



Paper - II
COMMERCE

Booklet Code

A

Test Booklet No.

SUBJECT CODE : **09**

Roll No. :

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(Figures as per admission card)

Roll No. (in words) :

OMR Sheet No. :

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Name and Signature of Invigilator/s

Signature : _____

Name : _____

Time : 2 Hours

Maximum Marks : 200

Number of Pages in this Booklet : 24

Number of Questions in this Booklet : 100

Instructions for the Candidates

1. Write your roll number in the space provided on the top of this page.
2. This paper consists of hundred (100) multiple-choice type of questions.
3. At the commencement of examination, the test booklet will be given to you. In the first 5 minutes, you are requested **To Open the Booklet and Compulsorily Examine it as Below:**
 - (i) To have access to the Test Booklet, tear off the paper seal on the edge of the cover page. Do not accept a booklet without sticker seal or open booklet.
 - (ii) Tally the number of pages and number of questions in the booklet with the information printed on the cover page. Faulty booklets due to pages/questions missing or duplicate or not in serial order or any other discrepancy should be got replaced immediately by a correct booklet from the invigilator within the period of 5 minutes. Afterwards, neither the Test Booklet will be replaced nor any extra time will be given.
 - (iii) After the verification is over, the Test Booklet Number should be entered in the OMR Sheet and the OMR Sheet Number should be entered on this Test Booklet.
4. Each item has four alternative responses marked (A), (B), (C) and (D). You have to darken the circle as indicated below on the correct response against each item.
Example : (A) (B) (C) (D)
where (C) is the correct response.
5. Your responses to the questions are to be indicated in the **OMR Sheet kept inside this Booklet**. If you mark at any place other than in the circles, the OMR Sheet will not be evaluated.
6. Read the instructions given in OMR Sheet carefully. Fill the Booklet Code of Paper-II in OMR Sheet **Compulsorily**.
7. Rough Work is to be done in the end of this booklet.
8. If you write your name or put any mark on any part of the OMR Answer Sheet, except for the space provided for the relevant entries, which may disclose your identity, you will render yourself liable to disqualification.
9. You have to return the OMR answer Sheet to the invigilators at the end of the examination compulsorily and must NOT carry it with you outside the Examination Hall.
10. You can take away test booklet and carbon copy of OMR Answer Sheet after the examination.
11. **Use only Blue/Black Ball point pen.**
12. **Use of any calculator, electronic gadgets or log table, etc. is prohibited.**
13. **There is no negative mark for incorrect answer.**



1. Which micro business element provides raw materials for the process of production?
 - (A) General public
 - (B) Suppliers
 - (C) Competitors
 - (D) Marketing intermediaries
2. Theory of Comparative Advantage was presented by:
 - (A) Adam Smith
 - (B) Ricardo
 - (C) Hicks
 - (D) Arshad
3. The ASEAN was formed in _____
 - (A) 1972
 - (B) 1945
 - (C) 1967
 - (D) 1957
4. Along with the World Bank and _____WTO is the third economic pillar of world-wide dimensions.
 - (A) International Economic Association (IEA)
 - (B) International Development Bank (IDB)
 - (C) International Monetary Funds (IMF)
 - (D) International Funding Organisation (IFO)
5. How do governments lure foreign investment? Select all that apply :
 - (A) By devaluing their currency.
 - (B) By relaxing labour and environmental standards.
 - (C) By reducing restrictions on repatriation of profits.
 - (D) Both (B) and (C)
6. Which three countries are members of NAFTA?
 - (A) United States, Mexico and England.
 - (B) United States, Mexico and Canada.
 - (C) Mexico, Canada and Brazil.
 - (D) United States, Canada and Russia.
7. Foreign Institutional Investors (FII) and Foreign Direct Investments (FDI) are both related to investing in a country. Which of the following sentences best exemplifies a key distinction between the two?
 - (A) FII aids in the expansion of capital availability in general, whereas FDI only targets specific sectors.
 - (B) FII aids in the development of managerial skills and technology, whereas FDI just brings in capital.
 - (C) FDI only goes into secondary markets, whereas FII goes into primary markets.
 - (D) FII is thought to be more reliable than FDI.



