager~~.

A) 1-1 (L) B) 5-5 (M) C) 9-1 (H) D) 1-9 (S)

3) According to the Boston Consulting Group, a business which has a strong market share in a slow growth industry is referred to as -

- a) Dog b) Cash Cow c) Star d) Question mark

		High	Low
High	Star	Dog	
Low	Cat	Cash Cow	

	High	Low
High	S	C
Low	G	D

3) Which of the following are major principles of leading.

- a) Principle of motivation b) Principle of continuous development

c) Principle of hierarchy of objectives

d) Principle of open competition.

e) Principle of communication clearly.

- A) 1,2,3,4 B) 1,2,3,4,5 C) 1,2,4,5 D) 1,3,5

34) The following are the steps of management

Control process.

1. Taking corrective actions from standards.
2. Establishing standards.
3. Measuring actual performance.
4. Comparing performance against standards.

Q, 3, 4, 1

35) Consider the following:

1. Planning is today's action for tomorrow's decision.
2. Planning is forward looking while controlling is looking back.
3. Motivation is about getting voluntary willingness of subordinates for action.
4. Line & staff organisation is the oldest form of organisation.

Select the correct statements.

Code

A) 2, 3, 3 ✓ B) 1, 2, 4 C) 1, 3 & 4 D) All are correct

36) Which is not one of the stages in the consumer buying process?

- A) Purchase decision.
- B) Post-purchase behaviour
→ Problem recognition.
- C) Cultural factors.

37) At which stage of product life cycle are the pricing decisions most complex?

A) Decline B) Growth → Introduction & Maturity.

38) Which one is not an element of market segmentation?

- 1) Inventory & order-processing & warehousing.
- 2) Supply chain info.

39) Under which legislation, the manufacturers and distributors are required to display NPF on packaged commodities?

- A) The Bureau of Indian Standards Act 1986.
- B) The Consumer Protection Act, 1986.
- C) The SI of weights & measures Act 1976.
- D) The existing Commodities Act, 1955.

40) In modern marketing, which of the following functions of a distributor is/will be given maximum importance?

Communication.

- A) Making promotional communication.
- B) Price negotiations.
- C) Keeping adequate inventory.
- D) Gathering market info.

41) Which method of setting the advertisement budget of a company is considered to be the most scientific?

- A) All-you-can afford method.
- B) Percentage of sales method.
- C) Competitive parity method.
- D) Objectives & tasks method.

Adaptive Control method.

Advertising expense budgeting. method that employs market research & sales volume & profitability levels, and adjust the budget according.

All-you-can afford method
Spending on advertisements based on the capacity of a firm.

Competitive parity method.

This method is based on what a brand's or firm's competitors are estimated to be spending.

Percentage of sales method

Fixed % of expense based on the anticipated revenue/sales.

Objectives & tasks method

— this method based on:
1) Results to be achieved.
2) Strategies & tactics required
3) Results.
4) costs associated with those strategies & tactics.

Line-1

Line-2

HS) Which one of the following does not constitute a stand alone risk analysis?

- ① Break-even analysis.
- ② Scenario analysis.
- ③ Corporate risk analysis.

Scenario analysis

It is a process of analyzing possible future events by considering alternative possible outcomes.

AIDA: Attention Interest Desire Action

$$\boxed{S, A, I, D \rightarrow a - 2 \ b - 4 \ c - 1 \ d - 3}$$

HS) Improbability of the firm to meet its obligations results in financial distress which may lead to bankruptcy resulting into the following -

1. Decrease sales of assets at lower price.
2. Legal and administrative costs for bankruptcy.
3. Decline of stakeholders' commitment to the firm.
4. Stretching of payments to suppliers and creditors.

The direct costs of such financial distress may be -

$$a) 141 \ b) 243 \ c) 142 \ d) 344$$

Ans. Most likely exclusive projects can be more accurately ranked as per -

IRR

a) Internal rate of return method.

NPV

c) Modified IRR

d) Accounting or Avg. Rate of Return.

Goals

Line-2

Line-3

- 1. Consumer behaviour

- 2. Marketing communication
- 3. Consumer buying decision
- 4. Howard & Sheth model.
- 5. Process
- 6. Advertising objectives
- 7. Advertising expenses

Sensitivity analysis

A technique used to determine how changes in values of an independent variable will impact a particular dependent variable.

or change in interest rate on bond price.

Q) Financial leverage in a firm is positively affected by -

- Intensifying tangible assets.
- operating leverage.

→ Profitability

2) Tax rate.

Q) The IRR of a project is the discount rate which reduces its NPV into zero.

- A project is worth accepting if the IRR exceeds the cost of capital.

Both A & R are correct.

Q) A co. should pay minimum dividend to its shareholders & then capital gains.

- Dividends are heavily taxed & then capital gains.

Both A & R are incorrect.

Q) Dividend irrelevance hypothesis is implied in the traditional model & modern models.

- Gordon model
- MM model

Job Statement - R

Job evaluation is a technique of assessing the worth of each job in comparison with other throughout an organization.

Statement - R

Job evaluation & Job rating are one and the same for employer appraisal purposes.

Job List

- Job Rotation.
- Job design.
- Job evaluation
- Job enrichment.

List - R

- Induces conscious efforts to organize tasks, duties and responsibilities into a unit of work to achieve certain objectives.
- Induces movements of employees from job to job.

- Seeks to improve both task efficiency & human satisfaction and more opportunity for individual growth.
- The formal process by which the relative worth of various jobs in the organization is determined for pay purpose.

- Developmental uses
- Administrative uses
- Ethical & moral uses
- Organizational objectives

53) (A) Merit rating of an employee is the process of evaluating the employees performance on the job in terms of the requirement of the job.

(R) Employees' merit rating is a technique for fast and systematic evaluation of an employee's capacities & abilities & performance on the specific job.

Both A & R are correct, but R is not the correct explanation of A

54) The major provisions for employees health & safety are contained in -

- The Industrial Dispute Act, 1947.
- The Factories Act, 1948.
- The Industrial Employment Standing Order, 1946.
- The Employees Compensation Act, 1923.

So Indicate your choice through the codes given below -

- A club in an industry under the Industrial Dispute Act, 1947.

Industrial Dispute Act, Factories Act,

2. Factory as defined under the Factories Act

1948 includes a mine.

3. For purpose of the payment of bonus by an employer the bonus points earned by

a both in the manner specified in Schedule - 2 of the Payment of Bonus Act, 1965.

54) Various Jalous laws do not apply to public sector undertakings.
Only 1 & 2 are correct others are not.

55) Look - II

List - II

- a) Abraham Maslow 1. Achievement Motivation Theory,
b) Herzberg 2. ERG Theory
c) Alderfer 3. Two Factor Theory
d) Maslow 4. Need Hierarchy Theory.

a-4 b-3 c-2 d-1

55) (A) The central bank of the country is responsible to maintain stability of the monetary standard which involve currency circulation.

(R) The central bank is the only authorized entity to do so.

R is correct but R is incorrect.

55) Identify the quantitative credit control methods among the following :

- Bank Rate
- Credit Rating
- Open market operation
- Variable reserve ratio
- Selective credit control
- Liquidity Ratio.

1, 3, 4 and 6.

55) The following activities are mainly related to which org.

- Micro finance & Rural finance
- Self help group
- Co-operative banks finance

A IFCI B NABARD.

(ii) PIN in Banking transaction is known as -

A) Postal Index No. B) Permanent Identifier No.

C) Personal Identification No.

D) Public Interlocking Number.

Q) RBI was nationalised on -

Jan 1 1949.

Q) When a banking ~~co~~ is placed under moratorium under Sec 45 of the Banking Regulation Act, 1949 the RBI must prepare a scheme of -

A) VRS for staff & capital buy-back.

B) Reconstruction of the ~~co~~ of amalgamation with any other bank.

C) ITO of the bank.

Q) ~~list - 2~~

or SWIFT

B) NEFT ~~1. 1947~~

C) BASEL 2 Accord. 4. 2004

a-3 b-1 c-4 d-2

shorter -

SWIFT (1973, HQ Belgium)

Society for worldwide Interbank Financial Telecommunications

NETT: (2004)

BASEL-II: → 1988.
BASEL-II → 2004

G) The main features of TRIPS are -

1. All restrictions on foreign capital are imposed.
2. No restriction is imposed on any area of investment.
3. Restrictions on repatriation of dividend is eliminated.
4. Imports of raw material is allowed freely.
5. No limit on the extent of foreign investment.

Q) 3445

Q) (A) TRIPS requires an understanding about the scope of the new patent regime.

(B) Patent protection will be extended to

micro organism, non-biological & micro-biological

process and plant varieties.

A and B are not related to each other.

Q) Possible impact of WTO on various aspects of the Indian economy

of the Indian economy

1. Quantitative restriction will be allowed.

2. Second hand cars will be imported.

3. There will be dumping & disease goods.

4. Increase in population.

5. Child labour exploitation.

6. Unemployment will increase.

which combination is appropriate -?

2.3 46

Q1 (A) Economic integration objectives exceed -

national economic dissatisfaction.

(B) Geographical proximity is an important reason for economic integration.

Are all are correct

Q2 List - 2

- a) Free Trade Area
 - b) Customs Union.
 - c) OEEC(1948)
 - d) Common market
- Ex. Marshall plan.

List - 2

1. MERCOSUR
2. European union.
3. EFTA

OEEC

organisation for European economic co-operation -

a - 3 b - 1 c - 4 d - 2

Q3 (A) A future contract specifies in advance

the exchange rate to be used, but it is not as flexible as a forward contract

(B) A futures contract is for specific currency

amount and a specific maturity date.

R is a correct explanation of (A)

For each of the following, which are the important objectives of TMT?

1. To promote exchange rate stability
 2. To create standby reserves
 3. To print international currency notes
 4. To establish a multilateral system of payment
 5. To maintain orderly exchange rate stability
 6. To create employment
- 1, 2, 4, 5.

Q4 Given that

Fair rent of a flat out house property is £ 45,000, its municipal value is £ 60,000. Std. rent is £ 20,000 and actual rent received is £ 63,000. What is GAV?

Actual rent

Solution

£ 45,000 ✓

Std. rent

£ 20,000

M.V.

£ 60,000

C.W.H.

£ 45,000

Expected Rent

£ 20,000

Std. Rent

£ 20,000

Actual Rent

£ 63,000

National Rent

£ 2,000

Or

Actual rent paid

£ 2,000

C.A.V.

£ 2,000

Actual rent paid

£ 2,000

To match the following

List - 2

- a) thus deposited to TPF

- b) Profits & Gains from undertaking engaged in an infrastructure development

- c) Contribution to National defence fund.

- d) Profits & Gains by an undertaking engaged in the development of

- e) S.O.C.

List - 2

1. ROTAB.

2. S.O.C.

3. 0-1

4. 0-1

5. 0-1

6. 0-1

(T) Which of the following deductions will not come under the Sec. 80 of IT Act?

(i) Deduction in the case of a person with disability.

(ii) Deduction of ~~not~~ paid on loan taken for training higher education.

(iii) Deduction for ~~not~~ on loan taken for the construction or purchase of house property.

(iv) Deduction for repayment of any amount borrowed by principal ~~and~~ borrowed for purchase/ construction of house property.

(T) Any amount received in excess of ₹ 50,000/- without consideration is fully taxable in the hands of -

(i) Individuals \Rightarrow Individuals & HUF
 \Rightarrow Individuals, HUF and Co.

(ii) All answers.

Ques Soln.

8,00,00

Sale
8,00,00

Q.C.

7,58,00

C)
8,00,00
- 20% I.P + 632
144
1,160
1,120 - 632

11600

(T) A purchased a land in the P.Y 1987-88 for ₹ 50,000. This land was held by him during the P.Y 2009-10 for ₹ 8,00,000. The fair market value of this land on 1st Jan 2010 is ₹ 1,20,000/- If the CII for the A.Y 2010-11 is 632 as capital gain for the A.Y 2010-11 is ₹ 60,000

Solution

Sale value

8,00,000

(i) Indexed cost of acquisition

₹ 58,400

$(\frac{120000}{50000} \times 632)$

1,16000

Capital Gain

₹ 1,16000

But value 50,000

₹ 1,16000

FMV $\frac{120000}{50000}$] = 1.4-

Q14 Paper-II June 2014

(A)

1. There is a lot of electricity in some of the states in India. This affects a problem in which type of business environment?
- Economic
 - Demographic
 - Political-Legal
 - Socio-cultural.

Q. List - 2

- a) Economic liberalisation. i) IT-enabled services.
 b) outsourcing. ii) SEZ
 c) corporate bonds iii) Macro economic stability
 d) Second generation reforms iv) Increased competition.
- a-iv
 - b-i
 - c-ii
 - d-iii

List - III

- BIS: Bureau of Indian Standards
 CERC: ISET, part Indian Std. Institutions.
 CERC: Consumer Education & Research centre
 CAP: Commission for Agricultural costs & prices
 Old name: Agricultural Price Commission.
 1985
 Jan 1965

PCT: Press Council of India

- 3) Which of the following is True?

- A consumer court judge under the consumer protection act, does not have the power to punish for its contempt. ✓
- Proposed review on outside the provisions of the CPA
- A consumer court cannot force a person, including in misleading advertising to offer his acquit.

(B)

4)

List - II

- BIS i) Print media.
- CERC ii) Minimum support price for Agricultural products
- CACP iii) Quality of manufactured products.
- PCI iv) Comparative Product Safety.

(C)

5)

List - II

- 5) Which one among the following is not the salient feature of Industrial Policy since 1991?
- Excessive expansion of the private sector.
 - Revising the role of Public Sector.
 - Limited exposure of Indian industry to foreign competition.
 - Priming of the list of items reserved for SEZ units.

6) NOTA

c) A partner in a firm is drawing ₹ 500 regularly on the 16th of every month. He will have to pay ~~int~~ at the given rate in a year on ₹ 6000 for the total period of

a) 5 months b) 6 months c) 7 months d) 12 months.

In the beginning (Regular out).

$$\text{Total Drawings} \times \text{Rate}/\text{mo} \times \frac{13}{12} \times \frac{1}{2}$$

Middle

$$\text{Total Drawings} \times \text{Rate}/\text{mo} \times 6/\frac{12}{2}$$

Last

$$\text{Total Drawings} \times \text{Rate}/\text{mo} \times \frac{1}{2} \times 6/\frac{12}{2}$$

Unit method.

\rightarrow Subsequent expenditure shall exceed the useful life, improve the quality of output, or reduce operating costs of an existing asset beyond their originally estimated levels are -

- a) Capital expenditures b) Revenue expenditures
- c) Deferred Revenue expenditures d) None.

8) Marginal costing technique is useful for -

a) Make or buy decisions b) Profit planning.

c) Shut-down decisions d) All of the above.

d) Which one is not a feature of budgetary control?

a) A tool for ~~use~~ control & delegation of authority

b) An instrument for evaluating the overall profit

c) A statement of budget & forecasts.

- 16) The debt equity ratio of a company is 2:1. In this relation, which of the following
- List - 2

List - 2

a) Issue of equity shares. i) No change in the ratio

b) Cash sales from Inv. ii) Reduce the ratio

c) Redemption of debentures. iii) No change in the ratio.

d) Purchased goods on credit iv) Reduce the ratio.

a-2, b-3 c-4 d-1

17) Which one of the following does not explain the basic nature of business economy?

a) Behaviour of firm in theory of production.

b) Distribution theories like cost, wage & interest along with the theory of profit.

c) Use of the tools of economic analysis in clarifying problems in organizing & evaluating information & in comparing alternative courses of action.

d) Integration of economic theory with its practice for the purpose of facilitating decision making.

18) At a point of safety for a commodity the marginal utility is -

As negative b) positive c) zero d) highly positive.

19) A rectangular hyperbola shaped demand curve on all its price has -

a) Equal slopes & equal point elasticity

b) unequal slopes & unequal point elasticity

c) unequal slopes & equal point elasticity

d) equal slopes & unequal point elasticity

14) (A) A perfectly competitive firm is not a price maker but a price taker.

(B) The firm is interested in deciding the level of output only.

A is true but R is not a correct explanation of A.

Q List - 2

- a) A market having high price elasticity.
- b) A market having high price inelasticity.
- c) A market having normal segments differing primarily with regard to price elasticities of their demand.

a - iii
b - i
c - ii

15) Which of the following options deals with the process of making estimates, predictions & decisions?

A) Descriptive Statistics B) Imperialistic Statistics C) Probability theory

A Hypothesis test is being performed for a process in which a Type-II error will be ~~very~~ very costly but a Type-II error will be relatively inexpensive & unimportant, which of the following would be the best choice for Alpha in this test?

A) 0.10 B) 0.05 C) 0.01 D) 0.50

Q List - 3

- i) Skimming Pricing
- ii) Differential Pricing
- iii) Penetration Pricing

A & R are true and R is correct explanation of A.

Q (A) User interface is most critical task in DSS design.

(B) DSS is used by outside customer frequently.

A is correct but R is wrong.

Q Which of the following is not true about matrix organisation?

A) It is relatively permanent.
B) Its project manager authority is distributed reasonably.

C) There is slow info. processing.
D) Its project heads have to share resources with functional heads.

16) If the dependent variable increases as the independent variable increases in an ordinary equation the coefficient of correlation will be in the range?

A) 0 to -1 to 0 to +0 or 0 to 1

Q1) Consider the following leadership styles.

1. Telling $\hat{=}$ Authoristic $\hat{=}$ Selling $\hat{=}$ Motivating

5. Participating $\hat{=}$ Delegating $\hat{=}$ Charismatic.

Select the four types of leadership explained

by Hersey and Blanchard:

1, 3, 5, 4, 6 Military, Selling, Participative, Charismatic.

Q2) (A) Classical organisations believed in the use

of authority to achieve co-ordination.

(B) Classical standards consider organisation is

an open system.

A is correct & B is incorrect.

Q3) Who has modified Maslow's hierarchy levels
of needs and developed ERG model?

A) Frederick Herzberg B) David McClelland.

C) Douglas McGregor D) Clayton Alderfer.

Q4) Taylor's differential piece work plan provided

that -

As the labourer should be assigned diff. amt
of work.

(2) the labourer should be put in diff. time
period.

Q5) Those who produce above standard should
receive higher wages than those producing

below R&B.

B) Payment should be the same on a fixed id.

Q1) Which one of the following stages of the marketing
process proceeds in most expensive?

A) Data analysis B) Data collection or Developing the
research plan.

C) Report writing

D) the people to adopt a new product first are

called
a) First adopter b) First users as quick adopters

c) Innovator.

Q2) A concept in retailing that helps explain
the emergence of new retailers is called - the

hypermarket.

A) Product life cycle B) Service assortment

C) Retail life cycle D) wheel of Retailing.

Q3) Manufacturers of cars and motor cycles typically
use — distribution.

A) Exclusive B) Intensive C) Exclusive or Intensive

D) Selective

Selective: choosing few distributor $\hat{=}$ to the
dealers who satisfy the criteria.

Intensive: company sells through as many outlets
as possible, which enables the customer to
procure wherever they go.

Ex: cold drinks.

Exclusive: Distribution strategy where the concerns
exclusive rights to all its product / service.

Restraint: It is a term used, when a publisher
wants to distribute content to a small group of
readers, based on their user profile.

30) Which method of setting advertising methods
is most scientific method and is logical?

- A) All you can afford method.
- B) Competitive Parity method.
- C) objective task method

* Percentage of sales method.

31) WACC should be used as a hurdle rate
for accepting / rejecting a capital budgeting
proposal.

(Q) It is better by financing in the proportion
specified and accepting the project, yielding
more than the weighted avg required
return, the firm is able to increase the
market price of its stock.

A and R are correct.

