

1. Match the following:
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| List I | List II |
| a. Programmes | 1. Specific required actions or non actions, allowing no discretion |
| b. Policies | 2. Set of clear instructions in logical sequence to perform a task |
| c. Rules | 3. Statement of expected results expressed numerically |
| d. Budgets | 4. General statements that guide clear thinking for decision making |
- A) a -4, b-3, c-2, d-1 B) a -2, b-4, c-1,d-3
C) a -3, b-2, c-4, d-1 D) a-3, b-4, c-1, d-2
2. Identify the true statement/s:
- Statement 1: Matrix organisation combines the functional and product patterns of departmentation in the same organisational structure
- Statement 2: Strategic Business Unit (SBU) is a modern type of departmentation in organisational structure
- A) 1 only B) 2 only C) Both 1 & 2 D) Neither 1 nor 2
3. Splintered Authority exists when:
- A) The operations and responsibilities for successful performance of a job
- B) The works to be performed and the responsibilities and duties involved, conditions under which the work is performed.
- C) The personality requirements and lists qualifications both physical and mental, necessary to perform the job properly.
- D) Pooling the authority delegations of two or more managers to resolve a problem
4. The Immaturity-maturity continuum in Personality Development is developed by:
- A) Sigmund Freud B) Henry Fayol
C) Chris Argyris D) Chester Bernard
5. Which of the following statement is true with respect to “Looking Glass Self” in Self Theory?
- A) The way one see oneself
- B) The way one would like to be
- C) The perception of a person about how others are perceiving his qualities
- D) The real self
6. Leadership Continuum Concept was developed by:
- A) Blake and Mouton B) McGregor
C) Peter F Drucker D) Tannenbaum and Schimdit

14. Identify the true statement/s:
 Statement 1: Trickle Down Strategy in Economic theory implies that Economic Development and Economic growth are synonymous
 Statement 2 : Economic Development can be measured both quantitatively and qualitatively
- A) 1 only B) 2 only C) Both 1 & 2 D) Neither 1 nor 2
15. Match the following:
- | | |
|-------------------------|------------------------------------|
| List I | List II |
| a. Micro Environment | 1. Cultural Trends |
| b. Social Environment | 2. GNP |
| c. Legal Environment | 3. Market Intermediaries |
| d. Economic Environment | 4. Foreign Exchange Management Act |
- A) a-4, b-1, c-3, d-2 B) a-3, b-1, c-4, d-2
 C) a-1, b-2, c-3, d-4 D) a-4, b-2, c-3, d-1
16. Integration of market implies:
- A) Wider Choice of goods B) Operating beyond the domestic markets
 C) Competitive Price D) All of these
17. “The principle of mutual benefits and concessions in trade negotiations” explains the WTO principle of:
- A) Transparency B) MFN treatment
 C) Reciprocity D) Dismantling Trade Barriers
18. The highest decision making body in WTO:
- A) Director General B) Ministerial Conference
 C) General Council D) Secretariat
19. The first Special Economic Zone (SEZ) in India:
- A) Visakhapatnam (AP) B) Kandla (Gujrat)
 C) Chennai (TN) D) Cochin (Kerala)
20. Which of the following statements CLEARLY states Heuristic Knowledge?
- A) Strategies derived from previous experience with similar problems
 B) Knowledge that is conceptualised, codified, formalised, stored and accessed
 C) Understanding, interpretation and application of information
 D) None of these
21. Which among the following is the invention of Edgar F. Codd?
- A) Bearing System for Truck Axles
 B) Relational Database Management System
 C) Integrated Data Store
 D) All of these