8. An authorised person under FEMA does not include :
- (A) An authorised dealer.
 - (B) An exchange broker.
 - (C) An authorised money changer.
 - (D) An off-shore banking unit.
9. An agreement between two or more firms from different country to cooperate in any value chain activity from R & D to sales is called :
- (A) International Strategic Alliance
 - (B) International Joint Venture
 - (C) International Commercial Alliance
 - (D) International Commercial Partnership
10. Which of the following Statement is not true?
- (A) Harmonisation is more flexible than standardization.
 - (B) Standardization means all companies across the countries follow same accounting practice.
 - (C) Harmonization means difference among national accounting standard are minimum.
 - (D) Harmonisation is more rigid than standardization
11. Given below are two statements, one labelled as Assertion (a) and the other labelled as Reason (r). Read the statements and choose the correct answer from the code given below:
- Assertion (a): Non-Current assets are not shown at liquidation values in balance sheet.
- Reason (r): A going concern entity holds them for earning revenue and not for resale.
- Codes:**
- (A) Both (a) and (r) are false.
 - (B) (a) is true, but (r) is not a correct explanation of (a).
 - (C) Both (a) and (r) are true.
 - (D) (a) is false, while (r) is true.
12. A and B are partners with capitals of Rs 60,000 and Rs 50,000 respectively sharing profits and losses in the ratio of 5:2. There are no accumulated profits and losses. They admit C for 1/5th share in the profits and losses. C brings Rs 40,000 as his share of capital. C's share of goodwill is:
- (A) Rs 50,000
 - (B) Rs 30,000
 - (C) Rs 10,000
 - (D) Rs 40,000



13. Which of the following statements regarding Marginal costing are NOT true?
- In marginal costing, the value of closing stock includes only variable expenses.
 - Marginal costs may lead to general lowering of prices and thus to losses.
 - Under marginal costing, the overheads are classified as factory, administrative, selling and distribution.
 - Technique of Marginal costing brings out the relationship between profit and volume of output.
- Choose the correct answer:
- (I), (II) and (III)
 - (II) only
 - (III) only
 - (II) and (III)
14. Given below are two statements, one labelled as Assertion (a) and the other labelled as Reason (r). Read the statements and choose the correct answer from the code given below:
- Assertion (a): Under zero-based budgeting, the previous year expenditure is not included in new budget proposals.
- Reason (r): In this technique, all activities are re-evaluated each time a budget is prepared.
- Both (a) and (r) are false.
 - Both (a) and (r) are true.
 - (a) is false, but (r) is true.
 - (a) is true, while (r) is not the correct explanation of (a).
15. As per Garner Vs Murray rule, loss arising due to insolvency of a partner should be divided among other partners in:
- Equal Profit Sharing Ratio
 - Capital Ratio standing just prior to dissolution
 - Old Profit Sharing Ratio
 - Sacrificing Ratio
16. The earnings after taxes of a firm is Rs 80,000 and its fixed interest charges on long term debt are Rs 20,000. Tax rate is 50%. The interest coverage ratio is_____
- 16 times
 - 8 times
 - 5 times
 - 9 times
17. Profits earned prior to acquisition of share is treated as_____
- Revenue Profit
 - Capital Profit
 - Revaluation Reserve
 - Reserve Capital



18. Which of the following statements related to Just-in-time Manufacturing is correct?

- (I) JIT is a demand pull manufacturing system.
- (II) It aims to produce high quality products at the lowest possible cost.
- (III) It is also known as Clean production.
- (IV) JIT system helps in reducing various overhead costs.

Choose the correct answer:

- (A) (I), (II) and (III)
- (B) (I) and (III)
- (C) (II), (III) and (IV)
- (D) (I), (II) and (IV)

19. Internal Audit is mandatory for every unlisted public company having paid up share capital of :

- (A) Rs. 100 crores during the preceding financial year
- (B) Rs. 50 crores during the preceding financial year
- (C) Rs. 500 crores during the preceding financial year
- (D) Rs. 200 crores during the preceding financial year

20. Match the items given in List-I and List-II and select the correct answer:

List-I	List-II
P. Accounting for Amalgamation	1. AS-26
Q. Intangible Assets	2. AS-27
R. Accounting for Government Grants	3. AS-14
S. Financial Reporting of Interest in Joint Ventures	4. AS-12