32) A firm wants to know the degree of
operating leverage (DOL) with the following
information

RE * Current sales 6,000 units
BE sales 4,000 units

What should be the DOL?
what should be the DOL?

- A) 1.50
- B) 0.67
- C) 3.00
- D) Nota

Let the price is ₹ 1

Profit is ₹ 2.00

$$\therefore \frac{4,000}{6,000} = \frac{3,000}{8,000} = \frac{3}{8}$$

∴ DOL = $\frac{8}{3}$

- 33) (A) When two or more investment proposals
are mutually exclusive, ranking the proposals
on the basis of IRR, NPV and PI method
may give contradictory results.
- (R) The contradictory results in the ranking
are due to differing dimensions related to the
scale of investments, cash flows patterns and
project lives.
- A is true but R is a necessary condition
but not a sufficient condition.
- 34) Which one of the following assumptions is
not covered in the Walker's model of the
dividend policy?
- A) All financing is done through retained earnings
 - B) Firm's business risk doesn't change due to
additional investments
 - C) The firm has an infinite life
 - D) The key variables like EPS & DPS keep on
changing.
- 35) Which one of the following emphasizes the
qualitative aspects of working capital management?
- A) Gross working Capital \Rightarrow Quick working Capital
 - C) Net working Capital \Rightarrow Nota.
- 36) Which of the following training methods
expresses exposure to a newly recruited employee
to the various job functions, situations &
A) Orientation B) Verbal training
C) Transaction analysis D) Role play.

34) List - 2

- a) Harberg 1) ERG theory
 b) McGregor 2) Three needs theory
 c) Alderfer 3) Theory X & V
 d) David Macleod. 4) Two factor theory.
- a - h b - 3 c - 1 d - 2.

35) Who was closely associated with industrial relation in India?

- A) B. Karim 2) Gadgil 3) V.N. Chidambaram
 4) Vinoba Bhave.

Gadgil: Western Ghats ecology expert
 Panel (WACER).

Vinoba Bhave:

Social reformer, Bhaktan movement

V.N. Chidambaram: Labour movement

36) Under Trade Union Act, 1926 how many minimum number of members are required for a trade union to be registered?

- A) 5 B) 7 C) 9 D) 11.

37) The idea that a manager tends to be promoted to a level of his incompetence is referred to as

- a) The advancement principle.
 b) The Paul principle
 c) The Peter principle
 d) The job design principle

List - 3

- 38) Which of the following committee is intended to review the working of the monetary system in India?
 a) Narasimhan Committee 2) Tandon Committee
 b) Chakravarty Committee 3) Chakravarty Committee
 c) Sakharam Committee 4) Deka Committee
 d) Monetary Authority.
- 1985

List - 2

- a) Bank rate 1) Involving the shortening of the currency of bills eligible for rediscount
 b) Credit rationing 2) Variable Reserve system
 c) Variable Reserve system 3) Involving the purchase & open market operations.
 d) Open market operations. 4) Involving the purchase & sale of securities in the open market.

List - 3

- a) Rural Industries 1) Meant for various target groups like rural youth, ex-service men, women & SC & ST
 b) Micro Viva Nidhi
 c) Entrepreneur development programme 2) Aim at ensuring flow of credit to the disadvantaged sections of the society
 d) Micro credit scheme 3) Commercial exploitation
 e) Micro credit scheme 4) Promote assistance to voluntary local bodies.
 f) For the benefit of women

List - 2

- a) 1 - 3 b - 4
 c) 1 - 1 d - 2.
- 39) Which of the following committees is intended to review the working of the monetary system in India?
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 b) Chakravarty Committee 3) Chakravarty Committee
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- 1985

List - 3

- 40) Which of the following committees is intended to review the working of the monetary system in India?
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 b) Chakravarty Committee 3) Chakravarty Committee
 c) Sakharam Committee 4) Deka Committee
 d) Monetary Authority.
- 1985

Q1 Acc to FDI Policy of the Govt. of India
(2012) the FDI in banks is limited to -

- A) 20% in Nationalized banks & 49% in Pvt banks.
- B) 20% - " - 49% in Pvt banks.
- C) 16% in " & 49% in "
- D) 16% in " & 51% in Pvt banks.

Q2 Acc to the recent guidelines (2012) of the RBI the Pvt Sector Banks are required to have a minimum paid up equity capital of

- A) ₹ 300 crores
- B) ₹ 200 crores

- C) ₹ 150 crores
- D) ₹ 50 crores.

Q3 International trade theory which provides that Capital intensive Country should export labour intensive goods & import Capital goods as refers to as -

- A) Leontief Paradox
- B) Heckscher - Ohlin theory
- C) Merchantsian theory
- D) Theory of Comparative Advantage.

Q4 Which of the following is not a form of economic integration in the context of inter-regional trade -

- A) customs union
- B) European Union
- C) Economic union
- D) African Union

Q5 crawling peg system means?

- A) Fixed exchange rate system.
- B) Floating - "
- C) Hybrid of fixed & floating exchange rate system.
- D) DOPA.

Q6) From the following under of international business, identify the mode which involves strategic alliance -

- A) Franchising
- B) Leasing
- C) Turnkey project
- D) Joint venture.

Q7) Which of the following expression denotes

- 1) currency control
- 2) establishment of EPL
- 3) tariff cuts
- 4) imposition of tariff
- 5) imposition of non-tariff barriers.

1,4 & 5

PAPER - III June 2014

PA:

1) The Competition Act does not seeks to regulate

- A) Anti-competitive Agreement.
- B) Mergers & amalgamation.
- C) Unfair trade practices.
- D) All of above.

2) Indicate the true statement.

- A) Large industries houses are outside the purview of the competition Act, 2002.
- B) There is no provision for curbing antitrust complain under the CPTA
- C) The Trade Marks Act, 1999 doesn't apply to services.
- D) All of the above are true.

3) The trade mark Act, 1999 doesn't

- A) Provide for registration of service marks.
- B) Substantially similar to consistency.
- C) Matching to prominence.
- D) Both B & C above.

4) What is the underlying concept that supports the immediate recognition of an estimated loss?

- A) Substance over form to consistency.
- B) Matching to prudence.
- C) Which is not the limitation of budgetary control?

5) Budgets are based on forecast which may not be true.

- A) Installation & operation of a system of budgetary control is costly.
- B) Budget is a tool of management and not a substitute of management.
- C) Budgets don't pinpoint the lack of efficiency or the presence of it.

6) The Foreign Investment Promotion Board, (FIPB) determines the rules and regulations pertaining to:

- A) Accounting of foreign investments.
- B) Investment by NRIs.
- C) Foreign investments.
- D) All of the above.

7) Which of the legislations (A) do (does) not form part of the legal environment of business in India?

- A) The Drugs & Cosmetics Act, 1940
- B) The Prevention of Food Adulteration Act, 1954.
- C) The Monopolies & Restrictive Trade Practices Act, 1969.
- D) Both B & C above.

8) Profit volume ratio of an enterprise is 40%, to offset 10% decrease in selling price how much sales must be increased?

- A) 10%.
- B) 20%.
- C) 25%.
- D) Not enough information.

Let SLP is ₹ 10.

SLP	100	SLP 90
C. NC	$\frac{60}{100}$	C. NC. $\frac{60}{90}$
Cost	60	Cost 30.

Let SLP is ₹ 10 & the unit sold is 1,000 units.

$$= 9$$

Sales	10000	Sales	11,111
C. NC	$\frac{60}{100}$	C. NC	$\frac{667}{11,111}$
Cost	6000	Cost	7333

Ans

Support

Sales (100 units × ₹ 11)

(-) Variable cost

Contribution

₹ Selling price is reduced by 10%.

Sales (100 units × ₹ 9.90)

(-) Variable cost

$$40 \times 90 = 120 - 100 = \boxed{20}$$

$$\begin{array}{r} 100 \\ 60 \\ \hline 40 \end{array}$$

=

$$\begin{array}{r} II \\ I \\ C \\ a \\ b \end{array}$$

Ans

Sales (100 units × ₹ 9.90)

$$\begin{array}{r} 90 \\ 60 \\ \hline 30 \end{array}$$

(-) Variable cost

$$40 \times 90 = 120 - 100 = \boxed{20}$$

Q) If Debt is ₹ 200, cash bal is ₹ 100 and equity is ₹ 300, then the Gearing ratio is -

A) 20% T.S > 40% \Rightarrow SV. \Rightarrow 30%

Capital Gearing Ratio = $\frac{\text{Common stockholders equity}}{\text{Debt + Common stockholders equity}}$

Net Debt = Debt - Cash & cash equivalents

$$\begin{array}{r} \text{Debt} \\ \text{Net Debt - } \\ \text{Cash & cash equivalents} \end{array}$$

$$\begin{array}{r} \frac{\text{Debt}}{\text{Debt + Equity}} \\ \frac{200}{200+300} \\ \frac{200}{500} = \boxed{40\%} \end{array}$$

10) Responsibility Accounting Answer to,

- Ensure that a manager is punished if things going wrong.
- Ensure that cost becomes the responsibility of a specific manager.
- Allocate cost to all areas of a bus.
- Reduce the cost that dept incurs.

\Rightarrow List - II

\Rightarrow List - II

a) Normal profit \Rightarrow Excess of total revenue over total explicit costs.

b) Economic Profit \Rightarrow Total revenue = total economic cost.

c) Accounting Profit \Rightarrow Excess of total revenue over total of explicit and implicit costs as a normal rate of return.

d) Excess of total revenue over total of explicit and implicit costs as a normal rate of return.

Normal profit considers opportunity cost.

(Q) A monopoly firm's revenue curve is downward sloping from left to right.

(R) The monopoly firm doesn't have the freedom to determine both price and quantity to be sold according its whims or fancy.

Both A & R are true.

(3) the equilibrium level of output for a perfect competitive firm is given by the principle

where -

a) $MR = MC \Rightarrow MR < MC \Rightarrow MR > MC$

b) $MR = MC \wedge MC$ starts taking

list - I

- 1) Dumping
- 2) Kinked demand curve
- 3) Horizontal straight line revenue curve.
- 4) Long no. of buyers
- 5) Hellas with differentiated & Discontinuous monopoly production.

H P III II
a b c a.

list - II

- 1) Monopolistic competitive firm.
- 2) Oligopoly firm
- 3) Perfectly competitive firm.
- 4) Four Pay-off \Rightarrow Six Pay-off \Rightarrow Six Pay-offs
- 5) Ten Pay-off

correct explanation of A.

(4) The expected values should be at least 5 to apply the chi-square test.

(5) The chi-square distribution provides an advantage approximation of the sampling distribution.

Both A & C are true and R is the

correct explanation of A.

list - III

- 1) In a decision problem having four possible alternative decision and six possible states of nature, the Pay-off table will include
- 2) Four Pay-off \Rightarrow Six Pay-off \Rightarrow Six Pay-offs
- 3) Ten Pay-off

1) The mathematical formula for joint probability $P(A,B) = P(A|B) \times P(B)$ holds when the events are statistically independent.

2) The events are statistically dependent.

3) Both A & C events are either independent or dependent.

4) Note.

1) Which one of the following statements is the correct interpretation of P-value of the Chi-square hypothesis testing.
a) There is more evidence to infer that the null hypothesis is true than the alternative hypothesis is true.
b) There is less evidence to infer that the alternative hypothesis is true.
c) There is no evidence to infer that the alternative hypothesis is true.

2) Income elasticity of demand in the market is negative elastic.

3) Price elasticity of demand in the market is highly elastic.

4) Price elasticity of demand in the market is income elastic.

Q2) List - 2

1. Charles Babbage a. Monolithic
2. Albert Simon b. HTML
3. Tim Berners-Lee c. Computer design
4. Marie Anderson d. Decision making

1 2 3 4
c d b a

Timeline of World Wide Web browser Nonoic.
First widely used web browser Nonoic.

Q3) Which of the following statements are true about informal org?

1. It arises spontaneously ✓
2. It reflects individual & group goals ✓
3. It tends to be permanent & stable -
4. It tends to be small & manageable ✓
5. Its basic purpose is to improve human relations. ✓
6. Its basic purpose is to achieve org goals.

Codes
A) 1,2,3,5 D) 1,2,4,6 C) 1,2,4,5 B) 2,3,5,6

Q4) Which of the following is not true about an employee centred leader as identified by Hackman researchers?

- A) Treats subordinates as human beings -
- B) Shows concern for their well being
- C) Focuses on work standards & does supervision.
- D) Encourages to involve them in goal setting -

Q3) List - 3

1. charles Babbage a. Monolithic
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A) 1,2,3,4,5 D) 1,2,3,5,6 C) 2,3,4,5 B) 1,2,3,4,6

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- A) Treats subordinates as human beings -
- B) Shows concern for their well being
- C) Focuses on work standards & does supervision.
- D) Encourages to involve them in goal setting -

Q3) List - 4

- Can be classified primarily into four categories based on functions. Which of the following is not an organization in terms of scheme?
- A) Political organization
 - B) Integrative org
 - C) Pattern maintenance org
 - D) Commercial org

Q4) An M&B programme usually involves the following steps.

1. Establishing unit objectives
2. Establishing org goals.
3. Negotiating / agreeing
4. Reviewing the performance
5. Creating action plans.

Indicate the correct sequence.

Codes
A) 1,2,3,4,5 D) 2,1,3,5,4 C) 2,3,1,4,5
B) 3,4,3,2,1

Q5) List - 2

List - 2

- a) Taylor 1. Economy & society
- b) Fayol 2. Control & individual growth
- c) Weber 3. Principles of org
- d) Money & 4. Shop rule

1 2 3 4
a b c d

Q) A primary group influencing the buyer behaviour
in a -

- a) Family
- b) Professional associations
- c) Religious group
- d) Trade union.

d) After conducting the business analysis for
developing a new product a company must do -

- a) Idea generation
- b) Product positioning
- c) Product development & testing
- d) Test marketing.

c) Product development & testing

List - 2

- a) Post - purchase behaviour
- b) Personal selling -
 - Diffusion of innovation.
 - Cognitive dissonance.
- c) Sales person training.

a b c d
4 1 3 2

A C M E E

- A - Aim
- C - Content
- M - Method
- E - Execution
- E - Evaluation.

Q) Which type of retail stores generally have
the highest operating costs?

- a) Departmental stores.
- b) Super market
- c) Chain store
- d) Co-operative store.

3) Badminton - the correct statement -

- a) India has been a pioneer in badminton.
- b) Advertising Standard Council of India is a statutory body set up by the Govt of India.
- c) Tom & Jerry are incorrect
- d) Both A & B are correct

b) Both A & B are correct

(ASC II) is a self-regulatory voluntary body
founded in 1985.

List - 3

- a) Trade credit &
 - other receables that
arise in the firm's
day to day operation.
 - b) Financing and assets
needs overtime.
 - c) A tool for accelerating
the collection from the
customer.
 - d) Seeking financial service
to finance on its
balance.
- b) Lock-box system.
- c) Spontaneous financing
- d) Factoring -

a b c d
2 4 1 3 /
b-3 a
c-2
d-1

32: Indicate the cost of equity capital based on CAPM with the following information.

Beta coefficient 1.40, $R_f = 9\%$.
Expected rate of return on equity in the market 16%

$$k_e = R_f + \beta (R_m - R_f)$$

$$9 + 1.40(16 - 9) = R_f + \beta (R_m - R_f)$$

$$9 + 1.40(7) =$$

$$9 + 9.80 =$$

$$\boxed{18.80}$$

33: A firm with the following information.

A) $R_{DFL} = 18\%$, $R_f = 10\%$.
B) $R_{DFL} = 18\%$, $R_f = 12\%$.
C) $R_{DFL} = 18\%$, $R_f = 14\%$.
D) $R_{DFL} = 18\%$, $R_f = 16\%$.

- 33) The degree of financial leverage would be calculated by
- A) Adding DOL & DFL
 - B) Dividing DOL & with DFL
 - C) Multiplying DOL & DFL
 - D) Subtracting DOL from DFL.

34: Interest cash inflows are reinvested at a

rate of return equal to the IRR is the basis in mechanization for

- A) NPV \rightarrow IRR \leftrightarrow PVA
- B) NPV \rightarrow IRR \rightarrow PVA

35: Who formulated the following model for estimating the market price of equity shares?

Estimating the market price of equity shares.

$$P = D + \frac{R_o}{R_c} (E-D)$$

$$\frac{R_c}{R_c}$$

D = DPS

E = EPS

$R_o = 20\%$

R_c = cost of capital.

A) MM model B) Gordon \rightarrow Walter & Dahlberg & Elliot

36: Indicate the quantitative methods of job evaluation.

- A) Ranking & Job composition method.
- B) Point rating method & Factor comparison method.
- C) Gridding method & Job classification method.
- D) Factor comparison method & Ranking method.

37:

List - 2

- a) Career goals a) The process where in an executive serves as a career path.
- b) Career Counselling b) The future positions one strives to reach as a part of career
- c) Mentoring c) The search and pattern of job seek form a career.
- d) Guidance people on their possible career path.

38: The process of receiving and welcoming an employee when he first joins a company and giving him the job basic information he needs giving him the job done quickly & happily so better down quickly & happily & starts working in defense to go -

- A) Placement & orientation of Job selection
- B) Counseling

34) Which is most relevant of Succession Planning?

- a) Analysis of the demand for manpower.
- b) Review of existing execution.
- c) Planning individual career path.
- d) Recruitment to meet immediate needs.

Q) Where does recognition of an employee fall in needs hierarchy of needs theory?

- a) Self actualization
- b) Security needs.
- c) Social needs
- d) Extreme needs.

Q) The probability of public sector banks in India due to?

- i) over cautious approach to lending.
- ii) Reserve bank policies.
- iii) High overhead cost.
- iv) Social sector lending.

Codes: i, ii, iv.

Ans: Lack - 2

Q) Parastatal Committee: a) Lending under consortium arrangement

b) Shoddy committee

c) Gorth committee

d) Jawaharwan Committee

e) Security operation of banks & financial institutions.

f) Financial system in India.

Codes: 1, 2, 3, 4, 1.

Q) Which one of the following institutions is promoted by IFCI?

- a) Credit Analysis & Research Ltd (CARE)
- b) Rashtriya Gramin Vikas Kandi (RGV) IRDP
- c) Clearing Corporation of India Ltd (CCIL)
- d) Small Industries Development Bank of India (SIDBI)

CARE: IDBI, Canara Bank & SBI
October 1993.

CRISIL: Started with UTI 1984, after 1988
First India's credit rating agency.

ICRAI: Investment Info. and Credit Rating Agency
1991, promoted by IRDP.

ONCRIS: Once Credit Rating Agency of India
Ltd.

CRISIL: Credit Rating Information Services of India
Ltd.

13) Which of the following financial institutions is not within the supervision of Reserve of India?

4) Indicate the right sequence of the stages of internationalization.

- 1) MNC
- 2) Global Co.
- 3) Transnational Co.
- 4) International Co.

4, 1, 2, 3

Q) Which of the following is not one of the basic blocks of the following international reserve?

- a) SDR
- b) Reserve position in IMF
- c) Monetary Gold
- d) Money Market Instrument

Q) List - I

- a) UNCTAD
- b) WTO
- c) TRIMs
- d) ITC

a b c d

UNDP: United Nations Development Programme,

it concentrate on least developed countries. (117 member countries).

ITC: United Nations States International Trade Commission.

HTS Duty levied on the value of goods imported

referred to as -

a) Ad-valorem duty b) Compound duty
c) Specific duty d) Import duty

For which of the following can be included in the current ac. of the BOP?

- i) Purchase of goods from abroad
- ii) Sale of services abroad
- iii) Workers remittances from abroad
- iv) Sale of copy right to foreigner
- v) Direct investment in country capital

List - II

- a) Foreign Investment
- b) Developing countries
- c) UNDP
- d) General Council

a b c d

RS - 3

- a) Conversion of debt to equity
- b) Accounting on cost through lease.
- c) operating a non-operating cash flow info.
- d) Purchasing a building by giving a mortgage to the seller.

