

1. The essence of management is “co-ordination” is coined by:
 - A) Mary Parker Follett
 - B) Frank Gilbreth
 - C) Frederick Winslow Taylor
 - D) Henry Fayol

2. Which one of the following is role of a manager as Disturbance Handler?
 - A) Interpersonal role
 - B) Informational role
 - C) Decisional role
 - D) None of these

3. Which one of the following is the correct sequence of the process of communication?
 1. Encoding
 2. Decoding
 3. Acting
 4. Ideation
 5. Transmission
 6. Receiving
 - A) 4-1-5-6-2-3
 - B) 4-2-5-6-1-3
 - C) 3-1-5-6-2-4
 - D) 6-2-5-4-3-1

4. “Man does not live by bread alone”. The argument supports for:
 - A) Physiological needs
 - B) Security needs
 - C) Social needs
 - D) Esteem needs

5. Introducing new and harder tasks of which employees had no previous experience:
 - A) Job rotation
 - B) Job enlargement
 - C) Job enrichment
 - D) Job description

6. Collusive pricing can be seen in ----- market.
 - A) Duopoly
 - B) Oligopoly
 - C) Monopoly
 - D) Monopolistic competition

7. An example of Intermediate goods Industry:
 - A) Cement
 - B) Rail road equipment
 - C) Manufacture of metal
 - D) Bicycle

8. State whether the following statements are True or False:
 1. There is hardly any consumer sovereignty in a centrally planned economy.
 2. Countries like Hungary, Poland, China and Russia are market economies.
 - A) Both 1 and 2 are True
 - B) Both 1 and 2 are False
 - C) 1 is True and 2 is False
 - D) 1 is False and 2 is True

18. The amount of bad debt is later on recovered wholly or partially, it will be recorded in:
- Debtors account
 - Bad debts account
 - Provision for bad debts account
 - Bad debts recovered account
19. Arrange the following assets based on permanence.
- | | |
|--------------------------|--------------------------|
| 1. Prepaid expenses | 2. Stock of raw-material |
| 3. Machinery | 4. Patents |
| 5. Government securities | 6. Sundry debtors |
- 5-6-2-1-3-4
 - 4-3-1-2-6-5
 - 4-3-6-2-1-5
 - 5-6-1-2-3-4
20. Ascertain the amount of opening bills payable from the following information.
- B/P issued in favour of Creditors during the year –Rs.30,000
 - B/P paid during the year –Rs.20,000
 - B/P dishonored during the year –Rs.5000
 - B/P closing –Rs.10,000
- A) 15000 B) 5000 C) 45000 D) 35000
21. The amount of opening stock can be found out by preparing:
- Cash account
 - Opening statement of affairs
 - Total Creditors account
 - Memorandum Trading account
22. The buy-back of equity shares in any financial year shall not exceed:
- 15% of the total paid up equity capital
 - 25% of the total paid up capital in the financial year
 - 25% of the total paid-up capital and free reserve
 - 20% of the total paid-up capital and free reserve
23. Which of the following situation does **not** demand for valuation of shares?
- Reconstruction
 - Amalgamation
 - Conversion of debenture into shares
 - Declaration of dividend
24. Which one of the following accounting principal is the base for showing contingent liabilities as a foot-note in the Balance Sheet?
- Objectivity
 - Materiality
 - Consistency
 - Full disclosure
25. The expression “purchase consideration” is mentioned in the provisions of:
- AS -10
 - AS-14
 - AS-24
 - AS-23