Codes:

	P	Q	R	S
(A)	3	1	4	2
(B)	3	4	2	1
(C)	4	1	3	2
(D)	4	1	2	3

21. Who said that -"Economics is an unfinished science."?

- (A) J.M. Keynes
- (B) F. Zeuthen
- (C) Gunnar Myrdall
- (D) Maurice Dobb



22. In a free market economy, the allocation of resources is determined by_____.
- (A) Consumer preferences
- (B) Voting done by consumers
- (C) A central planning authority
- (D) The level of profits of firms.
23. It is better for a competitive firm to shut down if the price is below_____
- (A) Average Variable Cost
- (B) Average Fixed Cost
- (C) Marginal Cost
- (D) Total Cost
24. When a firm is maximizing profit, then it will necessarily be_____.
- (A) Maximizing profit per unit of output.
- (B) Minimizing total cost
- (C) Maximizing total revenue
- (D) Maximizing the difference between total revenue and total cost.
25. Which of the following does not fall under Microeconomics?
- (A) Demand and theory of consumption
- (B) Supply and theory of production
- (C) Market and theory of capital
- (D) Price and theory of exchange
26. Shifts in _____ take place because of the determinants other than price such as changes in income, fashion, and tastes.
- (A) Indifference Curve
- (B) Supply Curve
- (C) Demand Curve
- (D) Utility Curve
27. Given below are two statements, one labelled as Assertion (a) and the other labelled as Reason (r). Read the statements and choose the correct answer from the code given below:
- Assertion (a): Land and Labor are considered primary factors of production.
- Reason (r): Organization is one kind of specialized labor.
- Code:**
- (A) Both (a) and (r) are true but (r) is not a correct reason of (a).
- (B) Both (a) and (r) are true and (r) is a correct reason of (a).
- (C) (a) is correct and (r) is not correct.
- (D) (a) is incorrect and (r) is correct.



28. _____ are the advantages enjoyed by a manufacturing unit when it expands the size of plant and capacity.
- (A) Economies of Scope
 - (B) Economies of Scale
 - (C) Economies of Speed
 - (D) Economies of Style
29. Which one of the following statements is NOT correct?
- (A) Pure competition and monopoly are two extreme conditions of the market.
 - (B) Monopolistic competition is quite close to pure competition.
 - (C) A pure monopolist is the one who charges a fixed price by increasing output.
 - (D) Monopoly is the antithesis of competition.
30. Which of the following statements is Correct?
- (A) In monopoly demand curve is less elastic.
 - (B) In monopoly there is no super normal profit.
 - (C) In monopolistic competition selling cost is not important.
 - (D) In monopolistic competition demand curve is less elastic.
31. Return on market portfolio has a standard deviation of 20 per cent and covariance between the returns on the market portfolio and that of security A is 800. What is the Beta of security A?
- (A) 40
 - (B) 16
 - (C) 2
 - (D) Insufficient Information to calculate Beta
32. Read the following statements and choose the correct options :
- Statement (I): The euro is the official currency of the 27 EU members.
- Statement (II): The name of the euro was first introduced in 1995 in Spain.
- (A) Statement (I) and (II) both are correct
 - (B) Statement (I) is correct but (II) is incorrect
 - (C) Statement (I) is incorrect but (II) is correct
 - (D) Statement (I) and (II) both are incorrect
33. Which of the following is not a critical mission of IME?
- (A) Furthering international monetary cooperation
 - (B) Encouraging the expansion of trade and economic growth
 - (C) Ensuring Political Stability of the member countries
 - (D) Discouraging policies that would harm prosperity



