

**TREIRB  
DL**

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

# TELANGANA RESIDENTIAL EDUCATIONAL INSTITUTIONS RECRUITMENT BOARD TREI-RB

**Notations :**

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

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

|                     |    |
|---------------------|----|
| Show Reports :      | No |
| Show Progress Bar : | No |

Business Administration

|                               |           |
|-------------------------------|-----------|
| Group Number :                | 1         |
| Group Id :                    | 59425340  |
| Group Maximum Duration :      | 0         |
| Group Minimum Duration :      | 120       |
| Show Attended Group? :        | No        |
| Edit Attended Group? :        | No        |
| Break time :                  | 0         |
| Group Marks :                 | 100       |
| Is this Group for Examiner? : | No        |
| Examiner permission :         | Cant View |
| Show Progress Bar? :          | No        |

Business Administration

|                                                              |           |
|--------------------------------------------------------------|-----------|
| Section Id :                                                 | 59425348  |
| Section Number :                                             | 1         |
| Section type :                                               | Online    |
| Mandatory or Optional :                                      | Mandatory |
| Number of Questions :                                        | 100       |
| Number of Questions to be attempted :                        | 100       |
| Section Marks :                                              | 100       |
| Enable Mark as Answered Mark for Review and Clear Response : | Yes       |
| Maximum Instruction Time :                                   | 0         |
| Sub-Section Number :                                         | 1         |

Sub-Section Id : 59425355

Question Shuffling Allowed : Yes

Is Section Default? : null

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

Correct Marks : 1 Wrong Marks : 0.25

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

Options :

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

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

Correct Marks : 1 Wrong Marks : 0.25

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

Options :

- 1. ✖ Consumer products

2. ✖ Services

3. ✔ Industrial products

4. ✖ Specialty products

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✖ Idea.

2. ✖ Demand.

3. ✔ Product.

4. ✖ Service.

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✘ Mass marketing
2. ✘ Market segmentation
3. ✔ Market targeting
4. ✘ Market positioning

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✘ Intangibility
2. ✔ Inseparability
3. ✘ Variability
4. ✘ Perishability

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

3. ✖ Multibrand strategy

4. ✔ Brand extension strategy

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

**Correct Marks : 1 Wrong Marks : 0.25**

The last stage in the selling process is the \_\_\_\_\_ stage.

**Options :**

1. ✖ approach

2. ✖ handling objections

3. ✖ closing

4. ✔ follow-up

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

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

Correct Marks : 1 Wrong Marks : 0.25

Corporate governance is concerned with the following:

Options :

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

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

Correct Marks : 1 Wrong Marks : 0.25

The principal-agent problem is concerned with the following:

Options :

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

4. ✖ Corporate social responsibility

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

Correct Marks : 1 Wrong Marks : 0.25

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

Options :

1. ✖ Long-term financial

2. ✖ Complex

3. ✖ Routine

4. ✔ Comprehensive

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

Correct Marks : 1 Wrong Marks : 0.25

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

Options :

1. ✖ The outside-in approach

2. ✓ The inside-out approach

3. ✗ The outsider approach

4. ✗ The insider approach

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

**Correct Marks : 1 Wrong Marks : 0.25**

A joint venture can be defined as:

**Options :**

1. ✗ Two firms working separately on a specific project

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

3. ✗ Three firms working separately on a specific project

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

- 1. ✖ Countries
- 2. ✖ States
- 3. ✖ Regions
- 4. ✔ Industries

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

- 1. ✖ Commanding
- 2. ✔ Managing
- 3. ✖ Demanding
- 4. ✖ Requesting

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

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

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

Options :

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

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

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

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

**Options :**

1. ✖ A-ii, B-iii, C-iv, D-i

2. ✖ A-i, B-iii, C-iv, D- ii

3. ✔ A-ii, B-i, C-iv, D-iii

4. ✖ A-i, B-iii, C-ii, D-iv

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✖ leading

2. ✖ coordinating

3. ✔ planning

4. ✖ organizing

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✖ Henri Fayol

2. ✖ Abraham Maslow

3. ✔ Henry Mintzberg

4. ✖ Peter Drucker

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✖ overconfidence
2. ✔ anchoring
3. ✖ selective perception
4. ✖ hindsight

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

**Correct Marks : 1 Wrong Marks : 0.25**

Match the following:

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

**Options :**

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

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

Correct Marks : 1 Wrong Marks : 0.25

\_\_\_\_\_type of leadership sets challenging goals and expects followers to perform at their highest level.

