

FYB.COM SEM-I ONLINE EXAM JANUARY 2021

SAMPLE MULTIPLE CHOICE QUESTIONS

A) ACCOUNTANCY & FINANCIAL MANAGEMENT-I

- 1) Accounting policies
 - a. Are same for all concerns
 - b. Are laid down by law
 - c. Change from concern to concern
 - d. Are prescribed by AS 1
- 2) Cash flow statement covered under AS _____
 - a. 2
 - b. 3
 - c. 4
 - d. 5
- 3) Following is an example of an accounting policy
 - a. Entity
 - b. Consistency
 - c. Going concern
 - d. Valuation of stock
- 4) If fundamental assumptions (going concern, consistency and accrual) are not followed, the fact should be disclosed.
 - a. AS 1
 - b. AS 2
 - c. AS 10
 - d. AS 6
- 5) Which different accounting policies may be adopted in the areas of method of depreciation?
 - a. S.L.M or W.D.V
 - b. FIFO
 - c. LIFO
 - d. WAM
- 6) The estimated selling price in the ordinary course of business less estimated cost of completion and estimated selling cost is termed as
 - a. Sale value
 - b. Net realizable value
 - c. Fair value
 - d. Retail value
- 7) Valuation of work – in – progress of a manufacturing company is governed by AS _____
 - a. 1
 - b. 2
 - c. 5

d. 7

- 8) A company determined the following values for its inventory as of its fiscal year
- | | |
|--|------------|
| Historical cost | Rs. 200000 |
| Current replacement cost | Rs. 140000 |
| Net realizable value | Rs. 180000 |
| Net realizable value less a normal profit margin | Rs. 170000 |
- Under AS – 2, what amount should the company report as inventory on its balance sheet?
- Rs. 180000
 - Rs. 170000
 - Rs. 140000
 - Rs. 200000
- 9) Sales for the year ended 31st March, 2013 amounted to Rs. 1000000. Sales included goods sold to Mr. Shaan for rs. 50000 at a profit of 20% on cost. Such goods are still lying in the godown at the buyer's risk. Therefore, such goods should be treated as part of
- Sales
 - Closing stock
 - Goods in transit
 - Sales return
- 10) _____ means the amounts earned from customers for goods sold, services given, or for use of funds or assets.
- Revenue
 - Capital
 - Liability
 - Assets
- 11) _____ Method assumes that stock received first is issued first.
- LIFO
 - FIFO
 - Weighted Average
 - Average
- 12) The inventory system keeping accounting records that continuously disclose the amount of inventory is called _____
- Periodic
 - Perpetual
 - Physical
 - Retail
- 13) When closing stock of current year is overvalued _____
- Current year's profit is overstated
 - Previous year's profit is understated and current year's profit is overstated
 - Previous year's profit is understated and current year's profit is also understated
 - Previous year's profit is understated but current year's profit is unaffected
- 14) 'Lower of cost or market rule' is an example of which concept?
- Consistency
 - Conservatism

- c. Realisation
 - d. Matching
- 15) 1/7/2018 Opening Stock – 12,000 toys @ Rs.3 each
22/7/2018 Sales – 5,000 toys @ Rs.20 each
The value of issue on 22/7/2018 on FIFO basis is
- a. Rs.36,000
 - b. Rs.1,00,000
 - c. Rs.15,000
 - d. Rs.18,000
- 16) Under _____ inventory system, stock is valued by physical stock taking.
- a. Perpetual
 - b. Periodic
 - c. Perpetual and Periodic
 - d. Average
- 17) _____ Expenditure is non-recurring.
- a. Revenue
 - b. Capital
 - c. Deferred Revenue
 - d. Deferred Capital
- 18) Took loan from SBI Rs. 5,00,000
- a. Capital Receipt
 - b. Revenue Receipt
 - c. Capital Expenditure
 - d. Revenue Expenditure
- 19) Recovery of bad debts during the year Rs. 3,500
- a. Capital Receipt
 - b. Revenue Receipt
 - c. Capital Expenditure
 - d. Revenue Expenditure
- 20) If revenue expenditure is shown as capital expenditure _____
- a. Accounts show higher profits but lower assets
 - b. Accounts show higher profits and assets
 - c. Accounts show lower profits and assets
 - d. Accounts show lower profits but higher assets
- 21) Manufacturing A/c have normally ----- balance
- a. credit balance
 - b. debit balance
 - c. Both debit and credit balance
 - d. No balance
- 22) Depreciation on Furniture is a part of ----- A/c
- a. Trading a/c
 - b. profit & loss a/c
 - c. Manufacturing a/c