34. Which of the following is not true about Foreign Exchange Market?
- (A) Foreign Exchange Markets are physical markets.
 - (B) Foreign Exchange Market is functioning throughout 24 hours of the day as when one market is closing the other is beginning its operations.
 - (C) It is an over-the-counter market.
 - (D) Foreign Exchange Market is the system in which the foreign currencies are bought and sold.
35. The value of the Special Drawing Rights (SDR) is based on a basket of five currencies. Which of the following currencies are not part of Basket?
- (A) The U.S. dollar
 - (B) The British pound sterling
 - (C) Russian ruble
 - (D) The Japanese yen
36. The term "Core Current Assets" was coined by :
- (A) Chore Committee
 - (B) Tandon Committee
 - (C) Narasimham Committee
 - (D) Jilani Committee
37. Under Capital Budgeting, Fisher's intersection occurs at the discount rate where :
- (A) NPV of one project is greater than NPV of other project
 - (B) NPV of one project is less than NPV of other project
 - (C) The NPVs of two projects are equal
 - (D) NPV of one Project is positive and NPV of other project is negative
38. Modigliani and Miller (MM) show that in the presence of corporate taxes the value of the firm will get affected with debt due to the deductibility of interest charges for tax computation, and as a result :
- (A) Value of the levered firm will be lower than of the unlevered firm
 - (B) Value of the levered firm will be higher than of the unlevered firm
 - (C) Value of the levered firm will be equal to that of the unlevered firm
 - (D) Value of the levered firm will be independent than of the unlevered firm
39. Compute the Present Value of Perpetuity of Rs.8,000 per year at a discount rate of 12% where growth rate is 8%.
- (A) Rs.2000
 - (B) Rs.1000
 - (C) Rs.20,000
 - (D) Rs.2,00,000



40. Match the item of List-I with List-II and choose the correct option :

List -I

- P. Financial Assets
- Q. Tangible Real Assets
- R. Intangible Real Assets
- S. Fictitious Assets

List -II

- 1. Discount on issue of shares
- 2. Technological Collaborations
- 3. Debentures
- 4. Furniture

Code :

	P	Q	R	S
(A)	4	2	1	3
(B)	2	4	3	1
(C)	3	4	2	1
(D)	3	2	4	1

41. As the sample size increases, standard error_____.

- (A) Increases
- (B) Decreases
- (C) Remains constant
- (D) Decreases proportionately.

42. If two regression coefficients are 0.8 and 0.2, then the value of coefficient of correlation is_____.

- (A) 0.16
- (B) -0.16
- (C) 0.40
- (D) -0.40

43. Decomposing a time series refers to breaking down past data in to the components of _____.

- (A) Construct & variation
- (B) Trend cycle & random variation
- (C) Tactical & operational variation
- (D) Long, short & medium term variation

44. Two coins are tossed simultaneously. What is the probability that the second coin would show a tail given that the first coin has shown a head?

- (A) 0.50
- (B) 0.25
- (C) 0.75
- (D) 0.125

45. Which sampling provides separate estimates for population means for different segments and also an overall estimate?

- (A) Multistage sampling
- (B) Stratified sampling
- (C) Simple random sampling
- (D) Systematic sampling



46. If mean is increased without changing the standard deviation, the normal distribution _____.

- (A) will shift to Right
- (B) will shift to Left
- (C) can shift any side
- (D) will not shift

47. Which measures of dispersions is not affected by the presence of extreme observations?

- (A) Range
- (B) Mean deviation
- (C) Quartile deviation
- (D) Standard deviation

48. The two lines of regression become identical when :

- (A) $r = 1$
- (B) $r = -1$
- (C) $r = 0$
- (D) Either (A) or (B)

49. The relationship between AM, GM & HM is _____.

- (A) $GM = AM * HM$
- (B) $(GM)^2 = AM * HM$
- (C) $GM = (AM * HM)^2$
- (D) $(GM)^2 = (AM)^2 * (HM)^2$

50. What is the number of trials of a binomial distribution having mean and SD as 3 and 1.5 respectively?

- (A) 2
- (B) 4
- (C) 8
- (D) 12

51. Match List-I and List-II and select the correct answer from the codes given below:

List-I	List-II
(Proponent)	(Theory)

- P. F.W. Taylor 1. Scientific Management
- Q. Henry Fayol 2. Behavioural Theory
- R. Max Weber 3. Administrative Theory
- S. Elton Mayo 4. Bureaucratic System

Codes:

	P	Q	R	S
(A)	2	3	1	4
(B)	2	1	4	3
(C)	1	3	4	2
(D)	1	2	3	4



52. Scalar Chain relates with communication and command. It is reflected through :

- (A) Organizational development
- (B) Organizational design
- (C) Organizational structure
- (D) Organizational behaviour

53. Narrow span of control is visible in _____ structures.

- (A) Flat
- (B) Tall
- (C) Both (A) and (B)
- (D) Neither (A) nor (B)