Options :

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

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

Correct Marks : 1 Wrong Marks : 0.25

Match the following:

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

Options :

- 1. ✔ A-iii, B-i, C-iv, D-ii

2. ✖ A-i, B-iii, C-iv, D-ii

3. ✖ A-ii, B-i, C-iv, D-iii

4. ✖ A-ii, B-iv, C- iii, D- i

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✔ Job analysis

2. ✖ Job recruitment

3. ✖ Human resource planning

4. ✖ Employee motivation

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

- 1. ✖ discriminant
- 2. ✔ content
- 3. ✖ nomological
- 4. ✖ Cronbach alpha

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

**Correct Marks : 1 Wrong Marks : 0.25**

Match the following:

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

**Options :**

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

3. ✖ A-ii, B- i, C-iv, D-iii

4. ✔ A-iv, B-iii, C-i, D- ii

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✔ Conciliation

2. ✖ Arbitration

3. ✖ Adjudication

4. ✖ Collectivistic principle

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

**Correct Marks : 1 Wrong Marks : 0.25**

Immaturity – maturity theory was proposed by

**Options :**

1. ✖ Maslow
2. ✖ Alderfer
3. ✔ Chris Argyris
4. ✖ Victor Vroom

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✖ Leniency Error
2. ✖ Halo Error
3. ✖ Similarity Error
4. ✔ Central tendency Error

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

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following:

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

Options :

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

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

Correct Marks : 1 Wrong Marks : 0.25

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

Options :

- 1. ✖ surface acting
- 2. ✖ felt emotions

3. ✓ deep acting

4. ✗ emotional dissonance

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✗ Network theory

2. ✗ Personality theory

3. ✗ Perception theory

4. ✓ Attribution theory

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

**Correct Marks : 1 Wrong Marks : 0.25**

Match the following:

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

**Options :**

1. ✖ A-iii, B-i, C-iv, D-ii

2. ✖ A-i, B-iii, C-iv, D-ii

3. ✔ A-iv, B-iii, C- ii, D-i

4. ✖ A-iv, B-iii, C-i, D-ii

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✖ unfreezing

2. ✖ movement

3. ✖ refreezing

4. ✔ planning

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

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

**Options :**

1. ✖ B and C only

2. ✖ B and D only

3. ✖ A, C and D only

4. ✔ A, B and C only

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

**Correct Marks : 1 Wrong Marks : 0.25**

Match the following.

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

**Options :**

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

**Question Number : 39 Question Id : 5942533946 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0**

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

- 1. ✖ Ego
- 2. ✖ Self-concept

3. ✓ Super ego

4. ✗ Id

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

**Correct Marks : 1 Wrong Marks : 0.25**

Match the following.

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

**Options :**

1. ✗ A-i, B-ii, C-iv, D- iii

2. ✓ A-ii, B-iii, C-iv, D-i

3. ✗ A-iii, B-iv, C-ii, D-i

4. ✗ A-iv, B-iii, C-i, D-ii

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✖ 0.95

2. ✔ 0.83

3. ✖ 0.40

4. ✖ 0.36

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

**Correct Marks : 1 Wrong Marks : 0.25**

Match the following.

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

**Options :**

1. ✖ A-i, B-ii, C-iv, D-iii

2. ✖ A-iii, B-iv, C-ii, D-i

3.

✘ A-iv, B-iii, C-i, D-ii

4. ✔ A-ii, B-i, C-iv, D-iii

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✘ 121 days

2. ✘ 131 days

3. ✔ 230 days

4. ✘ 239 days

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

Options :

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

Question Number : 45 Question Id : 5942533952 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

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

Options :

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✖ -0.222
2. ✔ -0.375

3. ✖ -0.667

4. ✖ -0.889

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

Correct Marks : 1 Wrong Marks : 0.25

Which of the following is a probability sampling method?

Options :

1. ✖ Quota sampling

2. ✖ Judgement sampling

3. ✖ Convenience sampling

4. ✔ Cluster sampling

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

Correct Marks : 1 Wrong Marks : 0.25

Type 1 error in hypothesis testing occurs when?

Options :

1. ✔ We reject  $H_0$  if it is True

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

The term supply chain management was first coined by

**Options :**

1. ✖ Frankel
2. ✖ Peter Drucker
3. ✔ Keith Oliver
4. ✖ Sunil Chopra

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

**Correct Marks : 1 Wrong Marks : 0.25**

Normal Distribution is also known as

**Options :**

1. ✖ Cauchy's Distribution
2. ✖ Laplacian Distribution
3. ✔ Gaussian Distribution
4. ✖ Lagrangian Distribution

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

Correct Marks : 1 Wrong Marks : 0.25

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

Options :

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

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

Correct Marks : 1 Wrong Marks : 0.25

What do ANOVA calculate?