26. According to IFRS, “a resource controlled by an entity as a result of past events and from which future economic benefits are expected to flow to the entity” as:
 A) A liability B) An asset C) An expense D) An income
27. Which of the following research is intended for determining the frequency with which something occurs?
 A) Hypothesis testing research
 B) Diagnostic research
 C) Descriptive research
 D) Exploratory research
28. What is the sequence of research problem formulation?
 1. Understanding the nature of problem
 2. Surveying available literature
 3. Developing the ideas through discussion
 4. Rephrasing the problem into working proposition
 5. Statement of problem in a general way
 A) 2-1-3-4-5 B) 1-5-2-3-4 C) 5-1-2-3-4 D) 5-1-2-4-3
29. The probability of Type I error is denoted by:
 A) $1-\alpha$ B) α C) $1-\beta$ D) β
30. The variables expected to change as a result of an experimental manipulation of the independent variable:
 A) Extraneous variables B) Dependent variables
 C) Confounding variables D) Independent variables
31. State whether the following statements are True or False:
 1. The principle of randomization says that the experiments should be repeated more than once.
 2. The principle of local control helps to eliminate the variability due to extraneous factors from the experimental error.
 A) Both 1 and 2 are True B) Both 1 and 2 are False
 C) 1 is True and 2 is False D) 1 is False and 2 is True
32. In a sampling procedure, only the first unit is selected randomly and the remaining unit of the sample are selected at fixed interval is referred as----- sampling.
 A) Systematic B) Sequential
 C) Multi-stage D) Stratified

33. Match the following:
- | | |
|-------------------|-------------------------------------|
| List I | List II |
| a. Nominal scale | 1. Time to finish in seconds |
| b. Ordinal scale | 2. Performance rating as 0-10 scale |
| c. Interval scale | 3. Gender |
| d. Ratio scale | 4. Rank order of winners |
- A) a-3, b-1, c-2, d-4 B) a-3, b-4, c-1, d-2
C) a-3, b-1, c-4, d-2 D) a-3, b-4, c-2, d-1
34. Which of the following is **not** a longitudinal study?
A) Cohort B) Trend
C) Panel D) Cross sectional
35. State whether the following statements are True or False:
1. Inductive reasoning involves moving from general to specific theories.
2. Deductive reasoning begins with a theory and moving to particular to test and verify the theory.
- A) Both 1 and 2 are True B) Both 1 and 2 are False
C) 1 is True and 2 is False D) 1 is False and 2 is True
36. Which one of the following is a null hypothesis?
A) $\mu \neq \mu_0$ B) $\mu > \mu_0$ C) $\mu = \mu_0$ D) $\mu < \mu_0$
37. ---- is **not** a parametric test.
A) Wilcoxon Z test B) Z test
C) t test D) F test
38. A Linear Programming Problem may be unsolved mathematically due to the contradictory nature of the constraints referred to as----- solution.
A) Unbounded B) Feasible C) Non-feasible D) Multiple
39. Critical path consists of the sequence of those events and connected activities require ----- time in the completion of project.
A) Maximum B) Minimum
C) Average D) None of these
40. State whether the following statements are True or False
1. The project with negative NPV will have profitability index greater than one.
2. Profitability less than one indicates that project NPV is positive.
- A) Both 1 and 2 are True B) Both 1 and 2 are False
C) 1 is True and 2 is False D) 1 is False and 2 is True

52. Find out the correct sequence of the following items appearing in the cost sheet:
- | | | |
|-----------------------|---------------------|-----------------------|
| 1. Cost of goods sold | 2. Works cost | 3. Cost of sales |
| 4. Prime cost | 5. Gross works cost | 6. Cost of production |
- A) 4-2-5-6-1-3 B) 4-2-6-1-3-5 C) 4-5-2-6-1-3 D) 5-4-2-6-3-1
53. The analysis which says that the selling price of a product depends on the benefits which the customers expected to derive from the use of the product or service:
- A) Cost analysis B) Value analysis
C) Profit analysis D) Break-Even analysis
54. Current ratio : 2, net working capital 50,000, Then current liabilities will be:
- A) 1,00,000 B) 50,000 C) 1,50,000 D) 49,500
55. Which one of the following is an unavoidable cause for labour turnover?
- A) Redundancy B) Unfair treatment
C) Personal betterment D) Labour disputes
56. According to Halsey-weir plan, bonus will be equal to ----- of the wages of time saved.
- A) 50% B) 30% C) 33.33% D) 20%
57. The cost which was incurred in the past and is **not** relevant to the particular decision making is:
- A) Out of pocket cost B) Sunk cost
C) Opportunity cost D) Shut down cost
58. Match the following:
- | | |
|------------------------|-----------------------------|
| List I | List II |
| a. Profitability ratio | 1. Inventory turnover ratio |
| b. Leverage ratio | 2. Quick ratio |
| c. Activity ratio | 3. Return on investments |
| d. Liquidity ratio | 4. Capital gearing ratio |
- A) a-3, b-4, c-2, d-1 B) a-2, b-4, c-1, d-3
C) a-2, b-1, c-4, d-3 D) a-3, b-4, c-1, d-2
59. Which among the following is **not** a Position Statement Ratio?
- A) Capital Gearing Ratio B) Propriety Ratio
C) Quick Ratio D) Operating Ratio
60. State whether the following statements are true or false
- | | |
|--|--|
| 1. Depreciation is a source of fund | |
| 2. Flow of funds means increase or decrease of working capital | |
- A) Both 1 and 2 are false B) 1 is true and 2 is false
C) Both 1 and 2 are true D) 1 is false and 2 is true

