A1	ELIGIBILITY/COMPETITIVE EXAM 2024
	PAPER-2
	Total Number of Questions: 100
	Maximum Marks : 200
VERSION CODE	MENTION YOUR REGISTER NUMBER

Serial Number :

Subject: **MANAGEMENT**

INSTRUCTIONS FOR CANDIDATES

DOs:

1. This question booklet is issued to you at **9.55 a.m.** by the room invigilator.
2. Check whether the Register Number has been entered and shaded in the respective circles on the OMR answer sheet.
3. The Version Code of this question booklet should be entered on the OMR answer sheet and the respective circles should also be shaded completely.
4. The Version Code and Serial Number of this question booklet should also be entered on the Nominal Roll without any mistakes.
5. Compulsorily sign at the bottom portion of the OMR answer sheet in the space provided.

DONTs:

- **THE TIMING AND MARKS PRINTED ON THE OMR ANSWER SHEET SHOULD NOT BE DAMAGED / MUTILATED / SPOILED.**

IMPORTANT INSTRUCTIONS TO CANDIDATES

1. In case of usage of signs and symbols in the questions, the regular textbook connotation should be considered unless stated otherwise.
2. This question booklet contains **100** questions and each question will have one statement and four different options / responses & out of which you have to choose one correct answer.
3. At **10.00 a.m.** remove the paper seal of this question booklet and check that this booklet does not have any unprinted or torn or missing pages or items etc., if so, get it replaced by a complete test booklet within **5** minutes of the commencement of exam. Read each item and start answering on the OMR answer sheet.
4. Completely **darken / shade** the relevant circle with a **blue or black ink ballpoint pen against the question number on the OMR answer sheet.**

ಸರಿಯಾದ ಕ್ರಮ CORRECT METHOD	ತಪ್ಪು ಕ್ರಮಗಳು WRONG METHODS		
	⊗ ② ③ ④	① ② ③ ④	① ● ● ④
① ● ③ ④	◐ ② ③ ④	① ◉ ③ ④	① ② ③ ④

5. Please note that even a minute unintended ink dot on the OMR answer sheet will also be recognized and recorded by the scanner. Therefore, avoid multiple markings of any kind on the OMR answer sheet.
6. Use the space provided on each page of the question booklet for Rough Work. Do not use the OMR answer sheet for the same.
7. **Once the last Bell rings at 1.00 P.M.,** stop writing on the OMR answer sheet and hand over the **OMR answer sheet** to the room invigilator as it is.
8. After separating the top sheet (Office copy), the invigilator will return the bottom sheet replica (Candidate's copy) to you.
9. All questions carry equal marks.
10. Use of Mobile Phones, Calculators and other Electronic / Communication gadgets of any kind is prohibited inside the Examination venue.

1. Assertion (A) : Rise in the aggregate demand and aggregate supply of goods and services raises national income.

Reason (R) : National income represents the value of aggregate production in monetary terms.

Considering the above statements choose the correct option

(1) Both A and R are true but R is not the correct explanation of A

(2) Both A and R are false

(3) Both A and R are true and R is the correct explanation of A

(4) A is true and R is false

2. Systems theory of Management focuses on ______

(1) Analysing and improving individual work performance

(2) Rigid hierarchy and formal rules

(3) Unified and interdependent organisation

(4) Adopting motivational strategies

3. In planning, Gantt chart is used for which of the following?

(1) Scheduling and tracking project timelines

(2) Allocating financial resources

(3) Determining market trends

(4) Setting long-term strategic goals

4. Integrating activities across various departments is referred to as ______

(1) planning (2) controlling

(3) coordinating (4) staffing

5. Match the following and choose the correct answer:

	List-I		List-II
a)	Perfect competition	i.	Few sellers
b)	Monopoly	ii.	Many sellers
c)	Oligopoly	iii.	Many buyers and sellers
d)	Monopolistic	iv.	Single seller