54. Match List-I and List-II and select the correct answer from the codes given below:

List-I

- P. Economic responsibility
- Q. Legal responsibility
- R. Ethical responsibility
- S. Philanthropic responsibility

List-II

- 1. Desired by all
- 2. Expected by global stakeholders
- 3. Required by the state
- 4. Expected by the promoters

Codes:

	P	Q	R	S
(A)	3	4	1	2
(B)	4	3	2	1
(C)	1	4	3	2
(D)	2	4	1	3

55. Which of the following statements is FALSE?

- (A) Whistle-blowing is the practice of reporting perceived unethical practices to outsiders.
- (B) Whistle-blowing is the practice of reporting perceived unethical practices to the outsiders but not to news media.
- (C) Whistle-blowing means putting one's job at stake to gain public attention and to seek justice.
- (D) Whistle-blowing is protected through law only if it infringes individual rights.

56. _____ is the systematic, periodic and impartial rating of an employee concerning his/her present job and future potential.

- (A) Employee Engagement Technique
- (B) Employee Empowerment Measure
- (C) Performance Review
- (D) Performance Appraisal



57. Given below are two statements, one labelled as Assertion (a) and the other labelled as Reason (r). Read the statements and choose the correct answer from the code given below:

Assertion (a): During the process of Training Need Assessment, training needs are identified by comparing employees' present level of competence with employees working in other organizations.

Reason (r): Organizations assess training options as an important process of conducting Training Need Assessment.

- (A) Both (a) and (r) are true but (r) is not a correct reason of (a).
- (B) Both (a) and (r) are true and (r) is a correct reason of (a).
- (C) (a) is correct and (r) is not correct.
- (D) (a) is incorrect and (r) is correct.

58. Leadership Grid is developed by _____.

- (A) Robert Blake and Robert House
- (B) Robert Blake and A. McCauley
- (C) Jane Mouton and A. McCauley
- (D) Robert House and Jane Mouton

59. Given below are two statements, one labelled as Assertion (a) and the other labelled as Reason (r). Read the statements and choose the correct answer from the code given below:

Assertion (a): Organisational Culture is largely invisible to individuals just as the sea is invisible to the fish swimming in it.

Reason (r): It affects employees' behaviour and their thinking about the organization.

Codes:

- (A) Both (a) and (r) are true and (r) is the correct reason of (a).
- (B) Both (a) and (r) are true but (r) is not a correct reason of (a).
- (C) (a) is correct and (r) is not correct.
- (D) (a) is incorrect and (r) is correct.

60. Given below are two statements, one labelled as Assertion (a) and the other labelled as Reason (r). Read the statements and choose the correct answer from the code given below:

Assertion (a): Succession planning is a process whereby an organization ensures that the employees are recruited and developed to fill each key role within the company.

Reason (r): Organisations are investing more on Talent Management.

- (A) Both (a) and (r) are true and (r) is the correct reason of (a).
- (B) Both (a) and (r) are true but (r) is not a correct reason of (a).
- (C) (a) is correct and (r) is not correct.
- (D) (a) is incorrect and (r) is correct.



61. Which among the following securities/ sources of finance has high risk as an outstanding feature?

- (A) Mutual funds
- (B) Venture capital
- (C) Commercial Papers
- (D) Government bonds

62. In book building, the spread between the floor and the cap of the price band should not be more than _____ per cent.

- (A) 10
- (B) 20
- (C) 30
- (D) 50

63. Match the item of List-I with List-II and choose the correct option :

List-I (Instruments)

- P. Treasury Bills
- Q. Commercial paper
- R. Certificates of deposit
- S. Collateralised Borrowing and Lending Obligation (CBLO)

List-II (Features)

- 1. Issued by commercial banks
- 2. Issued by Corporate Sector
- 3. Maturity period ranging from 1 day to 19 days.
- 4. Absence of default risk

Codes:

	P	Q	R	S
(A)	4	2	1	3
(B)	4	1	2	3
(C)	3	4	2	1
(D)	3	2	4	1

64. Read the following statements and choose the correct options:

Statement (I): A loan becomes an NPA when the principal or interest payment remains overdue for 180 days.