Q) Find the value of an annuity depending upon

= his productivity, promotional transitivity and
sustainability in the core of the

A) Certainty equivalent model.

B) Stochastic reward valuation model.

C) Human asset multiplier model.

D) Present value of future earnings model.

Q) Which of the following refers to a situation

in which the weight of coil scales in the hands & ten
over 5% of the weighed coil

- a) Gateway condition
- b) Patriotic practice
- c) Slavery supply test
- d) Annex test

Q3) Which of the following is true

Q4) Which one is not a major component of holistic marketing?

- A) Systematic risk is diversifiable but Unsystematic risk is non-diversifiable.
- B) Systematic risk is Non-diversifiable but unsystematic risk is Diversifiable.

→ Both systematic & unsystematic risk are diversifiable.

→ Both systematic & unsystematic risk are non-diversifiable.

Systematic risk

Ex: Market risk which impact on entire economy.

Loss-2

- a) It involves using the version of master file and the update transaction used to create the current file to recreate the current master file if it becomes damaged.

- b) It involves copying the whole/ a portion of the database to new backup medium typically magnetic tape.

- c) It stores current & historical data extracted from various operations reporting & considers for wgt.

- d) It maintains the chronology of events that occurs either to the data base definition or the database itself.

- a) b) c) d
3 2 4 1.

Q5) The final step in target marketing?

- A) Market analysis B) Market positioning.
C) Market segmentation D) Market targeting.

→ The most recent consideration in product packaging is -

- A) Cost effectiveness B) Product protection
C) Product promotion D) Economy
- 58) Distribution Logistics also known as material logistics doesn't include -
A) Distribution channel B) Inventory C) Transportation
D) Warehouses.

Loss-2

- Audit trail controls

- Product protection

- A) Distribution channel B) Inventory C) Transportation

- D) Warehouses.

Logistics

- The activity of organising the movement, equipment and accommodation of goods

- a) The commercial activity of transporting goods to customers.

- b) Most of the money spent in measuring the effectiveness of advertising is spent on -
i) Communication response research.
ii) Pre-testing the advertisements.

- c) Post-decoding the advertisement
d) Sales response research.

Q Which of the following is true

A Which one is not a major component of holistic marketing?

- ⇒ Systematic risk is diversifiable but unsystematic risk is non diversifiable.
- ⇒ Systematic risk is Non-diversifiable but unsystematic risk is Diversifiable.

- ⇒ Both systematic & unsystematic risk are diversifiable.
- ⇒ Both systematic & unsystematic risk are non-diversifiable.

- ⇒ Both systematic & unsystematic risk are diversifiable.
- ⇒ Both systematic & unsystematic risk are non-diversifiable.

Market risk

- Ex: Market risk which impact on entire economy

List - I

- 57) It involves using the version of master file and the update transaction used to create the current file to recreate the current master file if it becomes damaged.

List - II

- ⇒ Audit trail controls

- ⇒ Distribution logistics does not include -
A) Distribution channel B) Inventory C) Transportation

- D) Warehouses.

Logistics

- ⇒ the activity of organising the movement, arrangement and accommodation of goods

- ⇒ the commercial activity of transporting goods to customers.

- b) It maintains the chronology of events that occurs either to the data base definition or the database itself.
- c) Data warehouse for accounting.
- d) Post-hoc the advertisement.
- e) Sales response research.

(Q) Which of the following is not included in the model of the Systems approach to HRM?

A) Departmentation B) Recruitment.

→ Performance appraisal & promotion

(Q) Which one of the following is not an example of Herzberg's hygiene factors?

A) Advancement B) Interpersonal relations.

A) Job Security B) Work conditions.

(Q) Which of the following two forms of collective bargaining were identified by Chamberlain & Kuhn?

- A) Integrative & Distributive bargaining
- B) Conjunctive & Co-operative bargaining
- C) Integrative & Co-operative bargaining
- D) Distributive & Conjunctive bargaining

(Q) Who observed that a worker's behaviour and activities are closely related?

- A) Peter F. Drucker B) Elton Mayo
- C) F.W. Taylor D) Dale Yoder

(Q) What is not an operative function of HRM?
A) Procurement B) Development & Organising

→ Integration.

(Q) The total no. of SEZ notified by the GOI till March, 2011 under the SEZ Act 2005 is -
A) 154 B) 184 C) 286 D) 386.

Ans on 13th July 2012 :

389 + (out of 589) + (+ central Govt + 12 Special SEZ)
=====

(Q) The diff forms of IMF assistance are given below. Identify that one which is mainly meant for less developed countries (LDCs).

- A) Credit tranche drawing
- B) Extended fund facility
- C) Compensation financing facility
- D) Structural adjustment facility

(Q) In the context of globalization "built-to-order".

- A) Standardization strategy to respond to the world wide homogenized market and expand the market through aggressive low pricing
- B) Customised products to regional markets
- Customised products to meet the national market
- Customer needs
- D) None.

Theodore Levitt's in his paper Market Myopia.

(Q) Which one of the following is an internal hedging technique?
A) Leasing B) Netting C) Diversification D) Swap.

Q) Businesses conglomerates have different names in diff countries - which country's conglomerated are called "Chae beukki"?

(a) Japan (b) South Korea → Germany

(c) China

Ans) Mix a non-resident earned £36,000 as interest on German developed bonds & or else he received 1/6 in India - the amount to be included as int for the computation of his CIT in 9 A £36,000 (b) £30,000 £36,000 D £0.

Q) Consider the following problem relating to a sit-out property.

Municipal value £60,000, Fair Rent £68,000, Std. Rent under tax rules control per £62,000 and Annual Rent received £62,000. The CAC of the property will be £68,000 (a) £62,000 (b) £60,000 (c) £62,000 (d) £60,000.

Municipal value	£60,000
Fair Rent	<u>£68,000</u> w.l.f.
Expected Rent	68,000
Std Rent	<u>£62,000</u> w.l.f.
Notional Rent	62,000
Annual Rent	<u>62,000</u> w.l.f.
CAC	<u>£65,000</u>

Q) Which of the following is/are true in tax planning?

1. It is hubristic in its approach ✓
2. It has limited scope compared to tax map.
3. The benefits arising from it are limited particularly in the short run.
4. Its main objective is to reduce the tax liability. ✓

1 and 4

Ans) The benefits of debt financing over equity financing are likely to be highest in view of the following situations.

- A) High marginal tax rates & low non-in tax benefits.
- B) Low marginal tax rates & low non-in tax benefits.
- C) Both are high
- D) Low marginal tax rate & high non-int tax benefit.

- TOP From the following identify from the web based financial software
- A) P&T easily software to store all info.
 - B) Wealth management software (b) WINCS 2013

PAPER-II (K-SAT)

1. The rate at which discounting the bills to first class banks is done by PNB is called -
 A) Book rate B) Prime Lending rate

→ Loan rate D) Discounting rate.

Q) The characteristics of a Global Co. is -

- A) It is conglomerate of multiple units but all linked co. by common ownership.
 B) Multiple units share same a Common pool of resources such as money, credit info, patents, trade names.

C) The units respond to same common strategy.

D) All of the above.

3) Gilt edged securities refer to -

- A) Govt securities. ✓
 B) Securities issued by municipal corp.
 C) Securities issued by first class co.
 D) NIFTA.

Solution

$$\text{Remaining ratio } 1 - \frac{1}{5} = \frac{4}{5}$$

$$\text{A: } \frac{4}{7} \times \frac{4}{5} = \frac{8}{35}$$

$$\text{B: } \frac{1}{7} \times \frac{4}{5} = \frac{20}{35}$$

$$\text{C: } \frac{1}{5}$$

$$\frac{5}{7} \times \frac{4}{5}$$

$$\frac{8:20:4}{35} \quad \boxed{8:20:4}$$

Q) Given,

Current Ratio 2.5:1 Liquid Ratio 1.5:1

Banking Capital: ₹ 3,00,000

B-C = ₹ 50,000
The out of current assets and inventory included those in are -

A) ₹ 4,00,000 & ₹ 20,000

B) ₹ 5,00,000 & ₹ 20,000

C) ₹ 500,000 & ₹ 20,000

D) ₹ 3,00,000 & ₹ 10,000

$$WC = CA - CL$$

Given A and B are partners sharing profit & losses in the ratio of 2:5. They estimate on the conditions that he will bring goodwill in cash which is distributed like A:2B:C in share in future profits to be $\frac{1}{5}$. The new profit sharing ratio is A:2:2:1.6.

7) Based on the following info answer
question 4 to 9.

$$\text{Avg. collection period} = \frac{\text{Avg. Inv}}{\text{Credit sales}} \times 360$$

Sales (Excl. im credit) ₹ 14 lakh.

opening Inv ₹ 1,80,000, Discount ₹ 12,000
Bad debts ₹ 22,000, Cash & cheques recd ₹ 10,80,000,

Cheques dishonoured ₹ 7,000 (expected to realise

50% from debtors), Closing Inv ₹ 1,70,000.

Purchases ₹ 5 lac (50% cash paid to c/s ₹ 3,25,000)

Goods returned ₹ 15,000.

Cost of sales = 75% of closing stock of finished
goods ₹ 1 lakh opening stock of finished
goods ₹ 0.45 lakh. Assume 1 year = 360 days.

Q) The inventory turnover ratio is ?

A) 12 B) 24 C) 36 D) None -

Q) The avg. collection period is -

A) 60 days B) 59 days C) 58 days D) None

Q) The avg. Payment Period is -

A) 250 days B) 256 days C) 116 days D) 186 days

Debtors A/c

	By Inv	By Credit pur	
To bad bld	1,80,000	By Inv bld	1,30,000
" B/R A/c	- 22,000	" Bad debts	- 22,000
: credit sales	11,20,000	" Cash	10,80,000
: bad cl d	1,88,200		
			130,7,200

$$\text{Avg. coll} = \frac{1.84,100}{11,80,000} \times 360 = 59 \text{ days}$$

$$\text{Avg. coll} = \frac{1,80,000 + 1,88,200}{2} = 184,100$$

$$\text{Avg. payment period} = \frac{\text{Avg. coll}}{\text{Credit pur}} \times 360$$

$$\frac{1,82,500 \times 360}{3,25,000} = 146 \text{ days}$$

Cogs + Net pur - closing stock -

$$= \text{Profit}$$

25/03/2015

- 10) A firm has an opening stock of ₹ 70,000.
closing stock of ₹ 90,000 and costs of ₹ 24,000.
What is the inventing turnover ratio?

A) 5 B) 4 C) 3 D) 2

$$\text{Inventory Turnover Ratio} = \frac{\text{Cogs}}{\text{Avg. Inventory}}$$

$$\begin{aligned}\text{Avg. inventory} &= \frac{70,000 + 90,000}{2} = \frac{160,000}{2} \\ &= 80,000\end{aligned}$$

Based on the following information answer
questions from 11 and 12.

Credit Sales ₹ 3,50,000
opening balance of accounts receivable ₹ 40,000
closing balance of accounts receivable ₹ 60,000
Credit Purchases ₹ 1,80,000
opening bal of A/c Payable ₹ 20,000
closing bal of accounts payable ₹ 40,000

11) The turnover ratio is:

A) 6 B) 8 C) 10 D) 12.

Answers Part

- 10) The credit turnover ratio is -

A) 8 B) 6. C) 4 D) 2.

$$\text{Cr. Turnover Ratio} = \frac{\text{Credit Pur}}{\text{Avg Inv}}$$

$$\frac{60,000}{1,80,000} = 6.$$

13) The relationship between the income
level and the quantity of commodity
purchased by the consumer, represented
by which curve?

A) Engel curve → indifference curve.

B) Lorenz curve → Supply-Demand curve.

Engel curve:

An Engel curve describes how household
expenditure on a particular good or service varies
with household income.

$$\text{Inv Turnover Ratio} = \frac{\text{Credit Sales}}{\text{Avg Inv}},$$

$$\frac{3,50,000}{1,80,000} = 6.$$

$$\frac{60,000}{1,80,000} = 6.$$

Indifference curve.

A curve on a graph (the axes of which represent quantities of two commands) linking those combinations of quantities which the consumer regards as of equal value.

Lorenz curve.

A graph on which the cumulative percentage of total national income is plotted against the cumulative percentage of the corresponding population.

The extent to which the curve lies below a straight diagonal line indicates the degree of inequality of distribution.

Supply-Demand curve:

@ An equilibrium is defined to be the price-quantity pair where the quantity demanded is equal to the quantity supplied - it is represented by the intersection of the demand & supply curves.

(ii) Under MRP Act, downward sloping demand curve - which has the market share of -

$$A) 10\% \rightarrow 25\% \rightarrow 50\% \rightarrow 75\%.$$

Value & 3 earn on out-share 25%.

15) Karl Pearson's coefficient of correlation is based on the assumption of -

- A) Normality B) Play kurtic & leptokurtic
C) Skewness.

16) Which of the following is a strategy of job design that increases job depth by making

- A) Job rotation B) Job enrichment
C) Job enlargement D) Job enrichment + enlargement.

17) Interest rate risk is a type of -

- A) Credit risk B) Market risk.
C) Operational risk D) All of the above.

18) Net but income is -

- A) Interest earned on advances
B) But earned on investment
C) Total but on advances & investment.
D) Difference b/w but earned & but paid.

19) Which of the following is not a motive for the govt to hold cash?

- A) Transaction motive
B) Precautionary motive.
C) Lack of proper synchronization b/w cash inflow & outflow
D) Capital investment

(2) Total 100 of accounting standards issued by the Accounting Board of ICAS?

• 32.

(2) The technique of bifurcating the cost into variable and fixed costs and considering only variable costs for decision making purposes is called:

- Standard costing.
- Budgetary control.
- Activity based costing.
- Marginal Costing

(2) The mean wage of a Co. is ₹ 1,400 p.m. The S.D is ₹ 10. What is the variance & coefficient of variation values?

A) 10,000, 10% B) 21,002.50 6.89%.

C) 10,000, 6.89% D) 21,02,500, 10%.

$$\text{C.V.} = \frac{\sigma}{\bar{x}} \times 100 = \frac{10}{1400} \times 100$$

$$= \frac{1000}{1400} \times 100 = 71.43$$

$$\text{S.D.} = \sqrt{\frac{10000}{1400}} = \frac{100}{\sqrt{1400}} = \frac{100}{28.28} = 3.54$$

(2) Calculate 't' value from the following information about the marks of 20 students on a test for 50 marks. 24, 26, 20, 26, 18, 20, 18, 18, 18, 18, 18, 18, 18, 18, 18, 18, 18, 18, 18, 18.

$$\text{S.D.} = \sqrt{\frac{(x-\bar{x})^2}{n}} = \sqrt{\frac{(23-18)^2 + (23-18)^2 + \dots + (23-18)^2}{20}} = \sqrt{\frac{120}{20}} = \sqrt{6} = 2.45$$

$$t = \frac{\bar{x} - \mu}{\sigma/\sqrt{n}} = \frac{18 - 10}{2.45/\sqrt{20}} = \frac{8}{2.45/\sqrt{20}} = \frac{8}{2.45/4.47} = \frac{8}{1.8} = 4.44$$

$$\text{S.D.} = \sqrt{\frac{(x-\bar{x})^2}{n}} = \sqrt{\frac{(23-18)^2 + (23-18)^2 + \dots + (23-18)^2}{20}} = \sqrt{\frac{120}{20}} = \sqrt{6} = 2.45$$

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S = Sample S.D

S

Q1) Which of the following economies occurs to all the firms in an Industry?

- A) Labour economies
- B) Economics of concentration
 - Marketing economies.
 - Managerial economies.

Economics of concentration:

In economics, market concentration is a function of the number of firms and their respective share of the total production.

Ex: Extent or degree to which a relatively small number of firms account for a relatively large portion of the market.

Managerial economies

It is the "application of the economic concepts and economic analysis to the problems of formulating rational managerial decisions".

Q2) Intellectual Property laws can protect -

- 1) Trade marks as copyrights → Patent!
- 2) Customer loyalty
 - 2 only
 - 3 only
 - 1, 2 & 3
- 3) 1, 2, 3 B, 4

Q3) Acquiring the use of equipment such as machinery without owning it, is known as -

- A) Leasing
- B) Hire purchase
- C) Factoring
- D) Acquisition.

Q4) VaR means -

- A) Volume of business at risk
- B) Value at risk
- Volume on risk
- Value at risk.

Q5) Stars, Problem children, Cash cows and dogs refer to classification of products according to -

- A) GE model → BCG matrix theory
- BCG model.

Question mark = problem children

GE multi factor analysis

It is a technique used in broad marketing

- product management to help a co. decide what product(s) to add to its product portfolio and which opportunities in the market they should continue to invest in.
- Developed by McKinsey for General Electric in the 1940s.
- It is conceptually related to BCG model

Business unit strength.

Market attractiveness		
High	Medium	Low
High	Invest	Protect
Medium	Invest	Protect
Low	Harvest	Divest

HR Invest

LL Direct

MM Protect

LM Harvest

ML Harvest

- Q) Promotional activities does not include -
 A) Advertising B) Personnel selling
 C) Product re-design

3) Pricing is equal to -

- A) Cost of the product
 B) Benefit of the firm.
 C) Function of risk rating
 D) All of the above.

3) The effectiveness of marketing communication has to be measured on -

- A) Cognitive levels B) Commative levels
 C) Behavioural levels D) All of these.

Q) Pricing objectives consists -

A) Skin the cream.

B) Targeted rate of return.

C) Price stabilization.

D) All of these.

3) "Price policies provides the guidelines within which pricing strategy is formulated and implemented" who said -

- A) Cundiff and Still C) Scott
 B) Philip Kotler D) All of these.

3) Which of the following may be considered as the correct reason for money having time value?

A) It is the legal tender for carrying out any type of transaction.

B) In India, it is guaranteed by the Union Govt

C) Its purchasing power increases with the power of time due to inflation.

D) Money can be productively invested to generate real returns over a period of time.

3) Which of the following is/are true regarding the measurement of cash inflow and outflow of a project?

- A) Dep. amount should be added to profit before tax
 B) Dep. amount should be added to P&T
 C) Dep. amount should neither be added to nor be subtracted from P&T.
 D) Working Capital requirement in the first year should be treated as cash inflow.

20) Merchant agents who adopt the auction method of selling goods on behalf of their principal are called -

- A) Brokers
- B) Auctioneers
- C) Common carriers
- D) All of these.

31) Baumol's model and Miller-Ode model are models for -

- A) Cash management
- B) Receivables mgmt
- C) Inventory mgf
- D) Markets info

38) Net income theory, cost operating income theory, traditional theory and MM theory are theories relating to -

Capital Structure:

39) The purpose of any HR information system is to -

- A) Replace human decision making with computerized decision making

to provide data & date summaries that are error free.

o assist manager in decision making.

o Reduce the no. of low level support staff.

no which one of the following orders indicate the correct logical order of managerial functions?

- A) Planning, organizing, staffing, Directing
- B) Control & co-ordination.

41) The negative process of eliminating firms who oppose uncompromising from all the candidates considered for permanent employment is called -

- A) Recruitment
- B) Selection
- C) Training
- D) Promotion.

42) Banks can avoid deference against loans made to industrial units from -

- A) DI and CAC
- B) DDCR
- C) NABARD
- D) ECAC.

DIAC: Deposit Insurance and Credit Guarantee Corporation, (1961) Reg.

Limit is ₹ 1,00,000 on one account.
from May 1, 1993 onwards.

43)

Monetary policy does not include -

- A) Increase in tax rates

o Change in Repo rate.

c) Decrease in CRR.

D) Open market consideration.