Options :

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

4. ✖ Chi-square

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

Correct Marks : 1 Wrong Marks : 0.25

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

Options :

1. ✖ Debt and Equity

2. ✔ Equity

3. ✖ Debt

4. ✖ Assets + Liabilities

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

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

- |        |                  |
|--------|------------------|
| A) ABC | i. Priorities    |
| B) SDE | ii. Movement     |
| C) HML | iii. Usage value |
| D) VED | iv. Availability |

Options :

1.

✓ A-iii, B-iv, C-ii, D-i

2. ✗ A-ii, B-iii, C-iv, D-i

3. ✗ A-iii, B-i, C-ii, D-iv

4. ✗ A-ii, B-i, C-iii, D-iv

Question Number : 57 Question Id : 5942533964 Question Type : MCQ Option Shuffling : Yes Is

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

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

What is the cheaper source of finance?

Options :

1. ✓ Debt

2. ✗ Equity

3. ✗ T Bills

4. ✗ Preferred stock

Question Number : 58 Question Id : 5942533965 Question Type : MCQ Option Shuffling : Yes Is

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

Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

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

Options :

1. ✓ A-iii, B-iv, C-i, D-ii

2. ✗ A-i, B-ii, C-iv, D-iii

3. ✗ A-ii, B-iii, C-i, D-iv

4. ✗ A-iv, B-ii, C-i, D-iii

Question Number : 59 Question Id : 5942533966 Question Type : MCQ Option Shuffling : Yes Is  
Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum  
Instruction Time : 0

Correct Marks : 1 Wrong Marks : 0.25

Combined leverage =

Options :

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

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

3. ✓ Degree of Operating Leverage  $\times$  Degree of Financial Leverage

4. ✗ Degree of Operating Leverage / Degree of Financial Leverage

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

Correct Marks : 1 Wrong Marks : 0.25

Statement I: Dividend policy concerns Payment ratio

Statement II: Dividend policy concerns Stability

Which of the statements is/are correct?

Options :

1. ✗ Only I is correct

2. ✗ Only II is correct

3. ✓ Both I and II are correct

4. ✗ Both I and II are not correct

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

Correct Marks : 1 Wrong Marks : 0.25

What do shareholders' funds consist of?

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

**Options :**

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

**Question Number : 62 Question Id : 5942533969 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0**

**Correct Marks : 1 Wrong Marks : 0.25**

Increasing the credit period from 30 to 90 days leads to

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

**Options :**

- 1. ✖ Only I is correct
- 2. ✔ Only II is correct

3. ✖ Only III is correct

4. ✖ Both I and II are correct

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

**Correct Marks : 1 Wrong Marks : 0.25**

Which of the following is correct?

**Options :**

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

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

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

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

Which of the following is/are Intangible assets?

I. Copyrights

II. Patents

III. Trademark

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

- 1. ✖ 28
- 2. ✖ 32
- 3. ✖ 31
- 4. ✔ 39

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

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

Correct Marks : 1 Wrong Marks : 0.25

Match the following.

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

Options :

1. ✖ A-i, B-ii, C-iv, D-iii

2. ✖ A-iv, B-ii, C-i, D-iii

3. ✔ A-iv, B-iii, C-ii, D-i

4. ✖ A-ii, B-i, C-iii, D-iv

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

Correct Marks : 1 Wrong Marks : 0.25

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

Options :

1. ✖ Regression

2. ✔ Variance

3. ✖ Trend

4. ✖ Correlation

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✖ Cost apportionment

2. ✖ Cost absorption

3. ✔ Cost allocation

4. ✖ Machine hour rate

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

**Correct Marks : 1 Wrong Marks : 0.25**

Match the following.

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

**Options :**

1. ✓ A-iii, B-i, C-iv, D-ii

2. ✗ A-ii, B-iii, C-i, D-iv

3. ✗ A-i, B-ii, C-iv, D-iii

4. ✗ A-iv, B-ii, C-iii, D-i

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

**Correct Marks : 1 Wrong Marks : 0.25**

A stack data structure is used in

**Options :**

1. ✗ Priority Queue

2. ✗ Breadth-First Search

3. ✖ Post order traversal

4. ✔ Depth First Search

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

**Correct Marks : 1 Wrong Marks : 0.25**

Overloading involves writing two or more functions with

**Options :**

1. ✔ The same name but a different argument list

2. ✖ Different name but the same argument list

3. ✖ The same name and the same argument list

4. ✖ Different name and different argument list

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

**Correct Marks : 1 Wrong Marks : 0.25**

The project risk factor is considered in \_\_\_\_\_ model.