33. Identify the correct sequence in Research Process:
- A) Define Research Problem- Formulate Hypothesis- Design Research- Collect Data- Analyse Data- Interpret and Report
- B) Define Research Problem- Collect Data- Design Research- Formulate Hypothesis- Analyse data – Interpretation and Reporting
- C) Define Research Problem- Analyse the data- Formulate Hypothesis- Collect Data- Design Research- Interpretation and Reporting
- D) Formulate Hypothesis- Design Research- Define Research Problem- Collect Date- Analyse Data- Interpretation and Reporting
34. Match the following:
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| List I | List II |
| a. AS 2 | 1. Leases |
| b. AS 3 | 2. Revenue Recognition |
| c. AS 9 | 3. Valuation of Inventories |
| d. AS 19 | 4. Cash flow statement |
- A) a-2, b-1, c-3, d-4 B) a-3, b-4, c-2, d-1
- C) a-1, b-2, c-4, d-3 D) a-1, b-4, c-2, d-3
35. A Descriptive Research Design must be:
- A) Reliable B) Rigid and well structured
- C) Flexible D) Both A & C
36. Principle of randomness in experimental design implies:
- A) That the experiment should be repeated again and again to test its effectiveness
- B) The units and treatments are randomly assigned to control extraneous variables
- C) Measuring and eliminating the effect of extraneous variables
- D) None of these
37. Which among the following is the “standard deviation of the sampling distribution of a statistic”?
- A) Non-sampling Error B) Sampling Error
- C) Standard Error D) Probable Error
38. The relationship between Standard Error and Test Statistic is:
- A) No relationship B) Positive Relationship
- C) Inverse Relationship D) None of these
39. Among the following alternate hypotheses, which one explains a Two-tailed Test?
- A) $H_a : \mu > \mu_0$ B) $H_a : \mu < \mu_0$ C) $H_a : \mu = \mu_0$ D) $H_a : \mu \neq \mu_0$
40. In hypothesis testing “ α ” describes:
- A) Significance Level B) Power of a Test
- C) Type II Error D) Type I Error

50. Watered Capital means:
 A) Excess Capital B) Part of the capital not represented by assets
 C) Over Capitalisation D) Under Capitalisation
51. After tax operating profit of an investment less the cost of funds used to finance investment =
 A) Cost of Capital B) Economic Value Added (EVA)
 C) Capitalisation rate D) Operating Profit before tax
52. Selecting and overseeing a group of investments that meet the long-term financial objectives of a client, a company or an institution is popularly known as
 A) Portfolio Management B) Capital Rationing
 C) Trading on Equity D) None of these
53. Which of the following is an example for Cash flow from Financing Activity?
 A) Purchase of Fixed Assets B) Cash received from Customers
 C) Payment of Dividends D) Dividends received on investment
54. The cause of NPV-IRR conflict is attributed to:
 A) Nature of Cash flows B) Nature of Project
 C) Size of the projects D) All of the Above
55. Percentage Change in EBIT divided by Percentage Change in Sales is a measure of:
 A) Degree of Financial Leverage
 B) Financial Leverage
 C) Degree of Operating Leverage
 D) Both B & C
56. Identify the true statement/s:
 Statement 1 : Working Capital Leverage refers to the sensitivity of ROI to the changes in the level of Current Assets
 Statement 2 : Working Capital Leverage is equal to Percentage Change in ROI to Percentage Change in Current Assets
 A) 1 only B) 2 only C) Both 1 & 2 D) Neither 1 nor 2
57. The Net Income Approach to Capital Structure theory was propounded by:
 A) M.Gordon B) J.E. Walter
 C) D. Durand D) Modigliani Miller
58. “A Bird in hand is better than two in the bush” is the proverb used for supporting which dividend model?
 A) MM Model B) Gordon’s Model
 C) Walter’s Model D) Keynes Model

59. The risk attributable to economy-wide factors is:
 A) Financial Risk B) Business Risk
 C) Systematic Risk D) Non Profit Risk
60. Identify the true statement/s:
 Statement 1 : Overall Cost of Capital and Weighted Average Cost of Capital are one and the same
 Statement 2 : Cost of Retained Earnings is zero
 A) 1 only B) 2 only C) Both 1 & 2 D) Neither 1 nor 2
61. “Creating a unique image or perception of a brand product or service in the customers mind” is known as:
 A) Target Marketing B) Market Segmentation
 C) Market Positioning D) Unit Marketing
62. Assertion (A): The basic objective of Cost Accounting is to ascertain the cost of a Cost Centre
 Reason (R) : The main objective of Cost Centre is to reduce and control the Cost of the centre.
 A) Both A and R are True and R is the correct explanation of A
 B) Both A and R are True but R is not the correct explanation of A
 C) A is true but R is false
 D) Both A and R are false
63. Assigning Costs to activities rather than product or services is known as:
 A) Process Costing B) Unit Costing
 C) Activity Based Costing D) Target Costing
64. Total of all direct costs is termed as:
 A) Works Cost B) Cost of Production
 C) Prime Cost D) Cost of Sales
65. Which among the following industries does **not** use Process Costing?
 A) Oil Refinery B) Textile Manufacturing
 C) Aircraft Manufacturing D) Sugar Mills
66. Thread in garments is an example for:
 A) Indirect materials B) Direct materials
 C) Direct Expenses D) Direct Profit
67. Which of the following item of expenditure is **excluded** in Cost Accounting?
 A) Replacement Cost
 B) Direct Labour
 C) Underwriting Commission
 D) Research and Development Costs