44) The U.T.I. was established in -

- A) 1962
- B) 1963
- C) 1964
- D) 1965

HS Notes the following:

1 - c

2 - b 3 - a 4 - d

1) Shipping bill a) To certify the origin of goods.

b) For having loaded the cargo in the ship.

c) Consider invoice. d) To transport cargo by ship.

4) Packing Slip. a). To identify the cargo in slip.

b). To identify the cargo in slip.

HS) Export de corps' principle was enunciated

by →

a) Earnest Date b) R. C. Davis

c) Money Tail d) Peter F. Drucker

A feeling of pride & mutual loyalty shared by the members of a group.

5) MBO is a technique which requires that the objective of the enterprise

Solution:

Be defined in terms of measurable results.

GOM: Good, Questions & Metrics.

6) Consortium advances refers to -
a) Con-current borrowing
b) Multiple financing.

c) Joint financing by more than one bank.

First Govt RBT = ADA Smith

4) SDRs are allotted & allocated to member nation in proportion to their -

a) Population b) National income

c) Subscription to IMF & Poverty

HS) A chart in (Exhibit) from 1966 to 2000 indicates appreciation in dollar and depreciation in rupee.

1. SEBI allowed trading in stock index futures in.

A) January 2001 B) January 2002

- July 2002 D) None of these.

& During XI Five Year plan it was proposed to spend _____ % of GDP on education

- A) 1.5 B) 2.5 C) 3.5 D) None of these.

3) Foreign universities bill proposed -

1. Q) To promote R&D

2. Q) To improve quality of higher education.

3) To boost investment in higher education.

Which of the following combination is correct?

- A) 1 and 2 B) 1 and 3 C) 2 and 3

D) 1, 2 and 3

4) (A) Fixed deficit shall lead to inflation.

- (B) The extra fixed deficit is funded through monetisation.

A is correct B is incorrect.

5) List - A

List - B

- 1) GATS 2) Monopoly

- B) Co - 2 C) Banking Services.

- C) SEBA

- D) IRDA

- 1) GATS 2) Monopoly

- B) Co - 2 C) Banking Services.

- C) SEBA

- D) IRDA

2, 3, 1, 4

GATS: General Agreement on Trade in Services
 is a treaty of the WTO that entered into force in Jan 1995 as a result of the Uruguay round.

I Capital gearing. 1. Liquidity

II ATR

III P/E

IV Investment turnover.

- 2 \Rightarrow III \Rightarrow
3. Capital productivity.

4. Cost of equity.

- 2 \Rightarrow III \Rightarrow
3. Capital productivity.

4. Cost of equity.

Investment turnover = Productivity.

P/E inverse of K_e .

IV When cost-output elasticity is equal to 1, Scale economies will be -

A) Zero \Rightarrow less than zero \Rightarrow more than zero
B) None of the above.

V Short-run cost function of a firm

is $TC = 300 + 10Q$, the marginal cost is -

- A) 300 \Rightarrow 10 \Rightarrow 300 \Rightarrow 10.

VI Which combination of the following factors is the right answer for long-run equilibrium in a perfectly competitive market?

- A) Marginal cost \Rightarrow Factor cost \Rightarrow cost

B) Marginal Revenue \Rightarrow Avg. Revenue and

- A) $MC = MR$ B) $AC = AR$

- C) $AC = AR = MR \Rightarrow AC = MC = MR = AR$.

(A) If the elasticity of demand is infinity, the demand curve is a vertical straight line.
(B) The elasticity of demand at the mid-point on the demand curve is equal to one.
A is incorrect and B is correct.

15) List - A

List - B

I Positive Economics \Rightarrow EBIT

II Normative Economics. 2) Fiscal policy

III Macro Economics. 3) What is to be

IV Micro Economics. 4) What is

- I II III IV

- 4 3 1 2.

Positive Economics

The branch of economics that concerns the description and explanation of economic phenomena.

It focuses on facts and includes the behavioral relationships and includes the development and testing of economic theories.

Normative Economics

It is a part of economics that expresses value or normative judgements about economic fairness or what the outcome of the economy or goods of public policy ought to be.

(b) Suppose the minimum value of dependent

variable is u and the constant value of independent variable is v in a particular

estimation like with one independent Variable -

Given the Value of independent Variable as v what Should be the Value of dependent

Variable?

A) 8 B) 10 C) -1 D) 0

H) with a lower significance level than (T)

Probability of rejecting a null hypothesis

is actually true -

D) Increases H) Decreases \rightarrow Remain the same -

D) Becomes zero.

(b) Which Combination of Sampling method

is not a Probability Sampling method.

1. Stratified Sampling 2. Systematic Sampling

3. Clustered Sampling 4. Judgements Sampling

A) 1 and 2 B) 1 and 3 C) 2 and 4 D) 3 and 4

(a) The hypothesized value is correct & accurate.

(b) If the value of the test statistic falls in acceptance region, the hypothesis is accepted.

A) it is incorrect and R is correct

Q) List - A

List - B

I) Chi-square test II) ANOVA

III) Goodness of fit test

IV) t-test

V) F-test

VI) Z-test

VII) Paired sample test.

I II III IV

2 4 1 3

(a) MBE stands for departing only significant

B) Events C) Decisions or Deviations

D) Achievements.

(b) Which of the following is not a concept of Zohar's vision?

A) Task oriented B) Span of control C) Team leader.

D) County club.

Q) Acc. to Herzberg, employee motivation is a function of -

H) Ambience D) Good \rightarrow Job security E) Empowerment

which of the following combination is correct.

A) 1 2 2 B) 2 2 3 C) 2 2 4 D) 3 2 4

(a) BOD is not responsible for ensuring

Corporate Governance

(b) ND is the Policy maker of the organization

Both A & B are incorrect

- 1) Blake
 2) Drucker
 3) Graicuna
 4) McGregor
 5) Motivation theory.
 6) Super-ordinate goals.
 7) Country club.

I II III
 4 3 1 2

- 1) Span of control
 2) Satisfaction and long run benefits
 3) Known as -

- 4) Deliberate product \Rightarrow Solitary Product
 5) Pleasing product \Rightarrow Deficit Product
 6) A set of human characteristics associated with a brand, which has symbolic or self expressive meaning for consumers
 known as -

I II III IV
 3 1 4 2

- (a) Lifestyle is a manifestation of a number of behavioural factors.
 (b) Market Segmentation ~~not~~ necessarily has to always depend on life-style of customers.
 Both A & R are correct.

Ques 3) List-A

- 1) Attention
 2) Interest
 3) Desire
 4) Action

1. Information search.
 2. Purchase decision.
 3. Need recognition.
 4. Evaluation of alternative.

Ques

- 1) Brand loyalty
 2) Brand extension.
 3) Broad personality
 4) Brand equity

I II III IV
 3 1 4 2

3) If the DOL is 2 and that of financial savings is 3, the percentage change in DOL will be -

A) 21% B) 31% C) 61% D) 51%

- 1) Way of consumer adoption process in diffusion of innovation?
 2) Laggards, innovators
 3) Innovators, laggards, middle majority
 4) Innovation, early adopters, middle majority.
 5) Laggards.

I II III IV
 1 2 3 4

33) Which combination of the following variables will influence IRR?

1. Leverage Ratio 2. Profit margin.

3. Sales to cash Ratio 4. Debt burden.

- A) 1,2,3 B) 1,2,4 C) 2,3,4 D) 1,2,3,4

34) A project acceptable under NPV criteria is always acceptable under IRR

criteria.

(R) Discount rate under IRR is the same as the IRR itself.

(A) is incorrect and (R) is correct

35) Light-A

Light-B

→ Light

→ Investments

→ Durand

→ Dividend model.

→ Sharpe

→ NOT

→ Mandm

- I II III IV
3 4 2 1

35) Which combination of the following factors is valuable as a barometer of Public opinion in the org

Said by -

A) Barnard

B) Simon

C) Neibert

D) Keith Davis

36) MBO system to processes may include

the following process mechanisms or sub-systems.

A) Barnard

B) Simon

C) Neibert

D) Keith Davis

Solution.

Performance appraisal, career planning and organization development.

37) Which combination of the following factors

Signifies job analysis?

1) Job enrichment 2) Job enlargement

3) Job description

4) Job specification.

- I II III IV
1 2 3 4

38) MBO is a motivational tool.

(A) Employees participate in setting the objectives.

Solution:

Basis 1 & 2 are correct

(b)

List - A

- I) A store clerk tells the top executive what to buy a commodity.
- II) A youth running to have life and property at a house on fire commands neighbour to collect water.
- III) A newly elected secretary advises members about their duties.
- IV) A leader attempts to bend his follower to his will
- V) Leadership by function
- VI) Leadership by Nitration.
- VII) Leadership by personality
- VIII) Leadership by position.

I II III IV

3 4 2 1.

IV) The programme in which individual banks adopt a particular district for intensive development is called -

A) Integrated Rural Development Programme

B) Lead bank Scheme.

C) Service area approach.

D) Nodal

E) Which among the following is not true?

A) SFCI can subscribe to debentures floated by industrial concern.

B) SFCI are permitted to allot a portion of their shares to put portion.

List - B

- C) SFCI can subscribe directly to shares of only co.
- D) SFCI can under write the shares of RRB or debentures of industrial concerns.

4) The Nationalized Comptroller (NAC) advised to achieve,

1. A degree of operational flexibility -
2. Increased autonomy in decision making.
3. Greater degree of professionalism.

Combinations

A) 1 2 3 > 1 2 3 > 2 2 3 > 1, 2, 2, 3

5) (A) Liberalisation ensures sustained growth

of banking Sector.

(B) Liberalisation eliminates weaker banks.

(C) It is incorrect and (R) is correct

List - A

II) State-cooperative I) Private bank

III) State Bank 2) Dena Bank.

IV) Foreign Bank 3) Agra Bank

V) Nationalised Bank 4) State char. Bank.

VI) Korova Bank

7 2 3 1

3 4 2 1

List - D

Q) GDRs are a form of

- A) International bonds.
- B) International currencies.
- C) International money market instruments
- D) International Deposits.

Q7) Vertical spread is also known as -

- A) Diagonal spread
- B) Money spread ✓
- C) Calendar spread
- D) Call spread.

Vertical spreads or money spreads involving options of the same underlying security, same expiration month, but at different exercise strike price.

Horizontal or calendar spreads or time spreads are created using options of the same underlying security, same strike prices but with different expiration dates.

Q8) Which combination of the following factors is associated with IFRP theory?

- 1) Today's spot rate
- 2) Forward rate
- 3) Expected spot rate
- 4) Actual spot-rate after the end of the period.

Codes

1 and 2.

ECP: Euro Commercial Paper

G2: Geographical indication in a name sign used on prop products that have a specific geographical sign.

IPR: Intellectual property rights

Bank rate Party is a no-arbitrage condition representing an equivalent state under which investors will be indifferent to interest rates available on bank deposits in two countries.

(unanticipate changes in exchange rate).

Covered: Foreign exchange risk rate.

Uncovered: Forward Contract

The idea generated with the school of Bolourance in the 16th century and was developed in its modern form by Gustav Cassel in 1918.

The concept is based on law of one price, where in the absence of transaction costs and official trade barriers, identical goods will have the same price in all markets when the prices are expressed in the same currency.

IAS

- (A) IMF member countries can use SDRs for meeting their import obligations.
- (B) SDRs are issued to solve the international liquidity problems.

(A) is incorrect (B) is correct.

Liquidity

SDR

ISPRs

International money market instrument

ADTB

UNICER

MNCB

World Bank

IBRD

- 1- Which one of the following statements is not true?
- All Accounting Standards in India are framed by ICAI from time to time.
 - All Accounting Standards are mandatory.
 - Responsibility Accounting Proves Revenue and Cost Centres are identifiable.
 - Social Accounting is not mandatory in India.
- 2) As per current regulations each mutual fund can invest maximum limit of
- ₹ 300 crore
 - ₹ 300 mn
 - ₹ 300 cr.
- 3) One of these is not a commodity exchange established in India -
- MCX
 - NSE
 - BANKEX
- 4) Securities Lending and Borrowing (SLB) is the mechanism introduced by SEBI -
- For providing settlement of stocks held short.
 - For raising loans against stocks.
 - For settlement of short selling of securities.
 - For settlement of default transactions.

3) As per current regulations each mutual fund can invest maximum limit of

- ₹ 300 crore
- ₹ 300 mn
- ₹ 300 cr.

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- For raising loans against stocks.
- For settlement of short selling of securities.
- For settlement of default transactions.

- 5) The Settlement period for short sales is -
- T+3
 - T+2
 - T+1
 - T+5
- 6) Govt. Securities Act has not provided
- One of the following facilities -
 - Permits pledging of securities.
 - Govt. securities can be split into different securities.
 - Domestication facility can be provided to investors.
 - Payments will be made to the bearer of the securities. ✓
- 7) If the yield on long dated Govt. Securities falls, then the yield curve will become -
- Steeper to flatter
 - Shift upward.
- 8) If the Govt. of India security is created at 10% - If the interest rate goes down by 1%, the market price of the security will be
- ₹ 110
 - ₹ 109
 - ₹ 122.20
 - ₹ 111.20

$$\text{Calc} \\ 110 \times \frac{1}{100} = 11 \quad 10\% \text{ return, i.e. lower} \\ \therefore 110 \times \frac{1}{100} = 109$$

$$\text{Calc} \\ 110 \times \frac{1}{100} = 11 \quad 10\% \text{ return, i.e. lower} \\ \therefore 110 \times \frac{1}{100} = 122.20$$

Q) Which one of the following statements is false?

- Convertible debentures carry on clause of equity shares.
 - Favourable news on brighter the prospects for stock market.
 - Money market mutual fund don't invest in equity share.
 - Mutual fund manager has benign influence on the stock market.
- 10) Which one of the following statements is true?
- Steeper yield curve means long term interest rates are much higher than short term interest rates.
 - Falling interest rates cause P&L of debt mutual fund to go down.
 - Mutual funds can offer guaranteed return.
 - A mutual fund scheme with an entry load will have its price higher than its NAV.

$$\frac{\text{PAT}}{\text{No. of EPS}} = \frac{\text{Rs. } 15,00,000}{\text{Rs. } 1,00,000} = 15. \quad \frac{25}{25} = 10.$$

$$\text{P/E Ratio} = \frac{\text{MPS}}{\text{EPS}} = \frac{80}{8} = 10.$$

(2) Financial risk is defined as - structure

- Risk arising due to capital dynamics.
- Uncertainties in cash flow.
- Business losses.
- Risk due to market price fluctuations.

13) A Co. with equity capital of Rs 15 Crores and PAT of Rs 10 Crores. The face value of the share is Rs 5 and P/E Ratio is 10. The market Price will be -

$$\text{MPS} = \frac{\text{PAT}}{\text{No. of EPS}} = \frac{\text{Rs. } 10,00,000}{\text{Rs. } 1,00,000} = 10.$$

$$\text{EPS} = \frac{\text{PAT}}{\text{No. of EPS}}.$$

$$\text{P/E Ratio} = \frac{\text{MPS}}{\text{EPS}}$$

$$10 = \frac{\text{MPS}}{10} : \text{MPS} = 10 \times 3.33$$

- A company with a capital of Rs 50 Crore (Face value of Rs 10 per share) makes a gross profit of Rs 10 Crores and PAT of Rs 8 Crores. If the market price of its equity is -
- The P/E ratio will be -

$$10 = \frac{80}{8} = 10.$$

(14) Find the odd-man-out in innovation.

Market risk

A) Interest rate risk B) Business risk.

C) Market risk D) Inflation.

15) Which one of the expressions indicate market risk of individual security?

A) $R_i \rightarrow R_p \rightarrow R_i \rightarrow R_p$

B) A system used to determine the attractiveness and probability of success of a product is called -

A) Demand forecasting B) Opportunity analysis C) Environmental analysis D) Market opportunity analysis.

16) Purchase of goods, Services and information from various online suppliers is -

A) E-commerce B) E-Purchasing
C) E-marketing D) Tele-marketing

17) The process of reintroducing earlier products that can be well adapted to a new market environment is called -

A) Re-invention B) New invention.
C) Backward invention D) Reintroduction.

Backward invention is a product strategy in international marketing in which an existing product may have to be engineered or simplified down by the company to be selected in less developed countries, often at a cheaper rate.

18) The process of selling off products under a particular brand name is called

A) Brand line B) Brand extension C) Brand mix

D) Brand portfolio.

19) Products that are necessary for the use of other products such as razor blades or form are called -

A) Main products B) Captive products
C) Erratic products D) Event products

A) Main products B) Captive products
C) Erratic products D) Event products

20) Match the following

List - I

a) Geographic i) Age

b) Demographic ii) Income level

c) Socio-Economic iii) Region

d) Psychographic iv) Comprehensiveness

a b c d
i ii iii iv

List - II

i) Print ads
ii) Coupons

iii) Telemarketing
iv) Print media

v) Personal selling
vi) Sales promotion

vii) Advertising

a b c d
i ii iii iv

Q3)

Statement(A): Relatively permanent and homogeneous division in a society into into which individuals or families showing similar values, life-styles, interests and behaviour can be categorized.

Statement(B): This is social class.

Solution

~~Both the statements do not match each other -~~

~~(i) The set of all brands and brand lines are -
Particular firm lines for sales to buyers in a particular category is known as -~~

A) Brand line B) Brand mix C) Brand group

2) Brand portfolio.

Brand Portfolio:

The total collection of trademarks that a company applies to its products or services.

Each make a brand within a business' brand

Portfolio might be registered under applicable trademark laws and can represent a valuable asset, to a co. that is often actively used to promote to potential customers.

3) The extraction of useful information about individuals, trends and segments from the mass of data is known as.

A) Data mining B) Database data retrieval
C) Data warehouse

SK) A set of procedures and sources from which managers obtain every day information about developments in the marketing environment is called -

A) Marketing information system.

B) Marketing intelligence system.

C) Market research.

D) Marketing reports.

28) When the manufacturer uses advertising and promotion to persuade customers to buy the product, the strategy is known as -

A) Pull strategy B) Push strategy C) Sales strategy

D) Marketing strategy.

29) Groups of people who influence a person's attitudes, values and behaviour is called -

A) Friends Group B) Peer group C) Neighbours

3) Reference group.

When a firm increases the depth within a particular line and/or the number of items a firm offers to customers is called -

A) Product expansion B) Product extension.

C) Product-mix expansion D) Line extension

30) Selling the product through every available outlet in a market where consumers might reasonably look for it is called -

A) Comprehensive distribution B) Intensive distribution
C) Exclusive distribution D) Selective distribution.

3) Human factor can be described as -

- a) Active agent b) Passive agent
- c) Inanimate object d) Inorganic object

34) Job description and job specification are

the byproducts of -

- a) Job enlargement b) Job enrichment
- c) Job analysis d) Job design.

35) A process that assesses right number and right kind of people are available at right times and right places in an optimal way.

- a) Recruitment process.
- b) Selection process.
- c) Induction.
- d) manpower planning.

36) Educational qualifications are prescribed

by law for the following position -

- a) HR manager b) Labour welfare officer.

c) Marketing officer d) All the above.

37) The process of familiarizing the new employee with company rules, regulations and other job related information.

- a) Placement b) Induction
- c) Role clarity
- d) Job classification.

38) Job description is a statement that

consists elements like -

- a) Job title, location and duties.
- b) Machines, tools & equipment.
- c) Materials, working conditions and hazards.
- d) All the above.

39) In performance appraisal, when teacher's assessment is influenced by previously held beliefs, this errors is called -

- a) Spill over effect b) Perceptual set
- c) Halo effect d) Leniency error.

Spillover Effect: (Psychology).

It refers to the tendency of one person's emotion to affect how other people around them feel.

Ex: Teacher, Baby, pregnant, student happy

Halo effect:

The halo effect is a term used in marketing to explain the bias shown by customers towards certain products because of a favourable experience with other products made by the same manufacturer or maker.