Codes:

(1) a – iii, b – iv, c – i, d – ii (2) a – i, b – ii, c – iii, d – iv

(3) a – ii, b – iii, c – iv, d – i (4) a – iv, b – i, c – ii, d – iii

SPACE FOR ROUGH WORK

6. Arrange the following elements of a corporate code of ethics in the correct sequence:

i) Creating ethical guidelines

ii) Training employees on the code

iii) Defining core ethical values

iv) Monitoring and reviewing

v) Establishing communication channels

Codes:

(1) i ii iii iv v

(2) iii i ii v iv

(3) ii iii iv v i

(4) iii ii i iv v

7. Match the following and choose the correct answer.

	List-I		List-II
a)	Planning	i.	Training
b)	Staffing	ii.	Forecasting
c)	Directing	iii.	Evaluating
d)	Controlling	iv.	Motivating

Codes:

(1) a – ii, b – i, c – iv, d – iii

(2) a – ii, b – i, c – iii, d – iv

(3) a – i, b – ii, c – iv, d – iii

(4) a – iv, b – i, c – iii, d – ii

8. Inflation excluding volatile items such as food and energy prices is described as

(1) Cost-push inflation

(2) Stagflation

(3) Core inflation

(4) Hyper inflation

9. A structure with a narrow span of control and many levels of management describes ___________

(1) Wider span of control

(2) Narrow span of control

(3) Moderate span of control

(4) Tall organizational structure

SPACE FOR ROUGH WORK

10. Assertion (A) : One of the key components of management process is directing.

Reason (R) : Directing initiates all other actions of the management process.

Considering the above statements choose the correct option.

Codes:

(1) Both (A) and (R) are true and (R) is the correct explanation of (A)

(2) Both (A) and (R) are true, but (R) is not the correct explanation of (A)

(3) (A) is false, but (R) is true

(4) (A) is true, but (R) is false

11. Free-rein leaders

i) extend high degree of independence to subordinates

ii) use very little power over the subordinates

iii) never mind the results/performance of the organisation

iv) always consult with the subordinates and encourages their participation

(1) i, iii and iv

(2) i and ii

(3) i and iii

(4) ii and iv

12. Assertion (A) : Rorschach inkblot test assesses personality structure and detect emotional tendencies

Reason (R) : Rorschach inkblot test interprets behaviour

Examine carefully the above Assertion (A) and Reason (R) and choose the correct answer.

Codes:

(1) (A) is correct but (R) is wrong

(2) (A) is wrong (R) is correct

(3) Both (A) and (R) are correct and (R) is the right explanation of (A)

(4) Both (A) and (R) are correct but (R) is not the right explanation of (A)

SPACE FOR ROUGH WORK

13. Match the following and choose the correct answer.

	List-I		List-II
a)	Values	i.	Evaluative statements relating to objects, people or events and reflects the feeling about something
b)	Attitude	ii.	Selection, organisation and interpretation of information
c)	Perception	iii.	The willingness to exert high level of efforts, conditioned by the effort's ability to satisfy some individual needs
d)	Motivation	iv.	Enduring conviction – that a specific mode of conduct or end state of existence is personally or socially preferable to alternate mode of conduct or end state of existence

Codes:

(1) a – iv, b – ii, c – i, d – iii (2) a – iv, b – i, c – ii, d – iii

(3) a – i, b – iv, c – ii, d – iii (4) a – ii, b – i, c – iv, d – iii

14. The tendency for individuals to attribute their own successes to internal factors and put blame for the failure on external factors is

