

1. The supreme authority of WTO, which takes all matters under any of the Multilateral Trade Agreement is:
 - A) The General Council
 - B) The Director General
 - C) The Ministerial Conference
 - D) Trade Policy Review Body

2. ----- is a training centre where real job conditions are created and trainers train the new employees with machines which is identical with the ones that employees will be using at their work place.
 - A) Internship
 - B) Vestibule
 - C) OJT
 - D) Role Play

3. According to Meydan Larousse the term global means:
 - A) Integration
 - B) Internalisation
 - C) Undertaken entirely
 - D) Acceptance of set of rules

4. A Core time is fixed by employers as mandatory and any other time which is required for finishing the task can be fixed by the employee at his own discretion is:
 - A) Job Sharing
 - B) Part time working
 - C) Home-tele-working
 - D) Flexi time

5. Repair and Maintenance apportioned on the basis of:
 - A) Direct Labour Hours
 - B) Number of Employees
 - C) Hours worked
 - D) Quantity of Stores issued

6. Cost attribution to cost units on the basis of benefits received from indirect activities is called:
 - A) Activity Based Costing
 - B) Absorption Costing
 - C) Marginal Cost
 - D) Conversion Cost

7. Estimate factory cost of the product if direct material is Rs.60,000; Direct Labour is Rs.40,000 and factory overhead 40% of the direct material:
 - A) Rs.1,24,000
 - B) Rs.1,42,000
 - C) Rs.1,00,000
 - D) Rs.84,000

8. ----- dividend is used in a situation in which the company does **not** have sufficient funds to pay dividend in cash.
 - A) Cash
 - B) Property
 - C) Scrip
 - D) Stock

24. The International organization which promotes trade liberalization and play an important role in globalization:
- A) International Monetary Fund (IMF)
 - B) World Health Organisation (WHO)
 - C) World Trade Organisation (WTO)
 - D) United Nations (UN)
25. The concept “Special Category Status” is addressing regional imbalances. Which following region receives this status in India?
- A) States with the highest agricultural production
 - B) States with highest industrial output
 - C) Economically disadvantaged states and union territories
 - D) Developed urban areas
26. Which of the following is **not** an objective of Free Trade Area?
- A) To protect domestic industries from foreign competition
 - B) To impose tariffs and trade barriers among member countries
 - C) To promote economic and political integration among member countries
 - D) Maintain their own individual trade policies with non-members
27. Which among the following is the main drawback of functional management when compare to other management structures?
- A) Overemphasis on teamwork
 - B) Decision making process is slow
 - C) Lack of expertise in specialized areas
 - D) Difficulty in achieving economies of scale
28. Which of the following is an external source of recruitment?
- A) Campus recruitment
 - B) Employee referrals
 - C) Succession planning
 - D) Internal job posting
29. The leadership style which focus on the long-term vision the organization and motivating team members to share that vision is ----- leadership.
- A) Transformational
 - B) Democratic
 - C) Transnational
 - D) Laissez-faire
30. The concept Ansoff Matrix was created by:
- A) Boston
 - B) Albert Humphrey
 - C) Francis Aguilar
 - D) Igor
31. Which of the following is **not** included in Michael Porter’s generic strategy approaches?
- A) Profit differentiation
 - B) Cost-focus
 - C) Cost leadership
 - D) Differentiation focus

32. The “Hawthorne Effect” in organizational behaviour means:
 A) The study of employee turnover
 B) The study of how organization can increase profit
 C) The tendency of people to perform better when they know they are being observed
 D) The study of organizational structure and hierarchy
33. The phenomenon of a person taking less effort to attain a goal when he works in a group than when working alone:
 A) Group behaviour B) Organisational behaviour
 C) Social loafing D) Individual competition
34. The main aim of causal research design is to:
 A) Focus on in-depth qualitative data
 B) Establish cause and effect relationship between variables
 C) Describe a phenomenon
 D) Generalize findings to a larger population
35. The Primary assumption of parametric tests is:
 A) Data is discrete
 B) Data is categorical
 C) Data is normally distributed
 D) Data is non-normally distributed
36. Which of the following is an example of dependent variable in research?
 A) Age of the respondent B) Gender of the respondent
 C) Experimental conditions D) Test score of the respondent
37. From the following what is the level of significance in hypothesis testing?
 A) 1.00 B) 0.10 C) 0.01 D) 0.05
38. The variables that are not related to the purpose of the study, but may affect the dependent variable are termed as --- variable.
 A) Continuous B) Extraneous C) Dependent D) Discrete
39. Source list of the sample design is known as:
 A) Universe B) Sampling Unit
 C) Sampling frame D) Sampling procedure
40. In the case of research, a measuring instrument is said to be reliable, if it provides ----- results.
 A) True B) Valid C) Good D) Consistent
41. Which among the following is **not** a primary objective of Operations Research?
 A) Maximise Sales B) Minimise Cost
 C) Maximise Profit D) Maximise Customer Loyalty