Halo effect is driven by brand equity

Leniency Error:

Performance appraisals or interview bias which occurs when a manager or interviewer too positively an employee or the interviewee too positively opposite of ridiculous error -

3.2 → the tendency to judge all aspects of an employee's performance on the basis of a single attribute is.

- ④ halo effect ⑤ leniency error.
- ⑥ like me effect ⑦ rated effect.

Like-me effect.

→ More than fair rating given to an applicant or employee due to his or her personal or professional similarity to the interviewer or evaluator.

Also called similarity error.

Rater bias.

It is a problem arises when managers rate employees using scales that are vague, or highly subjective -

Real wages.

- Q) In money wages are fixed and constant, which of the following situations would prevail?
- A) Real wage may also be constant.
 - B) Real wage may fall (fall in value)
 - C) Real wage may rise
 - D. None of the above

3) A creative method of training in which participants are given an opportunity to generate ideas openly, without fear of judgement.

- A) Simulation B) Artificial intelligence -
- C) Brain storming D) Imbarket

In-basket training.

Method of acquainting new or promoted employees with the complexities of their jobs by presenting them with a range of problems they might face in their 'in basket' when they take up the job.

Artificial intelligence:

It is the branch of computer science concerned with making computers behave like humans. The term was coined by in 1956 by John McCarthy.

The theory and development of computer programs able to perform tasks normally requiring human intelligence, such as visual perception, speech recognition, decision making and translation between languages.

Q) In money wages are fixed and constant, which of the following situations would prevail?

- A) Real wage may also be constant.
 - B) Real wage may fall (fall in value)
 - C) Real wage may rise
 - D. None of the above
- Real wages.
- The term real wages refers to wages that have been adjusted for inflation, or equivalently, wages in terms of the unit of goods & services that can be bought.
- This term is used in contrast to nominal wages or adjusted wages.
- Q) Give the correct Residence of the following -
- i) Living wage ii) Minimum wage iii) Fair wage
 - iv) Subsistence wage
- A) Subsistence wage
B) Fair wage
C) Minimum wage
D) Living wage

Subsistence wage

A Std. of living wage to meet only the bare necessities of life.

Living wage

A theoretical wage level that allows the earner to afford adequate shelter, food and other necessities of life.

The living wage should be substantiated enough to ensure that no more than 30% of it needs to be spent on housing - the goal of the living wage is to allow employees to earn enough income for a

Ratifactory Std. of living to

Minimum wage: 24/- (1918)

The lowest wage permitted by law or by a Special agreement.

Fair wage

It is that level of wage that not just maintains a level of employment, but helps to increase it keeping in perspective the industry's capacity to pay.

↳ which is often intra-industry help facility?

↳ Lodges & unions. [Auto-union - facility]

B) Welfare facilities.

C) Housing facility.

D) Credit facility.

Credit facility

An organization of other adults who take care of children in place of their parents. Day care center.

QH

Health facility where patients receive treatment.

↳ the scope of industrial relations does not include

- (A) Employer & employee relations.
- (B) Employer and trade union relations.
- ↳ Employer and customer relations.
- (D) Employer and Govt relations.

↳ welfare is considered as -

- (A) Social concept B) Relative concept
- ↳ Total concept D) All the above.
- (E) Arrange the following in order -
 - i) Promotion ii) Performance appraisal
 - iii) Recruitment iv) Training.

3. 4. 2. 1.

Q) Make the following

Part-A

Part-B

- a) Current Account → i) Unilateral transfers.
- b) Capital Account → ii) Basic balance
- ↳ Official Reserve etc. → iii) SDRs
- d) Net Liquidity bal. → iv) Liquid short term capital

4) Which Conference gives birth to the "International Monetary Fund"?

- a) Bretton Woods
- b) Congress of LIMA

c) TIDA.

45) Statement 'A' SDR's are right to draw on the International Monetary Fund and on the International Monetary Fund and are sometimes called 'Paper Gold'

Statement 'B' Miscellaneous items consists of the allocation of Special Drawing Rights (SDR's) and statistical discrepancy.

Statement 'A' and 'B' are true.

46) How many members are there in IMF (as on July 2011)?

$187 + 1 = 188 \rightarrow 180 > 182$

50) The International Finance Corporation came into force on -

\rightarrow July 1956 \rightarrow August 1956 \rightarrow January 1956
 \rightarrow December 1956

(to test)

55) Which of the following is not example of Foreign exchange rate?

51) S^u Conference of GATT has been held at -

a) Uruguay Round \rightarrow Copenhagen
 \rightarrow New Delhi \rightarrow Chennai

b) London \rightarrow Paris
 \rightarrow Geneva and so on

52) Prof. J.R. Keynes \rightarrow Prof. Rensis Likin
 \rightarrow Prof. Horst Kehrer \rightarrow Prof. T.M. Huxley

53) The SDR's can be used --- by the participating countries -

- a) conditionally \rightarrow un-conditionally
- b) freely \rightarrow warrants.

54) Notes are following :

Part-A

Part-B

(Foreign Exchange Reserve, in gold.
 Σ core).

a) 100124	\rightarrow 2007-08
b) 48293	\rightarrow 2008-09
\rightarrow 81188	\rightarrow 2009-10
\rightarrow 102572	\rightarrow 2010-11
a-1 b-2 c-3 d-4	

56) Who had demonstrated how prosperity of one country brings prosperity to other countries?

a) J.R. Keynes \rightarrow Prof. Rensis Likin

b) Prof. Horst Kehrer \rightarrow Prof. T.M. Huxley

53) How many percent of the subscribed capital of World Bank has been called and paid by member countries?

A) 10% B) 20% C) 15% D) 35% ✓

54) The Multilateral Investment Guarantee Agency (MIGA) was created in -

A) 1988 B) 1989 C) 1990 D) 1991

A) 1988 B) 1989 C) 1990 D) 1991

55) Match the following -

Part-A
(Country)

Part-B
(Currency)

- a) Algeria → 1) Dinar
- b) Angola → 2) Kwanza
- c) Egypt → 3) Pound
- d) Ethiopia → 4) Birr
- e) Greece → 5) Cedi
- f) India → 6) Rupee

(b) The organization for European Economic Co-operation formed in -

A) 1940 B) 1945 C) 1947 D) 1946

61) The objective function is -

A) To achieve socio-economic development.

B) To improve the financial position of the country.

C) To prevent concentration of wealth in the hand of few people.

D) All of the above. ✓

62) Which of the following is an indirect tax?

A) Wealth tax B) Income tax C) Gift tax

D) Sales tax. ✓

63) Maximum number of members in EEC is -

A) 4 B) 6 C) 5 D) 26

64) Income Tax Act came into force on -

A) 1-4-1962 B) 1-7-1962 C) 1-5-1962 D) 1-9-1962

65) Surcharge means -

A) Tax on total income B) Tax on salary income.
C) Tax on tax D) None of the above.

66) Municipal tax paid by — is not allowed.

A) Tenant B) Owner C) Person D) None.

67) Section 80G deals with —

A) Pension B) Donations C) Graduate D) Handicapped, deduction

68) If increase in Physically handicapped, deduction

A) Is allowed B) Is not allowed.

A) 80A B) 80C C) 80U D) None.

69) Section 80D deals with -

A) Medical expenses B) Education expenses.

C) Pension D) None.

70) Education can be variable at — rate.

A) 3% B) 2% C) 2.5% D) 3.5%

KERALA SLET 2011

20/03/2011

1. Which one of the following is not an integral part of impact a business organization?

Team

- A) Residential status of an individual is to be determined for -
i) Previous year ii) Assessment year
iii) Accounting year iv) All of the above
- B) A senior citizen is one of - - - and
i) above -
ii) 50 yr - iii) 55 yr - iv) 60 yr - none of the above.

#3) The exemption limit of income tax for tax purpose for the individual in case of an individual other than Senior Citizen is -

- A) Rs 10,000 ✓ B) Rs 1,00,000 C) Rs 20,000

#4) Section 31 of the Income Tax Act relates to

- A) Repairs and maintenance of machinery ✓
- B) Depreciation on buildings -
- C) Deduction on specified businesses 35 AP.

D) Agriculture extension project -

- A) Rs 10,000 ✓ B) Rs 1,00,000 C) Rs 20,000

#5) Which one is not a deduction Section in Income Tax Act ?

- A) Rs 10,000 ✓ B) Rs 1,00,000 C) All of the above.

- A) Value system of promotion.
- B) Mission & Vision of the organization.
- C) Brand equity
- D) Financials.

#6) An industry characterized by the existence of a large number of firms selling products which are close, but not perfect substitutes is known by the name.

- A) Oligopoly B) Monopoly Monopolistic
- B) Duopoly.

#7) Which one of the following is a correct sequence according to the level at which may one Ref?

Solution!

Mission — objectives — Goals — Targets

#8) From the following, pick a right judgement model of environmental forecasting -

- A) Delphi method ✓ B) Scenario Development
- C) Critical Site method D) Premising method.

Delphi method

It is a structured communication technique, originally developed as a dynamic, interactive forecasting method which relies on a panel of experts to generate answers to questionnaires in two or more rounds.

⇒ GAAR stands for -

General Anti-Avoidance Rules.

⇒ Gross National Income (GNI) is the new name for:

Gross National Product.

⇒ Indian Currency is not fully convertible as to -

A) current & savings \rightarrow capital & transaction

⇒ Both A & B \Rightarrow None of the above.

⇒ The role played by the state by enabling and operating business enterprises by bearing risks & costs on behalf under

A) Planning role \Rightarrow Promotional role

B) Regulatory role \Rightarrow Entrepreneurial role -

C) Freedom of trade is guaranteed by which Article of Indian Constitution =

A 301 \Rightarrow 302 \Rightarrow 303 \Rightarrow 304

⇒ If different markets are in diff levels of readiness to accept a new product

of culture, the phenomenon is due to -

A) cultural non-conformity \Rightarrow cultural transmission.

B) Cultural lag \Rightarrow cultural non-adaptation

↳ Cultural lag

- The term cultural lag refers to the notion

that culture takes time to catch up with technological innovations, and that social problems and conflicts are caused by this lag.

Cultural transmission

⇒ Who cannot be a Complainant under the Consumer Protection Act 1986 in India?

A) Central State Govt.

B) Recognised Consumer Association

C) A retail dealer

D) One or more consumers where there are numerous consumers having the same interest.

⇒ BIFR is an agency formed under which India's legislation?

A) Companies Act \Rightarrow Sick Industrial Co^r d^r Act 1985

B) Small & Medium Industrial Underlying Act.

C) Industrial Development & Regulation Act.

BIFR: Board for Industrial and Financial Re-organisation.

(ii)

Lia-A

Lia-B

II. Social environment \rightarrow Competition Act

III. Economic environment \rightarrow Remote banking.

IV. Legal environment \rightarrow Education.

V. Technological environment \rightarrow Human Development Index.

I \rightarrow II \rightarrow III \rightarrow IV

iii iv i ii

14) Certain restrictions or conditions imposed by a Govt in respect of foreign investments in a country \rightarrow ~~denoted by -~~

15) Which one of the following is not a mode of Foreign Direct Investment?

A) Joint venture \rightarrow wholly owned subsidiary \rightarrow ADGPK

B) Cross border acquisition \rightarrow ~~ADGPK~~

16) Which one of the following is a correct transaction under FEMA 1999?

Solution:

Proceeds received against export of goods or services.

17) Who is the current Vice-chairman of Planning Board of Karnataka?

C.M. Theertha.

(i) Computer Programs are treated by -
A) Patent \rightarrow Copyright \rightarrow Trademarks.
B) Trade names.

18) A contra voucher is used to record which one of the following transactions?

Cash deposited with Bank.

Same as above Capital

20) Accumulated profit is \rightarrow RHS as a liability in the Balance sheet - which accounting concept is behind such a treatment?

A) Going concern \rightarrow Business entity

B) Accrual \rightarrow Accounting period.

21) Which accounting standard deals with accounting for Depreciation?

A) AS 10 \rightarrow AS 26 \rightarrow ASG \rightarrow AS 16.

22) Under which method depreciation amount will be more during initial years when compared to other methods?

A) SLN \rightarrow WDV \rightarrow Annuity \rightarrow Sum of the digits.

23) How is Carrying forwards shown in final accounts?

B) As an expense in trading &c

24) Any balance in Share Capital etc after scrapping of entire share will be transferred to General Reserve \rightarrow Capital Redemption Reserve

C) Capital Reserve \rightarrow P.L.O.

Q5) Which among the following is true for single entry system:

- (A) Only one aspect is recorded for all the transactions.
- (B) Only the debit aspect is recorded for all the transactions.

- (C) Only the credit aspect is recorded for all the transactions.
- (D) Only the credit aspect is recorded for all the transactions.

- (E) Only the credit aspect is recorded for all the transactions.

- (F) Both the aspects of some transactions are not recorded.

- (G) In insurance ac. legal fee with respect to claims are shown in.

- (H) Revenue ac. to. Paid ac or Paid rec ac.

- (I) None of these.

- (J) Which one of the following is added along with closing capital to arrive at net profit made by a firm under single entry system?

- (K) Rent on Capital
- (L) Drawings
- (M) Additional Capital introduced
- (N) Opening Capital

(O) ~~old capital~~ xx.
~~new capital~~ xx.
xx.

(P) ~~old capital~~ xx.
~~new capital~~ xx.
xx.

(Q) ~~old capital~~ xx.
~~new capital~~ xx.
xx.

(R) ~~old capital~~ xx.
~~new capital~~ xx.
xx.

Q6) A credit note was issued under which circumstances?

- (A) Credit Purchase
- (B) Credit Sales.
- (C) Purchase Returns
- (D) Sales Return.

Dr. ~~Receivable Ac~~ xx -
to Sales Ac - xx

(E) Total subscription received during 2012 is ₹ 60,000, out of which ₹ 8,000 pertains to the year 2013 and ₹ 6,000 pertains to 2011, what will be the subscription income for the year 2010?

$$\text{₹ } 60,000 \rightarrow \text{₹ } 56,000 \rightarrow \text{₹ } 58,000$$

Subscription for the Year 2012 ₹ 60,000

₹ 8,000 to be deducted

₹ 68,000
68,000
52,000
6,000

58,000

(F) Under stock and debtors accounts which one of the following accounts is posted with cost price only?

- (G) Debtors Ac to Branch Stock Ac
- (H) Goods sent to branch Ac to Branch adjustment Ac

(I) A, B, C sharing profit equally decided to admit X as a new partner for 1/4 share. Who will be the sharing ratio of A, B, C?

$$\text{(J) } 1:1:1 \rightarrow 3/4 : 2/4 : 1/4 \rightarrow 1:2:1 \\ \rightarrow 1:2:3$$

3) The ruling given in the famous decision

"Gosner vs Murray" as applicable to -

to Retirement of a Partner \rightarrow Distribution of firm

\Rightarrow Admission of a Partner \rightarrow Death of a partner

2) Under amalgamation, in the books of vendor

Company, profit on Settlement of Preference

More written will be -

a) Debit to Goodwill etc. b) Credited to Capital Reserve.

c) Credited to realization A/c. debit to realization A/c.

Later, to be debited to realization A/c.

3) When a Company is liquidated, salary payable to its employees for a period less than 12 months is treated as -

a) Preempted cas b) Secured creditors.

c) Unsecured cas d) Party Received cas.

34) Capital employed of ABC Ltd stand at Rs 10 lacs with a 20% P&L mounted expectation -

If the Co. made a profit of ₹ 2,000/-
What will be the value of Capital computed
on 35% P&L share of Super Profit?

Ans 2,00,000 B) 2,50,000 c) 2,25,000 D) 1,50,000.

Steps Calc of Super Profit

$$\text{Super Profit} = \text{Actual profit} - \text{Normal profit} - \text{Expected Profit}$$
$$2,50,000 - 2,00,000$$
$$= ₹ 50,000$$

Goodwill = Super Profit $\times \frac{100}{100} \text{ of Yrs Purchase}$

$$= \frac{50,000 \times 3}{100}$$
$$= ₹ 1,50,000$$

35) Accounts of electricity companies are prepared under :

a) Double accounting system b) Single entry system.
 \Rightarrow Govt accounting system \Rightarrow Cash system.

36) A cost incurred in the past which is inseparable and hence irrelevant for decision making is -

a) Imputed cost b) Sunk cost c) Discretionary
d) opportunity cost.

37) If annual demand is 2000 units, ordering cost is ₹ 10 per order and carrying cost is ₹ 1 per unit. What is EOQ?

Ans Goodwill B) 100 units C) 200 units D) 300 units.

$$\text{EOQ} = \sqrt{\frac{2AB}{C}}$$
$$= \sqrt{\frac{2 \times 2000 \times 10}{1}}$$
$$= 40$$

$$\cdot \sqrt{40,000}$$

$$\frac{200 \times 200}{10000}$$

$$\text{EOQ} = 200 \text{ units}$$

39) Which of the following is NOT an advantage of Break-Even chart?

- A) It serves as a valuable aid in forecasting costs, sales, and profits at various volumes of sales.
- B) It helps to study the effect of various product mixes on profits from a single break-even chart.
- C) It is a tool for excercising cost control.
- D) It is helpful in knowing the effect of increase or reduction in the selling price, which lead in computed while deciding the size of the bin space inside the stores.
- E) Maximum \Rightarrow Minimum \Rightarrow Average
- F) Re-order level.
- G) The overheads incurred for running a concern is re-apportioned among production departments on labor basis.
- H) Floor area \Rightarrow Equitable \Rightarrow No. of employees.
- I) Value of plant
- J) In process costing value equivalent of abnormal gain awarded.
- K) Credited to process A/c \Rightarrow credited to normal you A/c
- L) Debited to process A/c \Rightarrow Debited to normal loss A/c

40) Which one of the following is not a feature of Process A/c?

- A) Continuous production to work in process
- B) Normal job \Rightarrow Production against customer order
- C) Margin of Safety multiplied with the ratio will result in -
- D) Contribution \Rightarrow Profit \Rightarrow Fixed cost
- E) Break Even Point.

$$41) \text{Margin of Safety} = \frac{\text{Actual Sales} - \text{Break Even Sales}}{\text{Actual Sales}}$$

- 42) If annual fixed cost is £ 20,000, variable cost per unit is £ 8 and selling price per unit is £ 12, what will be the B.E.P?
- A) 4,00,000 units \Rightarrow 6,00,000 units \Rightarrow 1,80,000 units
- B) 10,00,000 units

$$\text{BEP}(\text{units}) = \frac{\text{Fixed cost}}{\text{Contribution P.u}} = \frac{20,000}{4}$$

- 43) It so for producing one unit of a product is 5kg, and the business has produced 1000 kg by consuming 5000 kg of raw-materials during March 2012, with sale price per unit at £ 10 and actual price per unit at £ 12, compute M.C.V.

$$44) \text{M.C.V} = (\text{S.P} \times \text{A.P}) - (\text{C.P} \times \text{A.P})$$
$$= (5000 \times 10) - (5500 \times 12)$$
$$= 50000 - 66,000$$
$$= 16,000 (\text{A})$$

Net total budget incorporating all functional budgets is otherwise known as -

- a) Zero base budget b) Budget manual
- c) Master budget

b) For preparing an income statement in Rupee terms to common size format,

which figure is identified as the DACC figure?

- a) Total debit side of PLAC b) Total credit side of PLAC.

c) Total Sales \Rightarrow COGS.

d) In a TPS, doing stock results in:

- a) Application of funds b) Source of funds.
- c) No flow of funds d) B or C but not A.

e) Interest earned on investment by an investment company is classified in the cash flow statement under:

- a) Investing activity b) operating activity.
- c) Financial activity d) Fund from operations

f) By dividing market price per share with Earnings Per Share we get

a) Return on investment ratio

- b) Asset turnover ratio

c) Price Earnings Ratio.

d) Dividend payout ratio.