(1) Halo effect (2) Self-servicing bias

(3) Contrast effect (4) Subliminal perception

15. Inconsistencies between the emotions people feel and the emotions they project is called

(1) Displayed emotions (2) Emotional dissonance

(3) Emotional labour (4) Dissonance behaviour

16. Which one of the following is the correct sequence of stages in five stage group development?

(1) Storming, Norming, Forming, Performing, Adjourning

(2) Forming, Storming, Norming, Performing, Adjourning

(3) Storming, Forming, Norming, Performing, Adjourning

(4) Forming, Norming, Performing, Storming, Adjourning

17. Which one of the following is most important to study employee behaviour in an organisation?

(1) Employee personality and attitude (2) Environment and individual

(3) Individual and environment differences (4) Organisational environment

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SPACE FOR ROUGH WORK

18. Description of essential qualifications required to perform a job is called as

(1) Job analysis | (2) Job description
(3) Job specification | (4) Recruitment

19. Which one of the following does not serve the purpose of culture in an organisation?

(1) Promotion of innovation
(2) Performance and satisfaction
(3) Strategy formulation and innovation
(4) Hierarchy and bureaucracy

20. The performance appraisal rating where there was an influence of past appraisal on current appraisal is known as an error due to

(1) Spillover effect | (2) Halo effect
(3) Rater effect | (4) Status effect

21. Situation in which for either organisational or personal reasons the probability of moving up the career ladder is low is

(1) Career plateau | (2) Career valley
(3) Career drop | (4) Career vesting

22. Exporting products to other countries at a lower price than the home country's price is called as

(1) Export promotion
(2) Dumping
(3) Perfect Competition
(4) Market Expansion

23. Change that occurs after external forces have already affected performance: ________

(1) Reactive change | (2) Behavioural change
(3) Performance change | (4) External change

SPACE FOR ROUGH WORK

24. The degree to which individuals express pride, loyalty and cohesiveness in their organisations and families is

(1) Individual collectivism
(2) Organisational collectivism
(3) Institutional collectivism
(4) In-group collectivism

25. Strategy of a company buying another company with the interest of controlling the activities of the combined operation is

(1) Equity alliance
(2) Merger
(3) Acquisition
(4) Non-equity mode alliance

26. Examination and evaluation of policies, procedure, practices to determine the effectiveness of personnel management is ________

(1) HR audit
(2) Balance scorecard
(3) Job evaluation
(4) Skill matrix

27. Organisational transformation is

(1) changing the working environment
(2) changing the work order
(3) turnaround changes
(4) changing the fundamentals and it is a total change

28. Match the following and choose the correct option:

	List-I		List-II
a)	Collective bargaining	i.	A formal complaint raised by an employee regarding work place issue
b)	Arbitration	ii.	A work stoppage initiated by the employees
c)	Strike	iii.	A process of negotiation between employers and a group of employees
d)	Grievance	iv.	Resolution of dispute with the help of an impartial third party

Codes:

(1) a – iv, b – iii, c – i, d – ii
(2) a – iii, b – iv, c – ii, d – i
(3) a – ii, b – iii, c – i, d – iv
(4) a – iii, b – ii, c – i, d – iv

SPACE FOR ROUGH WORK

29. Assertion (A) : Talent management focuses on attracting, developing, retaining and deploying employees within the required skills to meet organisational goals

Reason (R) : Talent management is only concerned with recruiting high performing employees from external sources

Considering the above statements choose the correct options.

(1) Both (A) and (R) are true

(2) (A) is true but (R) is false

(3) Both (A) and (R) are false

(4) (A) is false but (R) is true

30. Arrange the following steps in the correct sequence for resolving an Industrial dispute:

a) Arbitration

b) Conciliation

c) Grievance filing

d) Industrial action (strikes or lockouts)

e) Court adjudication

(1) c b a d e

(2) c d b a e

(3) c b d a e

(4) c b d e a

31. Consider the below mentioned statements and state the correct code of the statements being true or false:

Statement I : A debt equity ratio of 2:1 indicates the for every 1 unit of equity, the company has raised 2 units of debt.

Statement II : The cost of inflation and equity issue is lesser than the cost of floating a debt.