**Options :**

1. ✖ Waterfall

2. ✖ Prototyping

3. ✔ Spiral

4. ✖ Iterative enhancement

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

**Correct Marks : 1 Wrong Marks : 0.25**

Natural join is equal to

**Options :**

1. ✖ Combination of Union and Cartesian Product

2. ✖ Combination of Selection and Cartesian Product

3. ✖ Combination of Projection and Cartesian Product

4. ✔ Cartesian Product

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

**Correct Marks : 1 Wrong Marks : 0.25**

A clustering index is defined on the fields of type \_\_\_\_\_ and \_\_\_\_\_

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

The topology that requires a multipoint connection.

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

Select the following statements which constitute the conceptual design phase.

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

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

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

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

\_\_\_\_\_ is referred to the process of quantifying data.

**Options :**

1. ✔ Enumeration
2. ✖ Diagramming
3. ✖ Coding
4. ✖ Topology

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

**Instruction Time : 0**

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

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

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

**Instruction Time : 0**

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

4. ✖ 15 years

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

**Correct Marks : 1 Wrong Marks : 0.25**

The currency exchange rate is affected by

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

**Options :**

1. ✖ A only

2. ✖ B only

3. ✖ C only

4. ✔ A, B and C

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

**Question Number : 85 Question Id : 5942533992 Question Type : MCQ Option Shuffling : Yes Is Question Mandatory : No Calculator : None Response Time : N.A Think Time : N.A Minimum Instruction Time : 0**

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

4. ✓ To prevent both oligopoly and distribution of wealth

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

Correct Marks : 1 Wrong Marks : 0.25

Which is NOT the motive of horizontal merger of firms?

Options :

1. ✗ To benefit from economies of scale

2. ✗ Greater market share

3. ✓ Reaction to monopoly

4. ✗ Rationalization of output

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

Correct Marks : 1 Wrong Marks : 0.25

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

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

Options :

1. ✖ D, A, C, B

2. ✖ A, D, C, B

3. ✖ D, A, B, C

4. ✔ B, A, D, C

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

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

**Options :**

1. ✔ E, A, B, C, D

2. ✖ A, B, D, C, E

3. ✖ E, B, A, D, C

4. ✖ A, C, B, D, E

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

Correct Marks : 1 Wrong Marks : 0.25

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

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

Which of the above statements is correct?

Options :

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

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

Correct Marks : 1 Wrong Marks : 0.25

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

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

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

The last stage in the selling process is the \_\_\_\_\_ stage.

**Options :**

- 1. ✖ approach
- 2. ✖ handling objections

3. ✖ closing

4. ✔ follow-up

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

1. ✔ Similarities in size

2. ✖ Operating in industries with similar success factors

3. ✖ Similarities in production technologies

4. ✖ Selling to customers with similar demographic characteristics

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

**Correct Marks : 1 Wrong Marks : 0.25**

What does the situational theory of leadership emphasize?

**Options :**

1. ✖ Personality traits
2. ✔ Events
3. ✖ Environment
4. ✖ Political situation

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

**Correct Marks : 1 Wrong Marks : 0.25**

Gresham's law is related to

**Options :**

1. ✖ consumption and demand
2. ✖ supply and demand
3. ✔ circulation of money
4. ✖ deficit financing

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

**Instruction Time : 0**

**Correct Marks : 1 Wrong Marks : 0.25**

For inferior commodities, income effect is

**Options :**

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

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

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

**Instruction Time : 0**

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

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

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

4. ✓

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

**Correct Marks : 1 Wrong Marks : 0.25**

Under monopoly, the supply curve is absent because

**Options :**

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

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

**Correct Marks : 1 Wrong Marks : 0.25**

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

**Options :**

- 1. ✗ probabilities

2. ✖ table

3. ✔ opportunity loss

4. ✖ payoff

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

**Correct Marks : 1 Wrong Marks : 0.25**

The rent for the stores where materials are stored falls under

**Options :**

1. ✔ inventory carrying cost

2. ✖ ordering cost

3. ✖ procurement cost

4. ✖ stocking cost

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

**Correct Marks : 1 Wrong Marks : 0.25**

Philips curves determine the relationship between

**Options :**

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