50. How is working capital turnover ratio computed?

- a) Working Capital \div Total assets.
- b) Total assets \div Working Capital
- c) Working Capital \div Net Assets.

d) Net Sales \div Working Capital.

51. If current ratio is 3:1 and working Capital = 60,000, what is the value of current liabilities?

$$a) 60,000 \quad b) 30,000 \div 1,80,000 \Rightarrow 12,000$$

$$WC = CA - CL$$

$$60,000 = 3 - 1$$

$$\frac{60,000}{2} = \frac{60,000}{\boxed{2}}$$

52. At IRR Profitability index of a project will be -

a) Maximum to minimum cost \Rightarrow zero.

b) High capital going indicates degree of vulnerability of cash available to -

a) Equity share holders b) Debenture holders

c) Preference share holders d) Financial institutions.

e) Zenith Ltd. produced and sold 500 units at 3.30 with a variable cost of 2.20 per unit.

f) fixed cost were 1,000. What operating leverage?

$$a) 4 \quad b) 2 \quad c) 3 \Rightarrow 1$$

Sales $(20,000 \times 30)$

60,00,000
6,00,000

\Rightarrow Variable cost

$(20,000 \times 20)$
4,00,000

Contribution

$2,00,000$
 $1,00,000$
 $1,00,000$

\Rightarrow FC.

EBIT

$$\%_{\text{ESR}} = \frac{2,00,000}{1,00,000} \quad \boxed{\text{OL} = 2}$$

Q7) Market value of shares of Apricot Ltd.

is £ 30 per share. It has paid a dividend of £ 2 per share during last year. If the company is expected to grow by 8% every year, what will be the cost of equity?

A) 16.5% B) 15.8% C) 14.5% D) 15.2%

$$k_e = \frac{D_f + g}{P_0} + r_f$$

$$\frac{2}{30} + 0.08$$

$$2(1+0.08) + 0.08$$

$$7 = \frac{D}{k_e - g}$$

$$30 = \frac{2}{k_e - 0.08}$$

$$30(1 - 0.08) = 2$$

$$27 = 60X$$

$$30 - 27 = 3$$

$$3 = \frac{60 \times 0.08}{2}$$

$$k_e = \frac{27.60}{2}$$

Q8) Which one of the following is not an assumption of the approach to capital structure?

- A) Investors are rational & no corporate taxes
- \Rightarrow Capital markets are imperfect
- C) Expectations of investors are homogeneous.

Q9) Level of EBIT beyond which benefit of financial leverage begins to operate with respect of EPS is known as

- A) Optimum capital structure & WACC.
- B) Financial BEP \Rightarrow Financial indifference point

Q10) The dividend policy of the firm along with its makes P/E & Dividend Yield.

A) Earnings Per Share \Rightarrow Dividend Yield.
 \Rightarrow Book Value \Rightarrow Price Earnings Ratio.

C) Under Net Present Value (NPV) method, cash flows are assumed to be reinvested at:

- A) Risk free rate of return \Rightarrow Cost of debt.
- \Rightarrow ERP \Rightarrow Discount rate at which NPV is computed.

Q11) Under which of the following formats lesser undertaken to finance only part of money required to purchase the asset under lease?

- A) Finance Lease B) operating lease
- C) Sale & lease back D) Leverage lease

Part of money financed by financial institution.

(b) Time gap between production of goods and their actual realization often holds in known as:

- a) operating cycle b) cash conversion cycles.
- c) Production Cycle d) Business Cycle.

Q) The annual credit sales of Ankur Ltd. is ₹ 12,00,000 and average debtors amounted to ₹ 1,60,000. What is the avg. collection period of the debt?

A) 90 days B) 45 days C) 75 days D) 60 days.

$$\text{Avg. collection period} = \frac{\text{Credit sale}}{\text{Avg. debt}} \times 365$$

$$A) \frac{12,00,000}{1,60,000} \times \frac{365}{8} = \frac{45}{8} \times 365 = 45 \text{ days.}$$

$$B) \frac{12,00,000}{1,60,000} \times \frac{365}{5} = \frac{45}{5} \times 365 = 81 \text{ days.}$$

- A) Less than 30 B) Less than 25 or less than 40
C) Less than 100.

(c) Maximum permissible bank finance (MPBF)

Under 1 method of Tandon Committee
Recommendations are

Solution:

₹ 5% of (Current Assets - current liabilities other than bank borrowing).

(d) Capital structure decisions should always aim at having debt component in order to -

- a) Gain from Xingon D) Gain control over the Co.
- b) Balance the capital structure.
- c) Increase the earning available for shareholders.

(e) If there exists no relationship between two variables, value of coefficient of correlation will be -

$$A + B - 1 \rightarrow 0 \rightarrow 0$$

(f) When relationship of two or more variables is examined by excluding the remaining variables it is known as -

- a) Multiple correlation b) Total correlation.
- c) Multiple regression d) Partial correlation.

(g) In testing hypothesis, what is the size of the sample to be declared as a small sample?

- A) Less than 30 B) Less than 25 or less than 40
C) Less than 100.

(h) A statistical tool used to estimate the unknown values of one variable from the known values of another variable is known as -

- a) Probability b) Testing hypothesis
- c) Regression d) Correlation.

(i) If a die is tossed up what is the probability that an odd number will be obtained

$$A) \frac{1}{6} \rightarrow \frac{1}{2} \rightarrow \frac{1}{3} \rightarrow \frac{1}{4}$$

→ If m is number of road and rail distances
number of columns for number of allocations
required to obtain an initial feasible
solution under transportation model -

A) $m+m$ B) $(m+1)+(m-1)$

C) $m+m-1$ D) $m+m+2$

→ Reducing the critical path duration by
varying the resources required to complete
the activities is known as -

A) Resource leveling B) Resource smoothing.
C) Crashing D) Resource mapping.

→ As the objective function value can be
maximized for a maximization problem or it is
increased for a minimization problem.

The right hand side of the constraints
can be increased in the case of minimization
problem without limit, in case of
maximization problem without limit, in case of
minimization problem.

A) Redundancy B) Cyclic C) Unbalanced
D) Infeasibility

→ Pick the instrument which is a non-negotiable one -

A) Bill of exchange B) Promissory note.
C) Currency note D) Cheque.

→ Which one of the following packages is used
for analysis in research?

A) SPSS B) SAS C) Java Script.
D) SPSS E) SAP.

→ Difference between services on loan charged
and list on deposit offered is known as
the name -

A) Slack B) Speed C) Gap D) Margin.

→ Which Indian bank has got a substantial
exposure in the sub-prime crisis reported
in the US?

A) SBI B) IDBI C) ICICI D) Bank of Baroda.

→ Product means require banks to define a
loan etc as non performing asset when the
interest along with principal repayment is not
forthcoming for more than -

A) 3 months B) 6 months C) 9 months D) 12 months

→ The strategy of introducing a new product
at a substantially low price to other e-agent

A) Price slanting B) Dual pricing compensation
C) Shadow pricing.

B) Which one of the following is not a name
associated with retailing?
A) Walmart B) Reliance C) Virgin D) Stalite.

→ Which one of the following packages is used
for analysis in research?

A) SPSS B) SAS C) Java Script.

D) SPSS E) SAP.

→ A sampling technique which selects initial
respondents by probability methods and additional
respondents from information provided by initial
respondents is -

A) Quota Sampling B) Convenience Sampling.
C) Cluster Sampling D) Snowball Sampling.

Q) Research relating to natural phenomena or relating to pure mathematics is known as:

a)

A) Fundamental Research B) Applied Research.

C) Descriptive Research D) Empirical research.

Fundamental Research:

It is called pure research is a systematic study directed toward greater knowledge & understanding of the fundamental aspects of phenomena.

Basic research is executed without thought of a practical end goal, without specific applications or products in mind.

Applied Research:

Investigation of the findings of "pure" or basic research, to determine if they could be used to develop new products or technologies.

Empirical Research:

Empirical research is based on observed and measured phenomena and derived knowledge from actual experience rather than from theory or belief.

Ex) Which one of the following comes first while doing a research?

- A) Setting the objective of the study.
- B) Siting the problem.
- C) Setting the hypothesis.
- D) Describing the methodology.

Q) Which one of the following is not a feature of a good research design?

A) Flexibility B) Appropriate & Biased

C) Reliability D) None

Q) A system of placing events in order, without an attempt to make the intervals of the scale equal in terms of time scale is:

A) Nominal Scale B) Ordinal Scale

C) Ratio Scale D) Interval Scale.

Q) Pick from the following which is not a measure of dispersion?

A) Standard Deviation B) Range C) Std. Deviation D) Mean Deviation

Q) What percentage of samples are having their mean value within a range of population mean $M \pm 3 S.E$?

A) 95% B) 99% C) 99.73% D) 99.45%

Q) Values which explain how closely variables are related to each other are known by the name:

A) Eigen value B) Factor loading C) Total of sum of the variances

D) Factor scores.

Eigen Value:

are a special set of numbers associated with a linear system of equations (i.e. a matrix equation) that are sometimes also known as characteristic roots.

Factor Score.

A factor score is a numerical value that indicates a person's relative ranking or standing on a latent factor.

Q1) Which among the following is an advantage of focus group?

- A) Synergism
- B) Spontaneity \Rightarrow Serendipity
- C) All of the above.

Q2) Pick from the following techniques that are not suited for hypothesis testing:

- A) Student t test
- B) ANOVA
- C) Chi-square test
- D) F-test.

Q3) If the sum of squared bias samples is 8 with a degree of freedom of 2 and corresponding figures within sample are 24 and 9 respectively. What will be the calculated value of F ratio?

$$\text{As } 0.6 \neq 2 \quad 1.33 \Leftrightarrow 1.50 \Rightarrow 3.00.$$

Q4) Which one of the following is not a psychological factor in resistance to change?

- A) Skill obsolescence \Rightarrow Ego defensiveness
- B) Fear of unknown \Rightarrow Tolerance towards no change.
- C) Concession of income on account of non-compliance to pollution norms.

$$F = 4$$

$$\frac{K^2}{P_i \cdot 6}$$

$$\frac{15}{\frac{24}{\frac{54}{11}}}$$

Q4) If an airline company purchases a hotel, it would be an example of -

- A) Strategic alliance
- B) Backward integration
- C) Forward integration
- D) Market expansion.

Backward integration

A form of vertical integration that involves the purchase of suppliers.

Forward integration

A business strategy that involves a form of vertical integration whereby activities are expanded to include control of the direct distribution of its products.

Strategic alliance

Strategic alliance is an agreement between two or more parties to pursue a set of agreed upon objectives needed while remaining independent organizations. This form of co-operation lies between mergers and acquisitions and organic growth.

Q5) Which one of the following is not a social economic factor?

- A) Phasing out of subsidies
- B) Rationalization of tax structure.
- C) Lowering of interest rates.
- D) Concession of income on account of non-compliance to pollution norms.

96) A summarized statement which provides an

overview of strengths and weaknesses in key result areas & are likely to affect future operations of the organization is known as -

A) Environment threats & opportunity profile.

B) Trend impact profile.

C) Organization capability profile.

D) Strategic advantage profile.

97) Choose the one which is best to an organization from the following -

A) Low industry growth rate.

B) Improves product quality of competitor's products.

C) Uneven competition with unorganized sector.

D) Critical raw materials are in short supply and hence need imports.

98) When a firm is credited with high market share in a market identified with low growth rate, is known as -

Concentric diversification.

Concentric diversification is a type of business strategy where a company acquires or creates new products or services to reach more consumers.

These new products and services usually are closely related to the existing products and services.

Business strategy where a company acquires or creates new products or services to reach more consumers.

These new products and services usually are closely related to the existing products and services.

99) When a firm is credited with high market share in a market identified with high growth rate, is known as -

A) Question marks \rightarrow cash cows \rightarrow Dog

B) Stars.

(100) Which one of the following is generally not cited as a reason for recommending as merger?

A) Diversification advantage.

B) Faster growth rate.

C) Resulting in diversifying the organization.

D) Reduction in competition.

100) The firm which penetrates in a narrow market product domain and guards it by giving more emphasis on cost effectiveness, centralized control and resource planning is -

A) Prospector \rightarrow Analyzer \rightarrow Reactor \rightarrow Defenders.

103) Which is not a characteristic feature of MIS?

- A) One-dimensional
B) Two topology
C) Exception based

- D) System approach.
E) Self oriented.

MIS?

104) A system with certainty or probability events is known with certainty as -

- A) Abstract system
B) Probabilistic system
C) Deterministic system.

- D) System approach.
E) Physical system.

The occurrence of all

105) State whether the two statements are true

TRUE and FALSE.

- Statement I: Firewalls completely prevent unauthorized access.

- Statement II: Encryption is a process of making information not understandable and in such a way that it is secure.

(1) is false but 2 is true.

106) When a retailer uses an e-commerce platform in merchandising from a wholesaler, it is a case of -

Platform in merchandising from a wholesaler, a platform in e-commerce

107) In a B2B transaction, there is

B2B transaction
C) C2B transaction

D) B2E transaction

E) A payment method under which the credit card numbers are stored on a hard drive to facilitate e-commerce is known as -

- A) Digital cash
B) E-money
C) E-wallet

- D) Digital money

108) A network topology in which there are at least 2 nodes with two or more paths between them is -

- A) Bus topology
B) Hybrid topology
C) Ring topology

D) Mesh topology

109) To be effective an organization should enable individuals to contribute towards objectives of the enterprise. The principle behind this above statement is -

- A) Scalar chain
B) Espirit de corps

- C) Unity of command
D) Unity of direction

110) Stimulating people to apply for job positions offered by an enterprise is known as -

- A) Selection
B) Induction
C) Recruitment
D) Evaluation.

111) In ERG theory, the hierarchy of needs have been condensed into which among the following combinations?

Solution:

Existence needs, Relatedness needs and Growth needs.

112) Which among the following is a factor affecting span of management?

- A) Complexity of work
B) Standardization of work.
C) Skill level
D) All of the above.

113) Who advocated MBO by objectives (MBO).

- A) Peter F. Drucker B) Elton Mayo.
C) Henry Fayol D) Harold Koontz.

114) A written statement minimum acceptable qualities required in a job incumbent for the effective performance of a job is

(A) Job Specification (B) Job description.

→ Job design → Job analysis.

115) Finance function falls under which of

- A) Line function B) Staff function.
C) Line & staff function D) Matrix function.

116) Theory X and Theory Y of motivation were proposed by -

- A) McGregor B) Herder C) Maslow D) Taylor.

117) Who propounded the "Expectancy theory of motivation"?

- A) David C. McClelland B) R.F. Skinner.
C) Frederick Herzberg D) Victor H. Vroom.

118) Adding higher level responsibility with an existing job position is known as -

- A) Job evaluation. B) Performance evaluation.
C) Job enrichment. D) Job rotation.

119) Which MBO management by participation?

- A) Group incentive bonus B) ESOP
C) Job training D) Welfare measures.

120) A worker appearing only at temporary jobs and not in the actual work place is -

- A) Part worker B) Contract worker.
C) Ghost worker D) Temporary worker.

121) Tools used in

122) Tools used in

SLET 2014 Paper-II

→ the go which investors, Producers, & markets and operates across the world is called?

- Global company is more to International co.
- Transnational company

Q) The key drivers of globalisation are,

- Govt. actions
- privatisation, Cost & competition
- Cost advantages, economic cycle, Govt action & competing.
- Market convergence, Exchange rates, cost advantage and Socio-demographic factors.
- Govt. policies, cost, Market & competition.

Q) Statement 1: Threat of exit in the possibility

- of a potential competitor entering a different market.

Statement 2: Threat of substitute is high if the substitute product provides a higher perceived value or benefit

II is correct II is wrong.

A) Trade Block

Member countries

- NAPFTA → i) Australia, New Zealand,
ii) US, Canada, Mexico.
- ANZCERT → iii) SARC countries.
- SAPTA → iv) Egypt, Libya, Mauritania.
- AMU → Arab Maghreb Union

ANZCERT: Australia, New Zealand and Chile Economic
Relations Trade Agreement also known as
(CERTA) - Signed in April 1993 -
old name New Zealand, Australia free trade agreement

MERCOSUR: Argentina, Brazil, Uruguay, Paraguay

or Southern Common Market (SCM)

SAARC: 1985 August

SAPTA: SAARC Preferential Trading Agreement
NAPTA: Jan 1984

Q) Factors preventing a potential competitor entering the market are

- Income of consumers → high capital cost.
- Product differentiation & Govt. Policy

Codes:
i) DAD ii) CAC iii) TBC iv) FAD

Product Differentiation

The marketing of generally similar products with minor variations that are used by the consumers when making a choice.

Q) Which one of the following should be considered as Revenue expenditure?

- A) ₹ 1,000 paid for erection of a new plant.
- B) Cost of ₹ 1,000 incurred increasing the existing accommodation of the hotel.
- C) Damage paid on account of breakage of Contract to supply certain Goods.
- D) Repair to reward band machinery purchased.

\Rightarrow A & D are sharing profit in the ratio of 3 : 2. They admit a new partner 'C' with $\frac{1}{5}$ th share in profit of the firm. The new blue line partners will be -

$1 - \frac{1}{5}, \frac{4}{5}^c$.

A D

C

$\frac{4}{5}^c - \frac{3}{5}$ $\frac{4}{5} - \frac{2}{5}$

$\frac{12}{5}^c$ $\frac{8}{5}$

$\frac{1}{5}$

$\boxed{12 : 8 : 5}$

$\frac{2}{5}$

$\boxed{12 : 8 : 5}$

Q) Which one of the following statement is incorrect

- A) Share premium received on issue of shares can be utilised for writing off the preliminary capital of the co.
- B) Capital Redemption reserve is available only for issuing fully Paid bonus shares.
- C) Discount on issue of shares is shown as a deduction from Capital due in the balance sheet.
- D) Rights shares issued go to the existing ESHU in call for preemptive right.

List - 2

List - 2

- 1) Financial leverage
- 2) Quick Ratio
- 3) Stock Turnover ratio
- 4) Margin on sales
- 5) N.V.U. 1, 2.

Efficiency

Profitability

Risk

Liquidity

10) Which of the following affect the BEP?

- (P) No. of units sold
- (V) Variable cost per unit
- (F) Total fixed cost
- (S) M.S.

1, 2 and 3

11) The demand curve of a monopolist is

- A) Parallel to X axis
- B) Parallel to Y axis
- C) Slopes downwards from left to right
- D) Curves upward from left to right

(12) If the point elasticity of demand = 1 then

marginal revenue will be equal to -

A) AR B) Zero \Rightarrow positive or negative.

Ans:

It is a diagram map which is used to determine the optimal production point at any given level of output, this line gives the lowest cost combination of inputs that can produce the level of output.

(13) If the two factors of production are

complements then Marginal rate of technical substitution below than does not diminish.

(R) If the two factors of production complements it implies that they are used in fixed proportions.

A & R are correct.

- (14) Which of the following combination is/are correct?
- i) Exceptional demand curve slopes upward.
 - ii) Exceptional demand curve slopes downward.
 - iii) Generally demand curve slopes upward.
 - iv) Generally demand curve is remain vertical.

Only i.

(15)

List - 2

List - 2

A) Giffen paradox

\Rightarrow States symbol commodity

B) Conspicuous consumption \Rightarrow Expansion Path curve

C) Production function \Rightarrow Isoquants

D) Optimum factor combination \Rightarrow Law of demand.

A B C D.

4 1 2 3

Isoquants

Defined from Greek word, means equal, is a contour line drawn through the set of points at which the same quantity of output is produced while changing the quantities of two or more inputs.