Codes:

(1) Both the statements are false

(2) Both the statements are true

(3) Statement I is false and Statement II is true

(4) Statement I is true but Statement II is false

32. Which one of the following does not result in an inflow of funds in case of fund flow statement?

(1) Issue of equity share capital

(2) Premium received on the issue of shares/debentures

(3) Sale of investments

(4) Cash received from debtors

SPACE FOR ROUGH WORK

33. Below are the two statements labelled as Assertion (A) and Reason (R), you have to examine these two statements carefully and select the correct code.

Assertion (A) : P/V ratio is considered to be the best indicator of the profitability of the business.

Reason (R) : If P/V ratio improves, it will result in better profits.

(1) Both (A) and (R) are true and (R) is the correct explanation of (A)

(2) Both (A) and (R) are true, but (R) is not the correct explanation of (A)

(3) (A) is true, but (R) is false

(4) (A) is false, but (R) is true

34. ABC Company provides the following details?

$R_f = 7\%$, $B = 1.20$, $R_m - R_f = 6\%$

What is the cost of retained earnings based on CAPM method?

(1) 14.11% (2) 14.00%

(3) 14.20% (4) 14.10%

35. Match the following and choose the correct option:

	Column-I		Column-II
a)	Budgetary control system	i.	Are useful for budget and performance evaluation
b)	Standard costs	ii.	Helps in profit planning and analysis
c)	Marginal costing	iii.	Aims at adherence to planning costs
d)	Cost control	iv.	The introduction and implementation of the system may be expensive

(1) a – ii, b – iii, c – iv, d – i (2) a – i, b – iii, c – iv, d – ii

(3) a – iii, b – iv, c – i, d – ii (4) a – iv, b – i, c – iii, d – ii

36. Which one of the following activities is outside the purview of dividend decision in financial management?

(1) Identification of the profit after taxes

(2) Measurement of the cost of funds

(3) Deciding on the payout ratio

(4) Considering the issue of bonus shares to equity shareholders

SPACE FOR ROUGH WORK

37. The optimum capital structure is supported by which combination of the following?

i) traditional theory

ii) net income theory

iii) pecking order theory

iv) net operating income theory

Choose the correct answer from the codes given below:

(1) i, ii and iii

(2) i, ii and iv

(3) ii, iii and iv

(4) i, iii and iv

38. Match the items of List-I with the items of List-II and choose the correct option:

	List-I		List-II
a)	IRR	i.	Process of analysing the potential fixed asset investment
b)	NPU is equal to zero	ii.	Proportion of equity × cost of equity + proportion of debt × cost of debt
c)	Cost of capital	iii.	Project is acceptable
d)	Capital budgeting	iv.	NPU = zero

Codes:

(1) a – iii, b – ii, c – iv, d – i

(2) a – iv, b – iii, c – ii, d – i

(3) a – iv, b – i, c – ii, d – iii

(4) a – i, b – ii, c – iii, d – iv

39. Financial Break-even point is that level of EBIT at which ___________

(1) EPS > 0

(2) EPS < 0

(3) EPS = 0

(4) EPS > 1

SPACE FOR ROUGH WORK

40. Match the following and choose the correct option:

Column-I	Column-II
a) Absorption costing	i. is concerned with accounting information which is useful to management
b) Management accounting	ii. at which total revenue is equal to total cost
c) Break-even point	iii. is frequently used in conjunction with establishing bid price for contract
d) Learning curve	iv. both fixed and variable costs are considered for inventory valuation

(1) a – ii, b – iii, c – i, d – iv
(2) a – iv, b – ii, c – i, d – iii
(3) a – iii, b – i, c – iv, d – ii
(4) a – iv, b – i, c – ii, d – iii

41. Which one of the following investment avenues has the least risk associated with it?

(1) Corporate fixed deposits
(2) Deposits in Commercial Banks
(3) Public Provident Fund
(4) Non-convertible zero coupon bonds

42. Initial investment of a project is Rs. 25 lakhs. Expected annual cash flows are Rs. 6.5 lakhs for 10 years. Cost of capital is 15%. The annuity factor for 15% for 10 years is 5.019. The profitability index of the project will be

(1) 1.305
(2) 3.846
(3) 0.26
(4) 0.7663

43. Rex Ltd., has an EPS of Rs. 75 per share. Its dividend payout ratio is 30%. Earnings and dividends of the company are expected to grow at 6% p.a. Find out the cost of equity capital if its market price is Rs. 300 per share.