52. The contributor of the term 'Value Chain':
 A) Henry Fayol B) FW Taylor
 C) Michael Porter D) Frederick
53. The buyers are divided into groups on the basis of their knowledge, attitude, use and response to a product is known as--- segmentation.
 A) Product B) Behavioural C) Price D) Geographical
54. --- is the science, art and technology of protecting products for distribution, storage, sales and use.
 A) Packet B) Packing C) Packaging D) Labelling
55. The term used to represent the extended marketing mix for service:
 A) 4Ps B) 6Ps C) 5Ps D) 7Ps
56. The first step involved in market planning process is:
 A) Setting market objectives
 B) Identifying strategies of the competitor
 C) Conducting market research
 D) Setting pricing strategies
57. The company issues new shares to existing shareholders in proportion to their current ownership is called:
 A) Bonus issue B) IPO
 C) Right issue D) Private placement
58. Which is odd one in the case of single-entry booking?
 A) Pure single entry B) Simple single entry
 C) Quasi single entry D) Mixed single entry
59. Which among the following is /are correct in preparing a trial balance?
 1. All incomes must be recorded on the credit side
 2. All incomes must be recorded on the debit side
 3. All expenses must be recorded on the credit side
 4. All expenses must be recorded on the debit side
 A) 1 & 2 only B) 3 only C) 3 & 4 only D) 1 & 4 only
60. The excess of estimated future profit than the normal profit in the case of goodwill valuation is:
 A) Maximum Profit B) Retained Earnings
 C) Capital Employed D) Super Profit
61. A firm's cost of equity capital is 20%, the average tax rate is 40% and 3% brokerage is expected by the shareholders. What is the cost of retained earnings?
 A) 16.14% B) 11.64% C) 10.64% D) 12.14%

62. Identify the correct sequence of Data Life Cycle:
- A) Ready access storage—Origination—Destruction—Processing and immediate use
 - B) Ready access storage—Origination—Processing and immediate use—Destruction
 - C) Origination—Ready access storage—Processing and immediate use—Destruction
 - D) Origination—Ready access storage—Destruction—Processing and immediate use
63. The most challenging and creative phase of System Development Life Cycle is:
- A) Design
 - B) Problem identification
 - C) Feasibility
 - D) Maintenance
64. The latest addition to the scope of the Prevention of Money Laundering Act is:
- A) Designer jewelers
 - B) Virtual Digital Assets
 - C) Mutual Fund Units
 - D) Tourist resorts
65. Establishing integration or interconnectivity among countries is known as:
- A) Liberalisation
 - B) Privatisation
 - C) Colonisation
 - D) Globalisation
66. The disparity between haves and have-nots can be studied by following:
- A) GDP alone
 - B) Per capita income alone
 - C) GDP and per capita income in real terms
 - D) NNP
67. Pick out the correct sequence of constituents of Balance of Payment Summary from the following:
- | | |
|-----------------------|--------------------|
| 1. Error and omission | 2. Reserve account |
| 3. Capital account | 4. Current account |
- A) 2, 3, 1, 4 B) 4, 3, 1, 2 C) 4, 1, 3, 2 D) 3, 4, 1, 2
68. The difference between value of imports and that of exports over a period of time is known as:
- A) FDI
 - B) Balance of Payment
 - C) Balance of Trade
 - D) Capital Account Balance
69. Which one of the following is **not** an advantage derived by a domestic economy by attracting FDI?
- A) Technology infusion
 - B) Foreign control
 - C) Lower cost and enhanced efficiency
 - D) Robust international relations