(16) \rightarrow the when the null hypothesis in $H_0: \mu = 42$

\rightarrow the alternative hypothesis can be -

- A) $H_1: \mu \geq 42 \rightarrow H_1: \mu < 42$
- B) $H_1: \mu \leq 42 \rightarrow H_1: \mu \neq 42$

(b) Decision maker makes decision on determining appropriate significance level by determining

see QSR of -

- performing the test is Type I Error
- Type II Error

Codes:

QSR \rightarrow 2.23 \rightarrow 1.237 if now 21

Q) (A) The numerical value of coefficient of Correlation explains total variation in dependent variable.

- (R) The numerical value of coefficient of determinants explains that fraction of total variation that is explained

A is incorrect R is correct.

Q) Lage - A

Sum of Residuals

Lage - B
Degree of freedom

B) SSE \rightarrow 1 $(n-2)$

C) SST \rightarrow 2 $(n-2)$

D) SSR \rightarrow 3 $(n-2)$

- A \neq B \neq C \neq D.
- 1 2 3 4 5 6 7

SST = Total sum of Residuals. (It very small)

SSE = Sum of Residuals due to Err.

observed values & estimated values.

SSR = Sum of Residuals due to Regressa.

$SST = SSE + SSR$

In regression, the R^2 co-efficient of determination is a statistical measure of how well the regression line approximates the real data points. An R^2 of 1 indicates that the regression line perfectly fits the data.

$$R^2 = \frac{SSE}{SST}$$

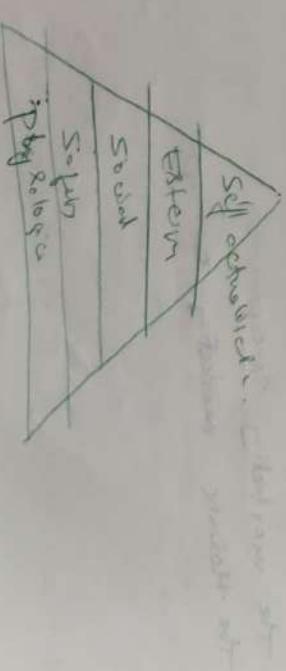
- Q) An ideal organisation to be bureaucratic where activities and objectives were rational thought and whose division of labour were explicitly spelled out who consider the above statement -
- (a) Chester Z. Barnard \rightarrow Max Weber
 - (b) Henry Fayol \rightarrow Henry L. Gantt

Q) The key elements of organisational behaviour are

- (a) Motivation, Direction & Leadership.
- (b) Group of people who work independently.
- (c) People and their behaviour.

(d) People structures and technology (Ergonomics).

- Q) Arrange the following motivational needs in the order of ascendance as identified by Maslow -
- (a) Esteem needs \rightarrow Safety needs \rightarrow Physiological needs \rightarrow Social needs \rightarrow Self-actualisation needs.



Ques

S-II Robert Owen is the father of Modern Personnel Mgt.

S-II's Prof Mayo conducted Time & Motion Studies at Hawthorne works of western Electric Co.

Statement I is true and II is false.

Mayo with Fritz Richterberger in the Hawthorne plant of western Electric Co. in the social-psychological aspect of human behaviour in organisation.

Ques) List-II

- Habit
- Orientation
- Power & Conflict

- a) organization level.
- b) individual level
- c) group level.

Ques) Product market expansion grid was proposed by -

(i) P.T. Drucker (ii) Michael Porter (iii) Ansoff
Dr. Theodore Levitt.

Ansoff's Product - Market expansion Grid

Product - market expansion grid for detecting new income growth opportunities.

- There are four strategies.
- Market Penetration Strategy
- Market - Development Strategy
- Product - Development Strategy

I Diversification Product

	Old Products	New Products
Old Market	Market Research & Development	Market Diversification
New Market	New Development	New Market Diversification

Diversification:

Concentric Diversification

- Develop new products with the existing technology for new product segments.

Conglomerate Diversification

- Develop new products for new markets.

Horizontal Diversification

- Develop new products with new technology for old customers.

Ques) Marketing is "Marketing" this is implied in -

- The product concept
- The selling concept
- The marketing concept
- The holistic marketing concept

Product - Development Strategy

- Develop new features.
- Develop all quality levels.
- Improve the technology.

Market - Development

- Expand distribution channels.
- Sell in new locations.
- Identify the potential user.

Market Penetration Strategy

- Encourage current customers to buy more.
- Attract competitor's customer.
- Convince non-users to use the product.

Q) Which of the following is/are responsible for Strategic Planning GFP?

- i) Intensive growth ii) Integrative growth iii) Diversification growth.

Code
A) 1 2 3 C 2 D 2 E 3 D 1 2 3.

Q) Market development strategy enables the

- i) to gain more market share.
- ii) Diversification strategy leads to an increase in market share.

Both A & B are correct.

ANSWER

30)

Last - 1

Last - 2

- 1) Width of product mix
2) Depth of product mix
3) Length of product mix
4) Consistency of product mix

- 1) No. of variants in the product line
2) No. of items in the product line
3) Consistency of product mix
4) No. of products lines.

3) According to Weller model, if 'g' is the IRR, 'g' is the growth rate and following cost of capital, under which of the following condition the optimal pay-out ratio is low?
A) $\delta = k_c$ to take or take $\delta > k_c$.

Q) Which of the following is not value driver that affects the value of the firm according to Weller model?

- i) Operating Profit Margin.
- ii) Cost of Capital
- iii) Book Value of the firm
- iv) Income Tax Rate.

ALCAP Model of Value based Mgt based on discounted cash flow analysis - the following are the value drivers.

- i) the growth rate of sales
- ii) operating profit margin / operating income
- iii) income tax rate
- iv) increased invest in working capital
- v) increased interest in fixed assets

ANSWER

33) Some companies in some industries have high fixed cost but have skills and predictable revenue which of the following statements would be true about these companies.

- A) The degree of operating leverage is relatively low.
B) Their bond issues would tend to have a speculative rating.
C) Their overall risk is relatively low.
D) They are unable to take on much additional financial risk.

34) A company has target ROI of 14%. The financial leverage of the company is 0.5.

The corporate tax rate applicable to the company is 30%. If the avg. cost of debt is 9.5%, the ROI that the company should earn to achieve the target ROI is -

A) 16.5% B) 18.25% C) 19.25% D) 20.25%

Current expectation - 14%.

$$14 \times 0.5 = 7\%$$

(+) cost of debt $\frac{9.5\%}{1 - 0.3}$

10.67% for book value for book value

- higher self and external
wants when no change in
market demand

B

35)

List - 2

1) operating income.

1) cost of goods sold in M^{R} .

2) Capital employed.

3) Inventory turnover

4) Gross cash flow.

5) Net fixed asset investment
2) Net working capital

6) PBIT

	A	B	C	D
5	3	1	2	

36) The individuals who recognized the link between performance for the firm fine.

A) Taylor & Taylor B) Mayo C) Herzberg
D) Kohm.

Alice kohn.

Kohn speaks widely on human behaviour,
Education and parenting

37) Contains data about each employee

Skills, abilities and work experience etc

A) Biode \rightarrow personnel record

B) Appraisal form

C) Skills at inventory

Lists of abilities, capacities, qualities and a
Skills and abilities to identify suitable
Career goals of the employees for internal recruitment or promotions.

Candidates for internal recruitment or promotions.

30) S-II. An arbitrator is an outside third party who is brought into settle a dispute and he/she has the authority to make a decision.

S-II: Man power planning is needed in order to identify an organization's need to have optimum work force.

A & R are correct.

31) Match the following

- (A) Personality 1) Ability to do the job.
- (B) Aptitude 2) Stable pattern of behaviour
- (C) Skills inventory 3) Measuring the performance
- (D) Performance appraisal 4) Capacity to acquire skills.

A B C D.
2 4 1 3

Ans: Which of the following statements are true?

- (1) The term salary is commonly used for those employees where pay is calculated according to the No. of hrs worked.
- (2) The word dynamics is derived from a Greek word which means power.

- (3) Time scale of performance appraisal is usually one year.
- (4) Human relations theory focuses on informal organisation.

Codes: Solution:

1 & 2 are incorrect,
3 & 4 are correct.

- (1) The concept of mutual funds was started with unit schemes of UTI in —.
- (2) ITC Ltd. India To 1972, Canada 1964, Chicago 1964, India.

42) Which of the following liabilities are taken into account for acid test ratio?

- (A) i) O/S ~~expn~~ ii) T/B P iii) Bad in Trade Crd
iv) Receivable debentures.
- (B) Debit card.

Solution
1, 2, 3, 4.

43) S-II: The debit card will free you from carrying cash or a cheque book.

S-II: Debit cards are readily accepted at ATMs.

Solution
Both A & R are correct.

44) Match the following

- (A) New Bank of India. 1) Punjab National Bank
- (B) Bank of India. 2) HDFC
- (C) Times Bank. 3) Oriental Bank of Commerce
- (D) Global Trust Bank

A B C D
1 4 2 3

46) Which of the following is on account that shows the transactional relationship b/w countries?

- A) Capital A/c
- B) D/P
- C) operational A/c
- D) current A/c.

47) In which of the following levels of economic integration, do the member countries have common currency, fiscal and monetary policies?

- A) Free Trade Area
- B) customs Union
- C) Economic Union
- D) European Union.

Free Trade Area:

A group of countries that have few or no price controls in the forms of tariffs or quotas between each other.

Customs Union:

A group of states that have agreed to charge the same import duties as each other and usually to allow the trade b/w themselves.

Economic Union:

A type of trade bloc which is composed of a common market with a customs union. The participant countries have both common policies on product regulation, freedom of movement of goods, services and the factors of production (capital & labour) and a common external trade policy.

European Union:

A political unit, often called the EU, to which the member states of the EEC are evolving. Based on the Maastricht treaty, it envisions the eventual establishment of common economic, foreign, security and justice policies.

EEC: European Economic Community:

48) Which of the following statements is/are true regarding in foreign exchange market?

- 1) A higher spread indicates higher trading the currency.
- 2) A very low spread is an indication of high liquidity in the markets for the currency.
- 3) Bid is the price @ which the dealer will sell the currency and ask is the price @ which the dealer buys the currency.

Codes:

- A) 1 above
- B) 2 above
- C) 3 above
- D) 1 & 3 above

Bid is for buy.

Ask is for sell.

EHTP: Electronic Hardware Technology Park

49) Which of the following cover agreement on trade related aspects of intellectual property rights?

- i) Enforceable rights in trade.
- ii) Legal method of claiming property.
- iii) Intellectual property.

Codes:

- A) Only iii
- B) Both ii & iii above.
- C) Only i above
- D) Only i & iii above.

50) List 2

List - 2

- A) EDU's, SEZ, EHTP. 1) Trade deficit
STR
- B) BOP 2) International economic institutions.
- C) IMF, IFC, ADB 3) Export house
- D) Leasing 4) Advance Payment of foreign borrowing
- 5) Foreign borrowing in advance.

A B C D
3 1 2 4

Leads & Lags:

The alteration of normal payment or receipts in a foreign exchange transaction b'coz of an expected change in exchange rates.

An expected increase in exchange rates is likely to speed up payments, while an expected decrease in exchange rates will probably slow them down.

— 0 —

PAPER - II SLET - 2014

21/4/16

- Q1) A financial asset that represents a claim on another financial asset is called —
 - A) Hedged asset
 - B) Sub-ordinated asset
 - C) Dual security
 - D) Derivative asset

Q2) Sub-ordinated asset

A loan (or security) that ranks below other loans (or securities) with regard to claims on assets or earnings.

- Q3) Which of the following discount rate should be used when computing the net advantage to leasing?
 - A) Lessee's after tax discount rate.
 - B) Lessee's pre-tax discount rate.
 - C) Lessor's pre-tax discount rate.
 - D) Lessor's after tax discount rate.

Q4) The international bonds issued in multiple countries but denominated in a single currency are called —

- A) ADR
- B) Foreign bonds
- C) Euro bonds
- D) Gilt bonds

- Q5) A stock has produced annual return of 11%, 15%, -6% and 4% over the past four years respectively. What is the 68% probability range of returns?

$$\begin{array}{r} 11 \\ 15 \\ 4 \\ \hline 30 \\ \hline -6 \\ \hline 24 \end{array}$$
$$\frac{24}{30} = 60\% \times 6$$

- A) -2.82 to 14.8%
- B) -12.42 to 24.4%
- C) -9.9% to 21.9%
- D) -32 to 15.2%

5) Portfolio diversification reduces ~~which type of~~ risk?

- a) Market risk b) Asset specific risk.
- c) Total risk d) Systematic risk.

6) Advantages of investing in mutual funds for individual investors is/are -

- i) Diversification of risk
- ii) Professional knowledge of fund manager in managing funds.
- iii) High returns iv) Steady returns
- v) Reduced returns.

Codes

- a) I, II and III b) I, II and IV
- c) II, III and V

Bombay Stock Exchange

7) Which of the following is not regulated by SEBI?

8) FII to FDI \Rightarrow Mutual fund \Rightarrow Depositors.

FDI: India was regulated by FEMA (1992)

Currently by FEMA (1999).

FDI policy released by Department of Industrial Policy & Promotion.

Multi-commodity trading

9) The first computerised online stock exchange in India is -

d) NSE to TSE c) MCX to NCDEX.

National Stock Exchange

- It was incorporated in 1992 as a stock exchange.

- In April 1993, it was recognised as a stock exchange under the Securities Contract Regulation Act 1956.

- NSE commenced operation in June 1994.

- Capital market segment of the NSE commenced in December 1994, while operation in the derivatives segment in June 2000.

- Capital market segment of the NSE commenced in December 1994, while operation in the derivatives segment in June 2000.

- April 1996 launch of S&P CNX Nifty.

- February 2000 commencement of futures trading.

- Established in 1875, which is having permanent recognition.

- Since 1986, SENSI was calculated based on total market capitalisation and from 2002 it changed to free float market capitalisation.
- SENSI is calculated for every 15 seconds, and the base value is 10 (1978-79).

National Commodity and Derivatives Exchange
Established on December 15, 2003, HQ Mumbai.

Forward Market Commission:
Established in 1953.

Q) A basket used in evaluating the performance of a responsibility centre manager as distinct from the performance centre is -

↳ contribution margin less controllable fixed costs.

↳ contribution margin plus fixed costs deferred into inventory.

↳ Sales less committed cost.

Codes:

A) I only D) I and II both.

C) III only D) II only.

Q) Which of the following statements is correct?

A) Marketing to workers is the term used apposite to the daily settlement factor found in all forward contracts.

B) A future contract is exactly the same as a forward contract.

C) Only a contract in a related, but not identical, asset or a weapon of hedging is called cross risk. ↗
D) The gain / losses on a futures contract are settled on daily basis. ✓

Cross Rate:

The currency exchange rate between two currencies, both of which are not the official currencies of the country in which the exchange rate quote is given.

It does not involve the U.S. dollar.

Move to Market

→ record a change in the value of an asset or fund to reflect its current fair market value. Marking to market occurs on a daily basis and is used for a number of purposes.

Q) Venture capital funds are usually deployed in -

↳ Loss sale companies.

↳ Listed IT companies.

↳ Unlisted IT companies.

Q) Short-term ventures by new generation entrepreneurs -

A) I, II, III D) II only.

Q) Which one of the following statements is true?

A) The value of a merger to the acquiring firm increases as the merger premium increases.

B) Stock acquisitions tend to be less complicated than cash acquisitions.

C) The managers of the acquiring firm do not have to lose any of their managerial control, they should acquire other firms with cash, rather than stock. ✓

Q) An acquisition completed by exchanging shares of stock is generally a taxable transaction.

13)

List - 2

- a) Commodity market
 - i) NAM
 - ii) Derivatives & FTR
 - iii) Financial derivatives
 - iv) Commodity derivative
- b) Stock market
- c) Factoring
- d) Mutual funds.
- e) Liquidity risk.
 - i) Recession.
 - ii) Bank rate
 - iii) Price volatility
 - iv) Market risk
 - 1) Marketability of security
- f) Interest rate
- g) Business risk

14)

List - 3

- (i) Marketing plan starts and ends with -
- A) Market acceptance B) Market coverage
- C) Market awareness D) Market strategy
- E) Consumer selling
- F) Group of ordinary consumers return and organized to offer views on product and services they have purchased are called
- G) Consumer group
 - i) Complain panel
 - ii) Advertisers

15)

List - 2

- a) Risk-return trade-off
 - i) Risk-free rate of return
 - ii) Risk premium
 - iii) Minimization of risk
- b) Relationship between spot & forward
 - i) Spot rate parity theory
 - ii) Human information processing
- c) HRA
 - i) NAM
 - ii) Derivatives & FTR
 - iii) Financial derivatives
 - iv) Commodity derivative

16)

List - 4

- A) A brand's position and its continuing repositioning in the market is called -
- B) Market acceptance to market coverage
- C) Market awareness D) Market strategy
- D) Planning a profit E) Sales promotional profit
- E) Group of ordinary consumers return and organized to offer views on product and services they have purchased are called
- F) Consumer group
 - i) Complain panel
 - ii) Advertisers
- G) A wide range of marketing activities conducted at the point of sale.
- H) Market potential
 - i) An estimated number of customers a co. can reach with a marketing campaign.
 - ii) An estimated share in a particular market.
- I) Market reach
 - i) An estimated number of customers a co. can reach with a marketing campaign.
 - ii) An estimated share in a particular market.
- J) Merchandising
- K) An estimated share in a particular market.
- L) A characterization of market

SOP → the extent to which a product/service has succeeded in gaining its share of sales in a market is called -

- a) Market Niche
- b) Market Penetration.

- c) Market Potential
- d) Market Positioning.

Niche market

A small but profitable segment of a market suitable for focused attention by a marketer. Market niches do not exist by themselves, but are created by identifying needs or wants that are not being addressed by competitors, and by offering products that satisfy them.

Market Positioning

An effort to influence consumer perception of a brand or product relative to the perception of competing brands or products. The objective is to occupy a clear, unique and advantageous position in the consumers mind.

Market Potential

The estimated maximum total sales revenue of all suppliers of a product in a market during a certain period.

Market Penetration

A measure of the extent of a product's sales volume relative to the total sales volume of all competing products.

SOP → the dumping action in a open market are often called -
a) window dressing b) Crosses → through
c) Backets.

S-I:

Packing two products together and selling at a price less than the sum of two individual items is called Banded pack.

S-II

Competitive marketing and related activities based on any factor except price is called Priceless competition.

I

is correct but III is incorrect

- 2) The task environment of marketing includes -

- a) Employees

- b) Target customers

- c) Supplier

- d) Distributor

SWOT

Strengths

Weakness

- a) Products having low value, low cost and moderate risk.

- b) Luxury products

Luxury

- i) Products having high value, high cost & high risk.

- c) Strategic products

Strategic

- ii) Products having high cost, high value & high risk.

- d) Troublesome products.

Troublesome

- iii) Products having low value, low cost & little risk.

(25) S-2) Most of the big ~~car~~ ~~business~~ ~~their~~ marketing research activation.

S-2) Unprofitable customers who defect to a competitor should be encouraged to do so

It is correct and 2 is incorrect

(26) Demographic segmentation includes -

- a) Age & life cycle b) Income & social class.
- c) Generation & gender d) Geography & income

Codes

- A) a, b, c d) A & B only e) C & D only f) b, c & d

(27) S-2) Product line refers to a group of products within a product class that are closely related.

S-2) The width of a product mix refers to how many ~~diff~~ ~~different~~ products gives the company a better position.

Both are correct.

(28) List-A

List-B

- a) Value pricing i) cost + profits.
- b) Quality based pricing ii) Profit for a fixed rate of profit
- c) Make-up pricing. iii) Pricing dependent on competitor prices
- d) Target return pricing iv) changing low price for - high quality offerings
- e) b c d
- f) iii ii i ii

4, 3, 1, 2

(29) The buying behaviour is influenced to a great extent by

a) Culture b) Programming c) Family tree d) Income

a) Culture b) Programming c) Family tree d) Income

a) a & b b) a, b & d c) b & c d) a, b & c.