(1) 11.5%
(2) 12.5%
(3) 13.5%
(4) 14.5%

44. Historically, when the market return changed 10%, the return on stock of Sai Ltd., changed by 16%. If the variance of the market is 257.81, what would be the systematic risk for Sai Ltd.,?

(1) 320%
(2) 480%
(3) 660%
(4) Insufficient information

SPACE FOR ROUGH WORK

45. An investor is bullish about X Ltd., which trades in the spot market at Rs. 1,150. He buys two call option contracts with three months (one contract is 100 shares) with a strike price at Rs. 1,195 at a premium of Rs. 35 per share. Three months later, the share is sold at Rs. 1,240. Net Profit/Loss of the investor on the position will be

(1) Rs. 1,000 (2) Rs. 16,000

(3) Rs. 11,000 (4) Rs. 2,000

46. Working capital management involves financing and management of

(1) All assets (2) All current assets

(3) Cash and bank balance (4) Receivables and payables

47. The price of Swedish Krones is $ 0.14 today. If it appreciates by 10% today, how many Krones a dollar will buy tomorrow?

(1) 6.49351 (2) 4.69351

(3) 3.49513 (4) 5.64913

48. The spot price of securities of X Ltd is Rs. 160. With no dividend and no carrying cost, compute the theoretical forward price of the securities for 1 month. You may assume a risk-free interest rate of 9% p.a.

(1) Rs. 160 (2) Rs. 162.75

(3) Rs. 161.20 (4) Rs. 159.20

49. Which of the following is not considered by Miller-Orr model?

(1) Variability in cash requirement (2) Cost of transaction

(3) Holding cost (4) Total annual requirement of cash

50. A safety mutual fund that had a net asset value of Rs. 20 at the beginning of a month, made income and capital gain distribution of Rs. 0.06 and Rs. 0.04 respectively per unit during the month and then ended the month with a net asset value of Rs. 20.25. The monthly return is

(1) 2.25% (2) 1.75%

(3) 1.25% (4) 1.65%

SPACE FOR ROUGH WORK

51. Relatively permanent and ordered divisions in a society whose members share similar values, interests & behaviours are called ________

(1) Culture (2) Subculture

(3) Social Class (4) Social Networks

52. Buying a packaged solution to a problem from a single seller, thus avoiding all the separate decisions involved in a complex buying situation: ________

(1) Straight Buy (2) Modified Rebuy

(3) New Task (4) Systems Selling

53. Extending an existing brand name to new terms, colours, size, ingredients or flavours of an existing product category: ________

(1) Brand Extension (2) Line Extension

(3) Multibrands (4) New Brands

54. Setting price based on buyers perceptions of value rather than on the seller's cost: ________

(1) Value-based pricing (2) Good value pricing

(3) Value-added pricing (4) Cost-based pricing

55. Selling a product or service at two or more prices, where the difference in prices is not based on differences in costs: ________

(1) Psychological pricing (2) Segmented pricing

(3) Reference pricing (4) Dynamic pricing

56. All of the following are important decisions during the process of developing an advertising program except ________.