68. Match suitable costing methods for the following industries:
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|------------------------|----------------------|
| List I | List II |
| a. Road Construction | 1. Batch Costing |
| b. Transport Companies | 2. Process Costing |
| c. Sugar Mills | 3. Contract Costing |
| d. Toy-making | 4. Operating Costing |
- A) a-3, b-4, c-2, d-1 B) a-4, b-2, c-3, d-1
C) a-1, b-2, c-3, d-4 D) a-2, b-4, c-3, d-1
69. Identify the true statement/s:
Statement 1 : Methods and Techniques of Costing are one and the same
Statement 2 : Variable Cost per unit remains fixed
- A) 1 only B) 2 only C) Both 1 & 2 D) Neither 1 nor 2
70. An equal amount of increase in total current assets and total current liabilities will:
- A) Increase the Current Ratio
B) Decrease the Current Ratio
C) No Change in Current Ratio
D) None of these
71. Fund Flow Statement is prepared on the basis of :
- A) Balance Sheets of Previous and Current Years
B) Profit and Loss Account of Current Year
C) Both A and B
D) Neither A nor B
72. The ratio of Contribution to sales is known as ---- Ratio.
- A) Sales B) Profit C) Break Even D) Profit Volume
73. Selling Price per unit Rs. 20/- ; Variable Cost per unit Rs. 12/- ; Fixed Cost Rs.8000.
Calculate BEP in units:
- A) 2000 B) 6000 C) 1000 D) 3000
74. Dividend receipts from Investment in marketable securities is taken in which head of Cash flow statement:
- A) Cash flow from Operating Activities
B) Cash flow from Investing Activities
C) Cash flow from Financing Activities
D) Both A & C
75. The proportion of a Company's Share Price to Earnings Per Share is known as:
- A) Gross Profit Ratio B) PE Ratio
C) Earnings per Share D) None of these

85. The Andean pact is a regional integration agreement related to:
 A) Europe B) Latin American and Caribbean
 C) South Asia D) Middle East and Asia
86. Match the following:
 List I List II
 a. Single Entry Book Keeping. 1. Sec 63 of Companies Act 2013
 b. Redemption of Preference Shares 2. Sec 68 of Companies Act 2013
 c. Buy-Back of Shares 3 Sec 55 of Companies Act 2013
 d. Bonus Shares 4. Not based on Double Entry Principles
- A) a-3, b-4, c-1, d-2 B) a-2,b-4,c-3,d-1
 C) a-3,b-2, c-4, d-1 D) a-4, b-3, c-2,d-1
87. Identify the true statements:
 1. The starting point of an activity is called a tail event
 2. Merge event is an event which represents the joint completion of more than one activity.
 3. Burst event is an event which represents the joint starting of more than one activity
- A) 1&3 only B) 1&2 only C) 2&3 only D) 1, 2 & 3
88. Historical costs that cannot be recovered by any decision made now or in the future are called:
 A) Marginal Cost B) Opportunity Cost
 C) Sunk Costs D) Direct Material Cost
89. When a firm produces only one product or product line to promote it to all customers with a single marketing mix, it is called:
 A) Differentiated marketing B) Undifferentiated marketing
 C) Branding D) Product Development
90. -----are instruments issued by Indian companies in the foreign markets for mobilizing foreign capital by facilitating portfolio investment by foreigners in Indian securities.
 A) GDRs, ADRs and FCCBs B) Bonds and Shares
 C) Debentures D) RBI Bonds
91. ---- is the Apex Institution in the case of Indirect Taxes in India.
 A) CBDT B) RBI C) MCA D) CBEC
92. One card is drawn from a pack of 52. What is the probability that it is either a king or a Queen?
 A) 2/13 B) 1/13 C) 4/13 D) 5/13

116. The Right to Information Act of ----- was a milestone in the history of India.
A) 2006 B) 2007 C) 2004 D) 2005
117. A company will stay in business during and beyond the next fiscal period. Related Concept is:
A) Consistency B) Going Concern Concept
C) Materiality D) Money measurement Concept
118. Herzberg's Motivation Theory Model explains that there are two factors that influences motivation of employees, called----- factors and----- factors.
A) Move, Hygiene B) Motional, Hygiene
C) Motivational, Hygiene D) Motivational, High
119. ----- advises Central Government in formulating policy and exercising specified powers under the Foreign Trade (Development and Regulation) Act, 1992.
A) The Director General of Foreign Trade (DGFT)
B) Chief Income Tax Commissioner
C) Chief GST Commissioner
D) Chief Sales Tax Commissioner
120. Section ----- Company is a type of corporation established to promote non-profit activities.
A) 10 B) 8 C) 9 D) 12
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