30) The task of any business is to deliver -

a) profit.

b) Customer needs c) Product d) customer value.

c) Products & services

d) Human Resource plan of organisation should be flexible as far as possible.

e) To accommodate changes in senior management

f) To adapt to changing skills & qualifications

g) To accommodate the rapidly changing environment in which most org. operates.

h) To ensure diverse work force at all levels.

31) Critical factors which ensures success of an org.

i) -
j) Retaining only talented people.

k) Provision of incentives liberally to motivate employees

l) Creating cultures & systems in which staff can use their talents.

m) Creating conducive environments to ensure high performance from every one.

33)

S-I: Balanced score card is a measurement framework that helps managers translate strategic goals into operational objectives.

S-II: A group of individual jobs of an organization is called job family.

Solution

1 is correct, 2 is wrong.

Job family

Is defined as a series of progressively higher, related jobs distinguished by levels of knowledge, skills and abilities and other factors which promotional opportunities to employees.

34) List - A

- a) Structured interview. i) Getting responses without influencing applicants' answers.
- b) Situational interview. ii) Seeking response to a actual work incidence happened in past
- c) Behavioural description interview. iii) Seeking response to a given hypothetical incident
- d) Non-Directive interview. iv) Seeking responses for pre-determined questions

a b c d

4 3 2 1

35) Skills deficit exists in the labour market

- A) when the skills available do not match the skill required.
- B) when the supply of skills is keeping pace with the jobs available.
- C) when the skills supplied match those demanded.
- D) when the supply of skills fall short of jobs created.

Codes

- A) a b & c only B) a & b only C) a & d only
D) b & c only.

36) The most common activities by human resources dept. which are often outsourced are

- A) Recruitment & Selection B) HRP
C) Performance evaluation D) occupational health

37) Portfolio working in which

- A) An individual works at home for a single employer.
B) A person demonstrates his work in a portfolio.
C) A person is not attached to a single employer & contact of employment.
D) A person choosing multiple career.

38)

S-I: An employee leaving the org as a result of Violation of rules is an example of forced retirement.

S-II: Mgt giving an option for an employee to retire due to his illness or disability is an example of voluntary retirement.

Voluntary retirement

Scheme is a method used by govt to reduce surplus staff.

VRS applies to an employee who has completed 10 yrs of service & is above 40 years of age.

Forced retirement

The involuntary ending of one's career b/c of a lay off, health problems or disability.

Forced retirement can have a significant negative effect on workers' achievement plans if they are unable to earn several years' worth of income that they anticipated and/or they are forced to take social security benefits only.

List - A

- a) Graphic rating scale i) Ranking employees from best to worst.
- b) Ranking method. 2) Measuring performance against absolute std.
- c) Paired comparison 3) Measuring performance against sift of statement
- d) Matching method. 4) Measuring perf with other employees in a group.

List - B

- (i) Employers are interested in employee engagement
- a) To make employees work harder for less payment.
 - b) To make substantial profit.
 - c) To encourage employees to trust their managers.
 - d) Engaged employees are more motivated and prepared to give their best to the firm.
- (ii) The expansion of HCA in:
- a) Human capital allowance
 - b) Human capital resource
 - c) Human capital approach
 - d) Human capital personnel.
- (iii) The main factors which are responsible for creating negative impression:
- a) Clear & informative joblets.
 - b) Long & complicated application blanks.
 - c) Poor organization image in the market.
 - d) Neglected people in the T.O.S.
- Codes:
- a) a, b, c, d and e are correct.

(47) Tight labour market refers to a situation where in

A) There is high labour turnover.

B) Firms can hire the employees without any difficulty.

C) Firms offer additional incentives & benefits.

D) Recruitment has to move creative.

Soln:

A) a, b & c B) a, c and D) a, b & d.

Q5-2)

Job Specification is a statement of the needed knowledge, skills & abilities of the person who is to perform the job.

S-2:

i) Great reliance on internal recruitment can result in high labour turnover.

Soln:

1 is correct. 2 is incorrect.

Hence the Purchasing Power parity theory was put forward by -

As Dr. Paul Einzig

or S.S. Taxapore

- iii) According to article 2 of the Charter of the SAARC, following is not the objective of the association -
- A) To promote the welfare of the people of South Asia & to improve their quality of life.
 - B) To strengthen co-operation with other developing countries
 - C) To promote and strengthen collective self-reliance among the countries of South Asia.

2) Production of all types of products - raw semi-processed and processed.

48) Arrange the following stages of globalisation in correct sequence

1. Multi-national co- 2. Domestic co-

3. Transnational co- 4. International co-

Soln:

2, 4, 1, 3.

49) (A) Mult'l help to increase the investment level and share by the income & expenditure in host country.

(C) Know how to consider the cost of factors of production around the world.

Soln:

Both are correct.

50) List - 2

(Crossed lines)

i) UNCTAD

ii) UN Dept. of economics

& Social affair.

iii) UN industrial development

organisation

iv) UN international trade

com.

List - 3

(Crossed lines)

1) New York

2) Switzerland

3) Geneva

4) Working br.

- 51) Which of the following basic methods of payment do the least secure in terms of security to the exporter.

- A) L/C B) Open Ac C) Draft/ T/T D) Cash in advance

SEZ holding — gives the bank or the option to acquire foreign exchange from the monetary authorities of another member of the IMF.

A) Dollar B) Gold C) Silver D) SDR¹ (Paper Gold).

SEZ (A) SEZ can import duty-free all their requirements of imports.

(B) Supplies to SEZ units are considered as deemed exports and suppliers are eligible for advance license for import of immediate imports.

Both is true.

Q4. Arrange the following strategic decisions of SEZ in sequence...

- Market selection decision.
- Marketing mix decision.
- Entry & operating decision.

Ans: 3, 2, 1 & 3.

Q5) List 2

- Asian Bank
- IMF/WHO
- HFA
- ITC

1, 2, 3, 4

Q6) — the three nations which filed a complaint to the WTO Dispute Settlement Body against the ban on Shrimp imports, imposed by USA are,

Solution
Malaysia, Thailand & Pakistan.

Q7) Which one of the following factors has not contributed to the over border portfolio investment?

- Liberation of international portfolio investments, particularly by emerging banks.
- Attractive returns on investments in the emerging markets.
- The devaluation by govt. of the benefits of global banking of finance.
- Many developing countries do not have the financial & knowledge resources to effectively participate.

Q8) Arrange the following institutions in order of their inception.

- SAFTA
- WTO
- ADB
- IBRD
- CPEC
- Aug 22, 1965
- Aug 2000

SAARC South Asian free Trade Area.
6th Jan, 2004.
12th SAARC summit held in Islamabad,
Pakistan.

1, 2, 3, 2, 1

50)

- (A) Removal of quantitative restrictions does not mean duty-free imports.

(R) Removal of quantitative restrictions is an item that can be imported without import license or quotas.

Both are true.

(6) List - R

Currencies

- a) Costa Rica \rightarrow Pound
- b) Syria \rightarrow Colon
- c) Ethiopia \rightarrow Peso
- d) Spain \rightarrow Birr.

2 1 4 3

- 6) All assesses are required to follow

uniform previous year for all sources of income w.e.f the assessment year -

- a) 1989-90 b) 1999-2000
- c) 2009-10

- 62) Block of assets is defined under section -

- a) 2(11) b) 43(1) or 42(6)(d) 32

- (3) (A) Mr. D transforms his house property to his minor child and therefore, he is not liable to pay income-tax on the income from both house property.

- (R) The child, being an owner is liable to pay income-tax on house property income.

Both (A) & (B) are incorrect

64)

List - A

a) Assessment year

b) Previous year

c) Answer

d) Person.

a b c d
3 4 1 2

List - R
(Currency)

65) Income from business controlled from outside India is not taxable in India when a) Resident

- i) Resident & ordinary resident
- ii) Resident but not ordinary resident
- iii) Non-resident in India.

Codes

- a) 122 b) 223 c) 143 d) 1223

- 66) Intangible assets purchased after March 31, 1998 are grouped, for claiming Depreciation @ 25%, under the block of assets numbered -
i) Block 1 ii) Block 5 or Block 7 & Block 12.

- 67) Given the income from salary = 100,000 business profits before depreciation, business expenses = 1,34,000 and the income from other sources = 20,000, the taxable income for the A.Y. 2014-15 will be -
a) 10,000 b) 10,000

- Sales
Business Profits
Or
 $\frac{100,000 - 1,34,000 + 20,000}{= 86,000}$

(A)

- (S) ~~The paid~~
The paid by one unit of an asset to another unit is not allowed for deduction.
- (P) The ~~is~~ paid / payable of borrowed capital used in business is deductible.

Both are correct.

(S)
List - A

a) Depreciation

v Sec. 36(1) (viii)

b. But on borrowed

vii) Sec. 32

Capital.

c) Employee contribution

viii) Sec. 36(1) (viii) and (ix)

& R.P.P.

v) Discount on zero-coupon

vii) Sec. 36(1) (iv)

bonds.

a b c d
2 3 5 1

(S)
List - B

a) Depreciation

v Sec. 36(1) (viii)

b. But on borrowed

vii) Sec. 32

c) Employee contribution

viii) Sec. 36(1) (viii) and (ix)

& R.P.P.

v) Discount on zero-coupon

vii) Sec. 36(1) (iv)

bonds.

a b c d
2 3 5 1

(P)
List - A

- a) Deduction of S.D.
v All advance.
- b) Deduction of S.C
ii) Co-operative Society.
- c) Deduction of S.P
iii) Individuals & HUF
- d) Deduction of S.G.A
iv) Individual only.

(P)
List - B

14) Distribution of Capital assets by a company at the time of liquidation is not treated as transfer provided:

- i) assets are distributed in kind.
- ii) Assets are distributed to the S.H.
- iii) Assets are distributed on liquidation.

Codes:

A) i only B) i & ii C) ii & iii

v i, ii, iii

1) The maximum deduction allowed in respect of donation to the Ministers' Emergency Relief Fund and Prime Minister's National Relief Fund (or a/c of net available amount) is:

50% & 100% respectively

2) The book profit of a Partnership (minor) £ 1,50,000, the maximum amount deductible in respect of remuneration to partners is not w.e.f. the A.Y. 2010-11

N £ 1,00,000 v) Nil vi) £ 1,50,000 vii) Actual salary paid in excess of £ 1,50,000

(P)
List - A

(P)
List - B

- 14) (A) Mr. X was born in India on 11/1/1955 and therefore he is a Resident Senior Citizen.

- (P) Mr. X referred to above earned total income of £ 300,000 and therefore he is not liable to pay income tax.

Tax is not an issue.

(5) Which of the following does (does)

Cannot be carried forward if the
written off. Since it is not submitted in time.

i) Business loss (speculation or otherwise)

ii) Capital loss.

iii) Loss from the activity of owning & maintaining
race horses.

Codes

A) i & ii B) i & iii C) ii & iii D) i, ii & iii

4) Structural adjustments facility is provided by
IMF

5) IRDA - 1999

6) Sankal Bank merged with - ICICI

7) National bank of Lahore - SEBI

8) General Insurance Act - 1938

9) National bank of India is merged with - Punjab
National bank.

10) Max Weber - Bureaucracy

11) Georg Homan - Tübingen theory

12) Export Credit Guarantee Corporation of India (ECG)

13) established in July 30 1954

14) Loco Price price includes costs at the factory /
godown of the seller.

15) Frisco Price includes all costs plus all
expenses upto the buyer's warehouse.

M.B.M = Narrow money.

M₂, M₃ & M₄ = Broad money.

16) T.B. Kovis - Availability

17) Indian Securities Contracts Act - 1956

amongst investors

Charismatic Power:

- Strengthen customer & supplier intimacy - focus on market niche - product differentiation, new cast leadership.

Human Development Index

Std of living, literacy rate, Longevity

A longitudinal study is a correlational research study that involves repeated observations of the same variables over a long periods of time - often many decades. It is a type of observational study.

e.g. Psychology, poverty etc

TAT: Thematic Apperception test

It is a projective measure intended to evaluate a person's patterns of thought, attitudes, observations capacity and emotional responses to ambiguous test material.

The material consists the rest of cards

Task force

A task force is a temporary team created to address a single piece of work, a problem, or a goal.

Legitimate power

It is a power which is derived from formal position or office held in the organization's hierarchy of authority.

Reward Power

It is the ability the power of a manager to give some type of reward to an employee as a means to influence the employee to act.

- Max Weber,
Heron of an individual person and of the normative Patterns order created by him.

Expert Power:

It is based upon employee perception that a manager (or) have other members of an org has a high level of knowledge on a specialized set of skills that other employees (or) members of the org do not possess.

Strategic Planning:

Guiding for implementation of the strategy

Strategic Management:

Assessment of the internal or external environment in the which the org competes.

De-marketing

Efforts aimed at discouraging the demand for a product.

When firm cannot supply in large quantity.

Strategies include high price, scale down advertising & product redesign

Strategic M&P process

Goal setting → Analysis → Strategy formulation →

Strategy implementation → Evaluation & control.

Differentiation Strategy

Target Standard

Approach under which a firm aims to develop a market unique products for different customer segments. Usually employed where there is competition advantage.

Three generic marketing strategies

- Differentiated strategy
- Focus strategy
- Low cost strategy

Focus strategy:

A focus strategy in which a company concentrates its resources on ~~existing or potential~~ in a narrowed market

Low cost strategy:
A pricing strategy in which a company offers a relatively low price to stimulate demand and gain market share.

Turn-around strategy:

It is a strategy in which a low-bearing company is transferred into a profit earning co.

Cost-leadership strategy:

Developed by Michael Porter.
Strategy used by business to create a low-cost base of operation within their niche. The use of this strategy is primarily to gain an advantage over competitors by reducing operation costs below that of others in the same industry.

SKU:

Stock keeping unit, a street or catalog product / service identification code.

SBU:

Strategic Business Unit is a profit center which focuses on product offering & market segment.

Transformational Leadership:

It is also known as ~~management leadership~~ leader focuses on the role of supervision, organization & group performance.

It is a style of leadership in which the leader promotes conditions of higher follower's through both rewards & punishments.

Transformational Leader:

Use their charisma to advise the followers.

Bernard M. Bass (1980) extended the work of Burns (1978)

Status quo leadership:

It about carefully keeping everyone ~~under control~~ as it is. It is about doing anything not to upset the way things are and nothing to start them

Kurt Lewin Organization Change:

- Unfreezing
- Changing
- Refreezing

Management model

Lean manufacturing

Lean manufacturing is a business model and collection of tactical methods that emphasize eliminating non-value added activities (wastes) while delivering quality product on time at lower cost with greater efficiency.

Kaizen

Continuous improvement ~~cost control~~

Total Productive Maintenance

→ a system of maintaining and improving the integrity of production and quality systems through the machine, equipment, processes and employees that add business value to the org.

out of pocket expenses

out-of-pocket exps are ~~direct production~~ -
cost which may be later reimbursed. An operating a vehicle, gasoline, parking fees and tolls are considered. Out-of-pocket expenses for the trip

Sunk cost

→ a cost which is incurred in the past and it cannot be recovered in the future.

years notional and actual total

$$\frac{1}{15} + \frac{2}{12}$$

$$\frac{7}{2}$$

Given:
 $CR = 2.4 \quad QD = 1.5 \quad CL = 3,00,000 \quad IT = 6 \text{ hours}$

$$CA = \frac{C_A}{CL}$$

$$OR = \frac{OA}{CL}$$

$$OA = \frac{C_A}{6,00,000}$$

$$OA = \frac{1,5 \times OA}{6,00,000}$$

$$IT = \frac{1,5 \times OA}{6,00,000}$$

$$TR = \frac{COS}{AOH \cdot IT} \times COS$$

$$1 \quad Sales = 3,00,000$$

$$N.P.V = 3.1 + C - \frac{1}{8}, \text{ what is N.P.R.}$$

$$1 - \frac{1}{8} = \frac{7}{8}$$

$$\frac{3}{4} \times \frac{7}{8} = \frac{21}{32}$$

$$\frac{1}{15} \times \frac{7}{12} = \frac{7}{32}$$

$$\frac{21}{32} \times \frac{7}{12} = \frac{147}{384}$$

147/384 above what

$$(5.2)$$

$$\frac{7}{2}$$

Henry Taylor's 14 Principles (1917)

- Division of work.

- Authority.

- Discipline.

- Unity of command. (Workers should receive the orders only from one manager).

- Unity of direction (Moving towards common objectives)

- Sub-ordination of individual interests to the general interests

- Remuneration.

- Centralization.

- Scalar chain.

- Order. (Material and people should be treated equally).

- Equality (all employee should be treated equally)

- Stability of tenure of personnel.

- Initiative.

- Esprit de corps. [Not should encourage harmony and general good feeling among employees].

Gamble's Work (1942)

1. The principle of the objective.

2. The principle of Specialisation.

3. The principle of Co-ordination.

4. — Authority Responsibility

5. —
Definition.

6. — Correspondence.

7. — Span of control (no one should supervise more than 5-6),

8. — Continuity.

Mercantilism — England
Colonialism — Germany.

Play Nicot — France.

140
50

140
60

50
60

140
140

140
60

50
60

$$A = \frac{1}{5}$$

$$B = \frac{2}{4}$$

$$\text{Without disturbance} \quad \frac{1}{5} \sim \frac{2}{4} \cdot \sqrt{\frac{2}{3}}$$

$$\frac{1}{5} + \frac{2}{4} - \frac{2}{3}$$

$$\frac{1+10}{35} - \frac{2}{35}$$

$$\frac{17}{35} - \frac{2}{35} \quad \frac{\sqrt{3}}{35} \cdot \frac{2}{4}$$

Adopter
Category
Characteristics

a) Innovator

b) Early adopter — Opinion leaders

c) Early majority — Deliberate

d) Late majority — Skeptical

e) Laggards — Traditional bound

50

Cambridge:

It was the German country part of the French mechanism of Jean-Baptiste Colbert and developed in 18th century.

Physiocrat:

A member of the 18th century group of French economists who believed that agriculture was the source of all wealth and that agricultural products should be buying Price.

SEBI:

April 12, 1992

DSE:

November 1992.

SFC:

Securities Trading Corporation of India Ltd.

1994.
NSDL 1995
CDSL 1999.

Telecom Regulatory Authority of India.

26th Feb., 1992

SIDBI

April, 2, 1990

SFC: 1951

$$\begin{array}{ll} A & \alpha \\ B & \beta \\ C & \gamma \end{array}$$

$$T_3 = \frac{\gamma}{\alpha}$$

$$1 - \frac{1}{4} = \frac{3}{4}$$

$$A = \frac{2}{4} \times \frac{1}{3} = \frac{2}{12}$$

$$B = \frac{1}{4} \times \frac{1}{3} = \frac{1}{12}$$

$$C = \frac{1}{4} \times \frac{1}{4} = \frac{1}{16}$$

$$2 : 5 : \frac{3}{4}$$

$$\frac{3}{4} : \frac{2}{12} : \frac{1}{12}$$

$$2 : 1$$

$$2 : \frac{1}{2}$$

$$2 : \frac{1}{3}$$

$$\frac{2}{3}$$

$$\begin{array}{ll} A & \frac{2}{4} \times \frac{3}{4} = \frac{6}{16} \\ B & \frac{1}{4} \times \frac{3}{4} = \frac{3}{16} \\ C & \frac{1}{4} \times \frac{1}{4} = \frac{1}{16} \end{array}$$

$$\frac{6 : 3 : 1}{16}$$

$$\boxed{\frac{6 : 15 : 2}{28}}$$