(1) Setting advertising objectives (2) Setting the advertising budget

(3) Selecting a target market (4) Evaluating advertising campaigns

57. The fundamental purpose of an organization's mission statement is to

(1) Create a good human relations climate in the organization

(2) Define the organization's purpose in the society

(3) Define the operational structure of the organization

(4) Generate a good public relations for the organization

SPACE FOR ROUGH WORK

58. Competitive advantage can best be described as

(1) Increased efficiency
(2) What sets an organization apart
(3) Strength of an organization
(4) Intangible resource.

59. The various organizational routines and processes that determine how efficiently and effectively the organization transforms its inputs into outputs are called

(1) Strength
(2) Core competencies
(3) Capabilities
(4) Customer value

60. Which one of the following is NOT included in the Porter's Five Forces model?

(1) Potential development of substitute products
(2) Bargaining power of suppliers
(3) Rivalry among stockholders
(4) Rivalry among competing firms.

61. In industrial buying, the group of individuals responsible for making a purchase decision is called __________.

(1) Buying centre
(2) Marketing department
(3) Procurement team
(4) Consumer panel

62. Match the following and choose the correct option:

a)	Product	i.	Brand Image
b)	Price	ii.	Supply Chain
c)	Place	iii.	Brand Name
d)	Promotion	iv.	Value Conscious

(1) a – i, b – ii, c – iii, d – iv
(2) a – iii, b – iv, c – ii, d – i
(3) a – ii, b – iv, c – iii, d – i
(4) a – iii, b – iv, c – i, d – ii

63. Brand identities that are used to identify and differentiate a brand is ________.

(1) Brand elements
(2) Brand associations
(3) Brand identity
(4) Brand knowledge

SPACE FOR ROUGH WORK

64. Assertion (A) : A CRM system improves team collaboration within a business

Reasoning (R) : CRM system allows multiple departments to access and update customer information in real time

Considering the above statements choose the correct options.

(1) Both (A) and (R) are right

(2) (A) is right but (R) does not give correct explanation of (A)

(3) (A) is right but (R) is wrong

(4) Both (A) and (R) are wrong

65. A form of investment where a parent company starts a new venture in foreign country by constructing new operational facilities from the scratch: _________

(1) Direct investment

(2) Foreign investment

(3) Greenfield investment

(4) None of the above

66. Some products require the use of ancillary products for pricing is known as _________

(1) Product line pricing

(2) Two product pricing

(3) Two-part pricing

(4) Captive product pricing

67. Arrange the following steps in the correct sequence for launching a digital marketing campaign.

a) Set campaign goals

b) Identify targeted audience

c) Create campaign content

d) Measure and analyse results

e) Launch the campaign

(1) a b c e d

(2) a c b e d

(3) b a c d e

(4) a e c b d

SPACE FOR ROUGH WORK

68. Arrange the following stages in the correct sequence for developing an international marketing strategy.

a) Set international goals

b) Adopt products/services to local markets

c) Conduct a market segmentation analysis

d) Identify and select target markets

e) Develop international pricing strategy.

(1) a c d b e
(2) c a b e d
(3) a b d c e
(4) c d a b e

69. __________ refers to an optional utility service that allows customers of traditional utilities to support a greater value of utility to cover above market costs.

(1) Green pricing
(2) Utility pricing
(3) Market pricing
(4) None of the above

70. Match the following and choose the correct option:

List-I	List-II
a) Augmented reality	i. Analysing customer data for targeted promotions
b) Chatbots	ii. Interactive virtual try-ons or product visualization
c) Data analytics	iii. Providing instant customer service or product suggestions
d) Contactless payments	iv. Enabling touchfree transactions for convenience and safety

(1) a – ii, b – iii, c – i, d – iv
(2) a – iii, b – ii, c – iv, d – i
(3) a – ii, b – i, c – iii, d – iv
(4) a – iv, b – i, c – ii, d – iii

71. For a moderately skewed data distribution, the value of mode is approximately calculated as:

(1) 2 mean – 3 median
(2) 3 median – 2 mean
(3) 2 mean + median
(4) 3 median – 3 mean