Statement (II) :For agriculture, if principal and interest is not paid for two cropping seasons, the loan is classified as NPA.

- (A) Statement (I) and (II) both are correct
- (B) Statement (I) is correct but (II) is incorrect
- (C) Statement (I) is incorrect but (II) is correct
- (D) Statement (I) and (II) both are incorrect

65. Arrange the following banks in the ascending order of their year of establishment :

- I. Bank of Hindustan
- II. The Bank of Madras
- III. The Bank of Bombay
- IV. The Bank of Bengal

Code :

- (A) II, III, IV, I
- (B) I, IV, III, II
- (C) I, II, III, IV
- (D) III, II, IV, I



66. Read the following statements and choose the correct options:
- Statement (I) A CIBIL score is a three-digit numeric summary that determines your creditworthiness.
- Statement (II) A CIBIL score ranges from 100 to 999.
- (A) Statement (I) and (II) both are correct
- (B) Statement (I) is correct but (II) is incorrect
- (C) Statement (I) is incorrect but (II) is correct
- (D) Statement (I) and (II) both are incorrect
67. What is the daily upper limit of IMPS transactions for instant domestic funds transfer?
- (A) Rs. 10 lacs
- (B) Rs. 2 lacs
- (C) Rs. 5 lacs
- (D) No upper limit is prescribed
68. Which of the following is not a part of Three Pillars of Basel III?
- (A) Minimum Capital Requirement
- (B) Technology Management
- (C) Supervisory Review
- (D) Market Discipline
69. Under which of the following methods of note-issue, the RBI issues notes?
- (A) Fixed Fiduciary System
- (B) Maximum Fiduciary System
- (C) Minimum Reserve System
- (D) Proportional Reserve System
70. Who is the regulatory authority for Merchant Banking in India?
- (A) Reserve Bank of India
- (B) Securities Exchange Board of India
- (C) Ministry of Finance
- (D) Ministry of Corporate Affairs
71. Match List-I and List-II and select the correct answer from the codes given below:
- List-I
- P. Real Needs
- Q. Unstated Needs
- R. Secret Needs
- S. Delight Needs
- List-II
1. The customer expects good service from the dealer.
2. The customer likes if the dealer sends Birthday greetings.
3. The customer wants his/her friends to appreciate him/her for using certain brand.
4. The customer wants a mobile that has very good battery life.
- Codes:**
- | | P | Q | R | S |
|-----|---|---|---|---|
| (A) | 3 | 4 | 1 | 2 |
| (B) | 4 | 3 | 2 | 1 |
| (C) | 4 | 1 | 3 | 2 |
| (D) | 2 | 4 | 1 | 3 |



72. Match List-I and List-II and select the correct answer from the codes given below:

List-I

(Proponent)

- P. Philip Kotler
- Q. McCarthy
- R. Michael Porter
- S. C.K. Prahalad

List-II

(Contribution)

- 1. Product, Price, Promotion, Place
- 2. People, Processes, Programs, Performance
- 3. Core Competence
- 4. Diamond Framework

Codes:

	P	Q	R	S
(A)	1	2	3	4
(B)	1	2	4	3
(C)	2	1	4	3
(D)	2	1	3	4

73. _____ and _____ are the major factors influencing the selection of suppliers.

- (A) Price and Delivery
- (B) Product and Price
- (C) Quantity and Delivery
- (D) Promotion and Delivery

74. _____ is the limit approached by market demand as industry marketing expenditures approach infinity for a given marketing environment.

- (A) Market Forecast
- (B) Company Demand
- (C) Market Potential
- (D) Company Potential

75. Consider the following related to buying process:

- I. General Need Description
- II. Problem Recognition
- III. Supplier Search
- IV. Proposal Solicitation

Choose the correct sequencing :

- (A) I, II, III, IV
- (B) II, I, III, IV
- (C) I, II, IV, III
- (D) II, I, IV, III

76. The pricing strategy in which a firm divides location into different sectors and charge same price for each sector is classified as:

- (A) Basing point pricing
- (B) Regional Pricing
- (C) Cost-Plus Pricing
- (D) Both (A) and (B)