61. Issue of debentures results ----- in Working capital.
A) Increase B) Decrease
C) No change D) Nullifying effect
62. “A cost management tool for reducing the overall cost of a product over its entire life-cycle with the help of production, engineering, research and design”. This definition describes----.
A) Activity based costing B) Target costing
C) TQM D) Life cycle costing
63. Direct Material + Direct Labour + Direct Expenses =
A) Cost of Production B) Prime Cost
C) Total Cost D) Works Cost
64. State whether the following statements are true or false:
1. Only variable costs are controllable
2. Variable cost remains fixed per unit but varies in total
A) 1 is false and 2 is true B) Both 1 and 2 are false
C) Both 1 and 2 are true D) 1 is true and 2 is false
65. The appropriate method of costing for bricks works is ----- Costing.
A) Contract B) Operating
C) Departmental D) Unit
66. Which one of the following is **not** necessarily an objective of cost accounting?
A) Cost Avoidance B) Cost Reduction
C) Cost Control D) Cost Ascertainment
67. Increase in fixed cost will:
A) Reduce contribution B) Decrease P/V Ratio
C) Increase margin of safety D) Increase BEP
68. State whether the following statements are true or false:
1. Margin of safety can be improved by decreasing Fixed Cost
2. Margin of Safety = P/V Ratio/Profit
A) 1 is false and 2 is true B) Both 1 and 2 are false
C) 1 is true and 2 is false D) Both 1 and 2 are true
69. Probability Sampling includes:
1. Quota Sampling 2. Stratified Sampling
3. Purposive Sampling 4. Cluster Sampling
A) 1, 2 and 4 only B) 2 and 4 only
C) 1 and 3 only D) 2, 3 and 4 only

70. State whether the following statements are true or false:
1. In Ex-post facto research, the researcher has no control over the variables.
 2. Fundamental research is mainly concerned with generalization and with the formation of a theory.
- A) 1 is true and 2 is false B) 1 is false and 2 is true
 C) Both 1 and 2 are false D) Both 1 and 2 are true
71. The reports published by RBI are the sources of:
- A) Primary Data B) Secondary Data
 C) Qualitative Data D) All of these
72. Which among the following is **not** a measure of dispersion?
- A) Kurtosis B) Standard Deviation
 C) Range D) Mean Deviation
73. Statistical constants of the population are called:
- A) Sample mean B) Level of significance
 C) Test statistic D) Parameters
74. t-test is better used when sample size is-----.
- A) more than 30 B) more than 100
 C) less than 30 D) in between 50 to 100
75. NWCM in transportation problem denotes:
- A) North-West Corner Method
 B) Norwegian Calculation Method
 C) North-West Consistency Module
 D) North-West Classical Method
76. In IBRD, R stands for-----.
- A) Resettlement B) Rehabilitation
 C) Reconstruction D) Renovation
77. IMF has ----- member Countries.
- A) 190 B) 189 C) 199 D) 195
78. NAFTA is an example of -----.
1. Free Trade Area
 2. Multilateral Trade Agreement
 3. Form of Economic Integration
- A) 1 and 2 only B) 1, 2 and 3 C) 1 and 3 only D) 2 and 3 only
79. Monetary Policy in India is formulated by:
- A) RBI B) Finance Ministry
 C) Parliament D) SEBI