72. The area under the normal curve mean $\pm 2\sigma$ covers:

(1) 99.45% area
(2) 95.49% area
(3) 99.73% area
(4) 95.45% area

SPACE FOR ROUGH WORK

73. Testing of hypothesis $H_0: \mu = 85$ and $H_A: \mu > 85$ is ___________.

(1) an one-sided left-tailed test
(2) a two-tailed test
(3) a positive test
(4) an one-sided right-tailed test

74. Which of these is not a method of probability sampling?

(a) Stratified sampling
(b) Systematic sampling
(c) Cluster sampling
(d) Judgement sampling

(1) Only d
(2) Only a and b
(3) Only a and c
(4) Only c

75. The initial basic solution of a transportation problem can be found from which of the following methods?

I. Vogel's Approximation method
II. Stepping-Stone method
III. Least-Cost method
IV. North-West Corner method

Codes:

(1) I, II and III
(2) II, III and IV
(3) I, III and IV
(4) I, II and IV

76. Match the following and choose the correct option:

List-I (Decision criterion)	List-II (Decision outcomes)
a) Hurwicz criterion	i. Minimizes the maximum possible payoff
b) Maximin criterion	ii. Maximizes the minimum possible payoff
c) Minimax criterion	iii. Selects the alternative with the highest average outcome.
d) Laplace criterion	iv. Takes into account of both the best and worst possible outcomes

(1) a – iv, b – ii, c – i, d – iii
(2) a – iv, b – iii, c – ii, d – i
(3) a – ii, b – iv, c – iii, d – i
(4) a – i, b – iv, c – iii, d – ii

SPACE FOR ROUGH WORK

77. Which of the following is true for correlation analysis?

(1) It is a univariate analysis (2) It is a bivariate analysis

(3) It is a multivariate analysis (4) None of the above

78. Most commonly used levels of confidence are

a) 90%, 95%, 98%

b) 90%, 92%, 99%

c) 80%, 95%, 99%

d) 90%, 95%, 99%

(1) a, c and d (2) a, b and c

(3) only b (4) only d

79. Which of the following is not a type of specification?

a) Material specification

b) Dimensional specification

c) Logistics specification

d) Performance specification

(1) Only a (2) a and d

(3) only c (4) b and c

80. CMM is

(1) Capability Maturity Model

(2) Capability Monitoring Model

(3) Capability Measuring Model

(4) Capability Matching Model

81. The frustration of a person that happens when the person comes back to the home country or home culture is known as

(1) Reverse migration (2) Home effect

(3) Cultural shock (4) Reverse cultural shock

82. The lowest price at which a seller is willing for selling a security.

(1) Ask rate (2) Bid rate

(3) Spread rate (4) Share rate

SPACE FOR ROUGH WORK

83. A document sent by a bank on behalf of a buyer that guarantees to the seller on payment for the products on time and in the agreed upon amount is

(1) Letter of indent
(2) Guarantee of Bank
(3) Bill of exchange
(4) Letter of credit

84. The organisation that monitors the International Monetary System and Global Economic Development to identify risks and recommend policies for growth and financial stability is

(1) International Monetary Agency
(2) Inter-nation Mutual System
(3) International Monetary Fund
(4) World Bank

85. The practice of offering products at lower prices in foreign countries with an objective to drive out host country's domestic marketers is

(1) Predatory dumping
(2) Sporadic dumping
(3) Persistent dumping
(4) Reverse dumping

86. The risk that arises out of random political developments to every company in a country is known as

(1) Systemic political risk
(2) Catastrophic political risk
(3) Distributive political risk
(4) Procedural political risk

87. The United States – Mexico – Canada Agreement (USMCA) was previously known as

(1) CARICOM
(2) NAFTA
(3) EFTA
(4) ECM

88. An organisation that lends money to the governments of its poorer members to improve their economy and standard of living is