70. Identify the institution which is responsible for determining the proportion of population below the poverty line as prescribed in India:
- A) Indian Statistical Institute
 B) NITI Aayog
 C) National Sample Survey Office
 D) Central Planning Board
71. The national highway projects constructed by the National Highway Authority of India under PPP mode is an example of----- model.
- A) Build-own-operate
 B) Build-operate-transfer
 C) Operate-maintain-transfer
 D) Lease-develop-operate
72. Which one of the following Foreign Trade Agreements was entered into by India and UAE in the year 2022?
- A) CEPA B) APTA C) SAFTA D) NAFTA
73. Match the following items in List I with List II:
- | List I | List II |
|---------------------|---------------------------|
| a. Matching concept | 1. Miscellaneous expenses |
| b. Disclosure | 2. Impairment of assets |
| c. Conservatism | 3. Depreciation |
| d. Materiality | 4. Contingent liability |
- A) a-4, b-3, c-2, d-1 B) a-3, b-1, c-4, d-2
 C) a-4, b-3, c-1, d-2 D) a-3, b-4, c-2, d-1
74. Segment Reporting is governed by:
- A) AS 16 B) AS 17 C) AS 19 D) AS 21
75. Upon redemption of Debentures, the amount lying in Debenture Redemption Reserve, which is no longer required to be retained, shall be transferred to:
- A) Capital reserve B) Security premium account
 C) Revaluation reserve D) General reserve
76. Match the following items in List I with List II:
- | List I | List II |
|-------------------------|----------|
| a. Government Grants | 1. AS 20 |
| b. Leases | 2. AS 12 |
| c. Earnings Per Share | 3. AS 28 |
| d. Impairment of Assets | 4. AS 19 |
- A) a-4, b-1, c-3, d-2 B) a-2, b-4, c-1, d-3
 C) a-4, b-1, c-2, d-3 D) a-2, b-4, c-3, d-1

77. The reserve which is **not** available for the purpose of issuing bonus shares:
 A) General Reserve B) Dividend Equalisation Reserve
 C) Revaluation Reserve D) Capital Redemption Reserve
78. State whether the following statements are true or false:
 1. A company limited by shares may issue irredeemable preference shares.
 2. Except as provided in Sec 54, a company shall not issue shares at a discount.
- A) 1 is true and 2 is false B) 1 is false and 2 is true
 C) Both 1 and 2 are true D) Both 1 and 2 are false
79. Partly paid up preference shares can only be redeemed after:
 A) Making them fully paid up
 B) Passing special resolution General Body Meeting
 C) Obtaining unanimous consent from the Board of Directors
 D) Getting prior permission from Company Law Board
80. PK Ltd. forfeited 2000 shares of Rs. 10 each for non-payment of final call amounting to Rs. 4 each. If, after the entire shares were re-issued as fully paid, Rs. 3000 was transferred to Capital Redemption Reserve account, shares were re-issued for:
 A) Rs. 12,000 B) Rs. 11,000
 C) Rs. 7,500 D) Rs. 6,500
81. State whether the following statements are true or false in respect of capitalization of fixed assets:
 1. Expenditure incurred that increases the future benefits from the existing assets beyond its previously assessed performance is charged to revenue.
 2. Interest on borrowed funds, if any used to finance the acquisition of fixed assets is capitalized upto the date when the assets are ready for use.
- A) 1 is true and 2 is false B) 1 is false and 2 is true
 C) Both 1 and 2 are true D) Both 1 and 2 are false
82. Under which one of the following formats a new company does not come into existence?
 A) Amalgamation B) External Reconstruction
 C) Absorption D) Merger
83. Given, average annual profit of an enterprise as Rs. 50,000 against the average profit of Rs. 30,000 for the industry to which it belongs. What will be the value of goodwill computed based on capitalization of super profit, taking weighted average cost of capital of 8 % ?
 A) Rs.2,00,000 B) Rs. 2,50,000
 C) Rs. 3,20,000 D) Rs. 4,00,000

94. A company has issued irredeemable Debentures of Rs. 10,00,000 at a premium of 5 % carrying a coupon rate of 15 %. If corporate tax rate applicable to such class of companies is 30 %, what will be the cost of Debentures to the company?
 A) 10 % B) 12 % C) 15 % D) 20 %
95. High fixed cost incidence involved in production process leads to ----- leverage.
 A) High financial B) High operating
 C) Low financial D) Low operating
96. State whether the following statements are true or false:
 1. The more distant the Cash Flow After Taxes, the higher is the PV of such cash flows.
 2. In the case of independent investment projects, if the NPV of the project is zero, IRR will be equal to its cost of capital.
 A) 1 is true and 2 is false B) 1 is false and 2 is true
 C) Both 1 and 2 are true D) Both 1 and 2 are false
97. A project requires an initial investment of Rs. 20 lakhs. If the cash inflows are Rs. 3 lakhs, Rs. 6 lakhs, Rs. 6 lakhs and Rs. 10 lakhs during its economic life from year 1 to 4, what will be the post pay back return from the project?
 A) Rs. 10 lakhs B) Rs. 7.50 lakhs
 C) Rs. 5 lakhs D) Rs. 8 lakhs
98. Given 'D₁' as Re. 1/- 'P₀' as Rs. 25/- and 'g' as 6%, then what will be its 'K_e'?
 A) 6 % B) 8 % C) 9 % D) 10 %
99. Assertion (A): Cost of debt is lowest among all the sources of capital.
 Reason (R) : Risk involved at the time of capital repayment and payment of periodical interest is high when compared to other sources of capital.
 A) Both A and R are correct
 B) A is correct but R is wrong
 C) Both A and R are wrong
 D) A is wrong but R is correct
100. Cross-selling is all about:
 A) Reversal of sale already effected
 B) Selling a newly launched product
 C) Selling other products along with a product being demanded by a customer
 D) Selling products/services to a customer located in an enemy country