77. Which of the following fall under Consumer Goods classification?
- I. Unsought Goods
 - II. Speciality Goods
 - III. Shopping Goods
 - IV. Convenience Goods
- Make the correct choice from the following:
- (A) I & II
 - (B) I, II, & III
 - (C) III & IV
 - (D) I, II, III, & IV
78. Which of the following is TRUE concerning Dutch Auctions?
- (A) Ascending bids
 - (B) Descending bids
 - (C) Sealed bids
 - (D) Both (B) and (C)
79. Which one of the following statements is TRUE?
- (A) In developing an advertising program, marketing managers should start by identifying target market and buyer motives.
 - (B) In developing an advertising program, marketing managers should start by identifying factors that affect advertising budget.
 - (C) Product substitutability is not important factor for taking decision regarding an advertising program.
 - (D) Television is generally considered a costly advertising medium for FMCG sector.
80. Which one of the following is not an Advertising Agency, operating in India?
- (A) Brandemic
 - (B) Brand for Business India Ltd.
 - (C) Ogilvy and Mather Pvt Ltd.
 - (D) McCann Erickson India Ltd.
81. Which of the following is true as regards delivery of goods in instalments as provided under Sale of Goods Act?
- (A) The buyer is bound to accept the instalment deliveries only in case of perishable goods
 - (B) The buyer is bound to accept the instalment deliveries only in case of sale of goods by description
 - (C) Delivery of goods can't be made in instalments
 - (D) The buyer is bound to accept the instalment deliveries only if agreed
82. Past consideration means_____.
- (A) Consideration and promise should move together
 - (B) Consideration is provided prior to the making of the contract
 - (C) Executed consideration
 - (D) Invalid consideration



83. Which type of right is related to logowork?
- (A) Copyright
 - (B) Trademark
 - (C) Trade secret
 - (D) Patent
84. XYZ Limited is having 15% share capital held by X Limited and 50% held by Central Government and 10% held by State Government and 25% held by other people, then that company will be _____ .
- (A) Government Company
 - (B) Private Ltd Company
 - (C) Public Ltd Company
 - (D) Dormant Company
85. Which of the following is the right sequence as per the year of the Act?
- I. Competition Act
 - II. Security Contract Regulation Act
 - III. Income Tax Act
 - IV. Insurance Regulatory & Development Act
- (A) I, II, III, IV
 - (B) II, III, IV, I
 - (C) IV, III, II, I
 - (D) II, I, IV, III
86. During access to any business premises u/ S. 71 of the Companies Act, which of the following records can be inspected by the officers?
- I. Trial balance
 - II. Statements of annual financial accounts, duly audited, wherever required;
 - III. Cost audit report
 - IV. Income-tax audit report
- Choose the most appropriate option :
- (A) (I) and (II)
 - (B) (I), (II) and (IV)
 - (C) (II), (III) and (IV)
 - (D) (I), (II), (III) and (IV)
87. Intellectual property laws can protect :
- I. Trademark
 - II. Copyright
 - III. Patents
 - IV. Customer loyalty
- (A) II Only
 - (B) III Only
 - (C) I, II and III
 - (D) I and IV Only
88. Which of the following is the right sequence as per the year of the Act?
- I. Environment Protection Act
 - II. Patent Act
 - III. Copyright Act
 - IV. Competition Act
- (A) I, II, III, IV
 - (B) I, III, II, IV
 - (C) III, II, I, IV
 - (D) IV, III, I, II



89. Which one of the following statements about Limited Liability Partnerships (LLPs) is incorrect?

- (A) An LLP has a legal personality separate from that of its members.
- (B) A listed company can convert to an LLP.
- (C) The liability of each partner in an LLP is limited.
- (D) Members of an LLP are taxed as partners.

90. Which one of the following statements is correct?

- (A) Void agreements are always illegal.
- (B) Illegal agreements are voidable.
- (C) Illegal agreements are always void.
- (D) Illegal agreement can be ratified by the parties.

91. In which of the following transactions, quoting of PAN is mandatory by the person entering into the said transaction?

- I. Opening a Basic savings bank deposit account with a bank.
- II. Applying to a bank for issue of a credit card.
- III. Payment of Rupees 40,000 to mutual fund for purchase of its units.
- IV. Cash deposit with a post office of Rupees 1,00,000 during a day.
- V. A fixed deposit of Rs. 30,000 with a NBFC registered with RBI aggregating the total deposits to Rs. 3,50,000 for the F.Y upto to the date of this deposit made.