(1) World Trade Organisation
(2) World Monetary Fund
(3) International Monetary Fund
(4) World Bank

SPACE FOR ROUGH WORK

89. What are the 5Vs of Big Data?

(1) Velocity, Volume, Value, Variety and Veracity

(2) Velocity, Vital, Value, Variety and Veracity

(3) Velocity, Vital, Vacuum, Variety and Veracity

(4) Velocity, Volume, Vital, Variety and Veracity

90. The simulation of human intelligence processes by machines is known as

(1) Virtual Reality

(2) Robotics

(3) Artificial Intelligence

(4) Remote Sensing

91. ________ entrepreneurs are characterised by readiness to adopt innovative and successful products.

(1) Innovating

(2) Imitative

(3) Drone

(4) Fabian

92. An executive of an organisation, who is given the freedom and funds to create new products and services, is called ________.

(1) Corporate entrepreneur

(2) Intrapreneur

(3) Entrepreneur

(4) Fabian Entrepreneur

93. Which one of the following is not a character of an intra-corporate intrapreneur?

(1) Not responsible for raising the finance

(2) Does not bear the risk of business

(3) Owner of the business

(4) Operates from within the organisation itself

94. The major problems of rural entrepreneurship include:

I) Lack of technical knowhow

II) Lack of storage and warehousing facilities

III) Inadequate flow of credit

IV) Inadequate supply of labour

Codes:

(1) II, III and IV

(2) I, II and IV

(3) I, II and III

(4) I, II, III and IV

SPACE FOR ROUGH WORK

95. Which one of the following frameworks is commonly used to assess the potential for a new business ideas by examining various external factors?

(1) SWOT Analysis

(2) PESTEL Analysis

(3) Porter's Five Forces

(4) Business Model Canvas

96. Financial analysis of a project feasibility report consists of :

I) Break-Even Analysis

II) Fund Flow Analysis

III) Cash Flow Analysis

IV) Social Cost Benefit Analysis

(1) I only

(2) I and II only

(3) I, II and III only

(4) I, II, III and IV

97. Match the following and choose the correct option:

List-I (Organisation)	List-II (Activity)
a) NSIC	(i) State government undertaking to cater the needs of smallscale industries in the state jurisdiction
b) SIDO	(ii) Provide consultancy and training to small entrepreneurs
c) SISI	(iii) Identifying the needs of SSI units
d) SSIDC	(iv) Promote aid and facilitate the growth of smallscale industries in India

(1) a – i, b – ii, c – iv, d – iii

(2) a – i, b – ii, c – iii, d – iv

(3) a – iv, b – iii, c – ii, d – i

(4) a – iii, b – ii, c – iv, d – i

SPACE FOR ROUGH WORK

98. Which of the following is/are the roles of a rural entrepreneurship?

a) Decentralised industrial development, better distribution of wealth and investment

b) Reduction of poverty and unemployment

c) Check on migration of rural population

d) Creating funds for the industries in urban areas

e) Helps capital formation

f) Balanced regional development

g) Promotion of artistic activities.

(1) a c b e d f (2) a b c d

(3) a b c e f g (4) a b d

99. Institutional agencies grant financial assistance to smallscale industries for ________

(1) Participation in equity capital only

(2) Acquisition of fixed assets

(3) Working capital assistance

(4) All of the above

100. Assertion (A) : A person who pursues an innovation from within the security of his/her organisational position is called an intrapreneur

Reason (R): Entrepreneurs who adopt innovations introduced by innovating entrepreneurs are imitative entrepreneurs

Examine carefully the Assertion (A) and Reason (R) and choose the correct answer.

Codes:

(1) Both (A) and (R) are correct but (R) is not the correct explanation of (A)

(2) (A) is correct but (R) is wrong

(3) Both (A) and (R) are correct and (R) is the correct explanation of (A)

(4) (A) is wrong and (R) is correct.

SPACE FOR ROUGH WORK