101. Match the following with regard to market segmentation:
- | | |
|---------------------|------------------------------|
| List I | List II |
| a. Age | 1. Geographical segmentation |
| b. Climate zone | 2. Behavioural segmentation |
| c. Retail/wholesale | 3. Demographic segmentation |
| d. Brand loyalty | 4. Customerwise segmentation |
- A) a-1, b-2, c-3, d-4 B) a-2, b-1, c-4, d-3
C) a-2, b-1, c-3, d-4 D) a-3, b-1, c-4, d-2
102. The two factor theory of motivation was formulated by:
A) Mc Gregor B) Herzberg
C) Mc Farland D) Abraham Maslow
103. Which one of the following is **not** a characteristic feature of recruitment?
A) It is the first step of appointment of an employee
B) It is a positive process
C) It involves evaluation of qualifications, skills, physical attributes and experience of Applicants
D) It is a process of identifying sources of human force
104. Laissez-fair leadership style is otherwise known as ----- leadership.
A) Autocratic B) Democratic C) Charismatic D) Free-rein
105. Identify the correct sequence of control process from the following:
A) Setting standards—Comparing actual performance with standards—Locating reasons for deviation—Measurement of actual performance—Taking corrective action—Obtaining feedback
B) Setting standards—Measurement of actual performance—Comparing actual performance with standards—Taking corrective action—Locating reasons for deviation—Obtaining feedback
C) Setting standards—Measurement of actual performance—Comparing actual performance with standards—Locating reasons for deviation—Taking corrective action—Obtaining feedback
D) Setting standards—Measurement of actual performance—Comparing actual performance with standards—Obtaining feedback —Locating reasons for deviation—Taking corrective action
106. The popular catchword ‘PODSCORB’ listing executive function within an Organization is developed by:
A) Henry Fayol B) Peter F. Drucker
C) Luthur Gullick D) F. W. Taylor

114. Match the following:

List I

- a. EOQ
- b. Perpetual inventory control system
- c. Re-order level
- d. Physical verification of stores

List II

- 1. Continuous stock taking
- 2. Fresh order is placed
- 3. Updation of receipts and issues as and when it arises
- 4. Ordering cost is equal to carrying cost

- A) a-3, b-4, c-1, d-2 B) a-2, b-3, c-4, d-1
C) a-4, b-3, c-2, d-1 D) a-3, b-2, c-1, d-4

115. Which one of the following is **not** a method of absorbing overheads?

- A) Step ladder method B) Machine hour rate
C) Labour hour rate D) Percentage of prime cost

Answer questions from 116 to 119 using the following details relating to a manufacturing enterprises.

	1st Half year (Rs.)	2nd Half year (Rs.)
Sales	45,000	50,000
Total Cost	40,000	43,000

116. What is its PV ratio?

- A) 20 % B) 30 % C) 40 % D) 50 %

117. What is its fixed cost for the full year?

- A) Rs. 20,000 B) Rs. 22,000 C) Rs. 24,000 D) Rs. 26,000

118. What is its break-even sale?

- A) Rs. 65,000 B) Rs. 70,000 C) Rs. 75,000 D) Rs. 80,000

119. What will be its margin of safety?

- A) Rs. 20,000 B) Rs. 25,000 C) Rs. 30,000 D) Rs. 40,000

120. PE ratio of an enterprise is 5 and its equity share is trading in the market at Rs.40. If the enterprise maintains a dividend payout ratio of 50%, what will be the dividend per share?

- A) Rs. 8 B) Rs. 6 C) Rs. 4 D) Rs. 2
-