Choose the correct answer:

- (A) II, IV only
- (B) II, III, IV only
- (C) I, II, III only
- (D) I, III only

92. Which of the following can be corrected while processing the return of income under Section 143(1)?

- (A) Any mistake in the return of income
- (B) Any arithmetical error in the return
- (C) Any error of principle in the return of income
- (D) Any claim by the taxpayer which is against law



93. Deduction under Section 80D is available on :
- (A) General Provident Fund
 - (B) Health Insurance Premium
 - (C) Life Insurance Premium
 - (D) Education Insurance Premium
94. Mr. Dinesh, a resident in India, has gross total income of Rupees 2,30,000 comprising of interest on saving a/c and rental income during the previous year 2022-23. He incurred expenditure of Rupees 2,00,000 for his son for a study tour to Europe. Whether he is required to file return of income for the assessment year 2023-24? If yes, what is the due date?
- (A) Yes, 31st July of A.Y
 - (B) Yes, 30th September of A.Y
 - (C) Yes, 31st October of A.Y
 - (D) No, he is not required to file return of income
95. Mr. Ravi is a recently qualified doctor. He joined a reputed hospital in Delhi on 01.01.2023. He earned total income of Rs. 3,40,000 till 31.03.2023. His employer advised him to claim rebate u/s 87A while filing return of income for A.Y. 2023-24. He approached his father, a tax professional, to enquire regarding what is rebate u/s 87A of the Act. What would have his father told him?
- I. An individual who is resident in India and whose total income does not exceed Rs. 5,00,000 is entitled to claim rebate under Section 87A.
 - II. An individual who is resident in India and whose total income does not exceed Rs. 3,50,000 is entitled to claim rebate under Section 87A.
 - III. Maximum rebate allowable under Section 87A is Rs. 5,000.
 - IV. Rebate under Section 87A is available in the form of exemption from total income.
 - V. Maximum rebate allowable under Section 87A is Rs. 12,500.
 - VI. Rebate under Section 87A is available in the form of deduction from basic tax liability.
- Choose the correct option from the following:
- (A) (II), (III), (VI)
 - (B) (II), (III), (IV)
 - (C) (I), (V), (VI)
 - (D) (I), (IV), (V)



96. Which one from the following is not a benefit of Tax Consideration?

- (A) Effective Tax Planning
- (B) Investment Decision
- (C) Competitive Advantage
- (D) Dividend Decision

97. In case the delay in filing TDS/TCS statement is more than one year from the prescribed date, then the deductor shall be additionally liable to pay a minimum penalty of _____ thousand Indian rupees which may extend to _____ lac rupees.

- (A) 20, 1
- (B) 10, 1
- (C) 10, 2
- (D) 20, 2

98. Read the following statements and choose the correct options :

Statement (I): Form BB is used for filing Wealth Tax Returns.

Statement (II): Form 67 is used to claim credit of foreign tax paid in a country or specified territory outside India.

- (A) Statement (I) and (II) both are correct
- (B) Statement (I) is correct but (II) is incorrect
- (C) Statement (I) is incorrect but (II) is correct
- (D) Statement (I) and (II) both are incorrect

99. Match List-I and List-II and select the correct answer from the codes given below:

List-I

(Nature of Forms)

- P. Form 3CA-3CD
- Q. Form 15CB
- R. Form 15CC
- S. Form 35

List-II

(Purpose of Forms)

- 1 Appeal to the Commissioner of Income-Tax (Appeals)
- 2 Quarterly statement to be furnished by an authorised dealer
- 3 Audit report under Section 44AB of the I T Act
- 4 Certificate of an accountant

Codes:

	P	Q	R	S
(A)	4	2	1	3
(B)	2	4	3	1
(C)	3	4	2	1
(D)	3	2	4	1

100. Who is eligible to file ITR-1 for AY 2023-24?

- (A) Who has agricultural income exceeding ₹ 5000.00
- (B) Who is a Director in a company.
- (C) Who owns and has income from more than one house property.
- (D) Who has total income not exceeding ₹ 50 lakh during a Financial Year.



ROUGH WORK



ROUGH WORK



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ROUGH WORK