80. The first airport in the country built under PPP mode:
- Kannur International Airport
 - Indira Gandhi International Airport
 - Bangalore Airport
 - Cochin International Airport
81. Firm specific business environment is known as----- Environment.
- Micro
 - Macro
 - Natural
 - External
82. ChatGPT is an example of:
- Email service
 - ERP package
 - Artificial Intelligence chatbot
 - MIS package
83. The expansion of business by Pizza Hut and Baskin Robbins in India is an example of:
- International Management Contracts
 - International Strategic Alliance
 - International Leasing
 - International Franchising
84. Match the following:
- | List I | List II |
|---------------------|--------------------------|
| a. Max Weber | 1. Systems approach |
| b. Henry Mintzberg | 2. Hawthorne experiments |
| c. Prof. Elton Mayo | 3. Bureaucracy |
| d. Herbert Simon | 4. Roles of a manager |
- a-3, b-4, c-1, d-2
 - a-4, b-1, c-2, d-3
 - a-3, b-4, c-2, d-1
 - a-3, b-2, c-4, d-1
85. Each group of activities with the same objective must have 'one head and one plan'. This is related with which following principle of management?
- Unity of Direction
 - Scalar Chain
 - Unity of Command
 - Centralization and Decentralization
86. Which among the following is **not** a principle of scientific management?
- Co-operation
 - Maximum Output
 - Harmony in Group Action
 - Co-ordination

87. State whether the following statements are true or false:
1. Strategic planning is done at lower levels of management
 2. Policy is a single use plan
 3. Budgets are not standing plan
- A) 1, 2 and 3 are true
 B) 1 and 2 are true and 3 is false
 C) 1 and 2 are false and 3 is true
 D) 1 is true and 2 and 3 are false
88. Organizing process doesn't consist:
- A) Delegation of Authority
 B) Performance Appraisal of Department Staff
 C) Departmentation
 D) Linking Departments
89. As per the opinion of Max Weber, the three major bases of legitimacy of authority are tradition, rationality and -----.
- A) Charisma
 B) Responsibility
 C) Accountability
 D) Willingness
90. Power rests in the individual. But authority rests in the-----.
- A) Responsibility
 B) Position
 C) Managing Director
 D) Chief Executive Officer
91. Match the following:
- | List I | List II |
|-----------------------|----------------------|
| a. Vroom | 1. Needs Theory |
| b. Alderfer | 2. Hygiene Theory |
| c. Frederick Herzberg | 3. ERG Theory |
| d. McClelland | 4. Expectancy Theory |
- A) a-4, b-3, c-1, d-2
 B) a-3, b-1, c-4, d-2
 C) a-3, b-4, c-2, d-1
 D) a-4, b-3, c-2, d-1
92. Which among the following is **not** a method of job evaluation?
- A) Grading Method
 B) Field Review Method
 C) Factor Comparison Method
 D) Ranking Method
93. State whether the following statements are true or false
1. Orientation Training is given to the existing employees to revive their knowledge
 2. Vestibule Training is a method of on-the-job training
- A) Both 1 and 2 are true
 B) Both 1 and 2 are false
 C) 1 is false and 2 is true
 D) 1 is true and 2 is false

94. The Grapevine in an organization denotes ----- communication.
 A) Informal B) Formal C) Upward D) Intrapersonal
95. Which among the following brings out the nature of OB better?
 A) Study of organizations B) Study of human behavior in organizations
 C) Study of human behavior D) None of the above
96. Which among the following is **not** an element of attitude of an individual?
 A) Affective B) Cognitive C) Behavioral D) Reflective
97. Identify the correct sequence of various stages of group development:
 A) Forming-Storming- Adjourning-Norming-Performing
 B) Storming- Forming-Norming-Adjourning-Performing
 C) Forming-Storming-Norming-Performing-Adjourning
 D) Forming-Norming-Storming-Adjourning-Performing
98. Group with which an individual identifies for the purpose of forming opinions and making decisions is:
 A) In-group B) Task group
 C) Control group D) Reference group
99. Match the List I with the List II
- | List I | List II |
|----------|--------------------------------------|
| a. AS 1 | 1. Interim Financial Reporting |
| b. AS 9 | 2. Disclosure of Accounting Policies |
| c. AS 18 | 3. Revenue Recognition |
| d. AS 25 | 4. Related Party Disclosure |
- A) a-2, b-3, c-1, d-4 B) a-2, b-4, c-1, d-3
 C) a-3, b-1, c-2, d-4 D) a-2, b-3, c-4, d-1
100. The rule 'anticipate no profit but provide for all possible losses' for recording business transaction relates with accounting convention of:
 A) Full disclosure B) Materiality
 C) Consistency D) Conservatism
101. Gross working capital refers to:
 A) Current assets minus current liabilities
 B) Current assets minus closing stock
 C) Current assets
 D) Currents assets minus liquid assets
102. Which of the following is **not** an accounting concept?
 A) Accounting Period B) True and Fair View Concept
 C) Dual Aspect Concept D) Realization Concept

103. Which of the following is known as principal book of accounts?
 A) Cash Account B) Journal
 C) Ledger D) Petty Cash Book
104. ----- happens if a transaction is not recorded, whereas ----- happens when one error is set off against another error.
 A) Error of principal, compensating error
 B) Error of omission, compensating error
 C) Error of omission, error of principal
 D) Error of principal, error of omission
105. `Receipts and Payments Account is a----- account.
 A) Real B) Nominal C) Personal D) Bank
106. The premium received on issue of shares shall be transferred to----- Account.
 A) Debenture Redemption B) Capital Reserve
 C) Reserve Capital D) Securities Premium
107. The balance of the Forfeited Shares Account after reissue of forfeited shares will be transferred to----- Account.
 A) Reserve Capital B) Capital Reserve
 C) Share Capital D) Securities Premium
108. Goodwill should be recorded in the books when -----.
 A) Some consideration in money or money's worth was paid for it
 B) Competitors are showing goodwill in their books
 C) Company is going for a fresh issue of shares
 D) Company is going to issue preference shares
109. State whether the following statements are true or false:
 1. In external reconstruction, a new company is formed to take over the business
 2. In amalgamation, the companies to be amalgamated are called the vendor companies
 3. Internal reconstruction necessarily involves winding up of the company concerned
- A) 1, 2 and 3 are true B) 1 and 3 are true, but 2 is false
 C) 1, 2 and 3 are false D) 1 and 2 are true, but 3 is false
110. Which of the following is **not** a discounted cash flow technique of capital budgeting?
 A) Accounting Rate of Return B) Internal Rate of Return
 C) Net Present Value D) MIRR

111. Identify the situation, which will have no effect on Break Even point.
A) Decrease in Fixed cost B) Increase in sales volume
C) Decrease in variable cost D) Increase in selling price
112. The primary objective of financial management is
A) Maximisation of profit
B) Avoidance of risk in investment
C) Maximization of risk in investment
D) Wealth maximization
113. The market value of a firm and its cost of capital are independent of its capital structure is the basic assumption of:
A) MM Approach B) Traditional Approach
C) Net Income Approach D) None of the above
114. The interest rate risk is a type of:
A) Market risk B) Liquidity risk
C) Credit risk D) Both B and C
115. Stock dividend results in ----- the number of equity shares in a company.
A) Decreasing B) Increasing C) Doubling D) Optimizing
116. The term 'marketing myopia' is associated with:
A) Philip Kotler B) Theodore Levitt
C) Kevin Lane Keller D) None of the above
117. Which one of the following is **not** included in 7Ps of marketing mix given by Booms & Bitner?
A) People B) Process
C) Planning D) Physical evidence
118. Which among the following is the pricing strategy of late entrants to a market?
A) Price Skimming B) Market targeting
C) Penetration pricing D) Both A and B
119. Which among the following is/are important constituent(s) of promotion mix?
A) Personal selling
B) Direct marketing
C) Advertisement and publicity
D) All of the above
120. Logistic management is closely related with:
A) Product mix B) Place mix
C) Price mix D) Promoting mix
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