- d. Partners' capital a/c
- 23) Interest on drawing is credited to ----- a/c
- a. Trading a/c
 - b. Profit & loss a/c
 - c. Manufacturing a/c
 - d. Partners' capital a/c.
- 24) Carriage outward is posted in ----- a/c
- a. Trading a/c
 - b. Profit & loss a/c
 - c. Manufacturing a/c
 - d. Partners' capital a/c.
- 25) Unrecorded credit purchase is added to Purchase and -----
- a. Bills payable
 - b. Purchase
 - c. Debtors
 - d. Creditors
- 26) Closing stock of finished goods appears in Trading a/c and -----
- a. Liabilities
 - b. Assets
 - c. Manufacturing a/c
 - d. Partners' capital a/c
- 27) Trade mark is an -----
- a. Trading
 - b. profit & loss
 - c. Assets
 - d. Liabilities
- 28) Octroi charges paid will appear in
- a. Trading a/c
 - b. Profit & loss a/c
 - c. Manufacturing a/c
 - d. Partners' capital
- 29) Bank loan taken Rs. 5,00,000 is shown in -----
- a. Trading a/c
 - b. Profit & loss a/c
 - c. Asset
 - d. Liabilities
- 30) The balance of trading a/c as gross profit is transferred to ----- a/c
- a. Trading a/c
 - b. Profit & loss a/c
 - c. Capital a/c
 - d. Goodwill a/c
- 31) Value of asset in each department used as basis for allocation of _____
- a. Power

- b. Rent
 - c. Depreciation
 - d. Purchase
- 32) Sales of each department may be used as a basis of allocation to different departments for
- a. Selling and distribution expenses
 - b. Printing expenses
 - c. Staff welfare
 - d. Costs of canteen
- 33) Provision for unrealised profit with respect to stocks when transfers are affected at transfer price is to be charged to
- a. Departmental trading accounting
 - b. Departmental profit and loss account
 - c. Purchase A/c
 - d. General profit and loss account
- 34) Which of the following is not debited to departmental profit and loss account?
- a. Carriage outward
 - b. Salaries
 - c. Rent and rates
 - d. Commission received
- 35) Which of the following statements is false regarding departmental accounting?
- a. A department wise balance sheet always prepared
 - b. Direct expenses are the expenses which can be directly identified with a particular department
 - c. Each department may keep its own day-books
 - d. Abnormal losses are not charged to departmental profit and loss account
- 36) Indirect expenses are normally
- a. Allocated to each department on some reasonable basis
 - b. Allocated to each department by arbitrary basis
 - c. Actual expenses determined from departmental day books
 - d. Ignored when preparing department profit and loss account
- 37) Freight inward is allocated on the basis of _____.
- a. Purchases
 - b. Sales
 - c. Income
 - d. Expenses
- 38) Departments are located in
- a. Same place
 - b. Another city
 - c. Another state
 - d. Foreign country
- 39) Discount received is allocated on the basis of _____.
- a. Sales
 - b. Purchases

- c. Wages
- d. Area

- 40) Production Expenses are allocated on the basis of _____ of each department.
- a. Assets
 - b. Sales
 - c. Power
 - d. Stock
- 41) Total instalments in which the balance amount is payable is equal to
- a. The cash price of the article and interest.
 - b. Hire purchase price and the down payment.
 - c. Hire purchase price less down payment
 - d. Hire purchase price less interest
- 42) Each HP instalment amount is made up of
- a. Part payment towards cash price only.
 - b. Part payment towards interest only.
 - c. Part payment towards cash price plus interest.
 - d. Part payment towards hire purchase price plus interest.
- 43) Each HP instalment including down payment (if any) is treated as hire charges by the
- a. Buyer
 - b. Seller
 - c. Distributor
 - d. Manufacturer
- 44) The double entry need to record the purchase of an asset through hire purchase would be
- a. A. Fixed Asset --Dr To Cash
 - b. Hire purchase---Dr To Supplier
 - c. Fixed Assets----Dr To Supplier
 - d. Fixed Assets---Dr To Hire purchase
- 45) The Depreciation on an asset purchased through hire purchase should be
- a. Based on the cost price of the asset only.
 - b. Based on the total cost including interest
 - c. Under straight line method only
 - d. Nil till final payment is made
- 46) The asset legally belongs to the purchaser under a hire purchase agreement
- a. A. When final instalment is paid and purchaser agrees to a legal option to buy the asset.
 - b. On the first date of repayment instalment
 - c. When the purchaser chooses the option to buy the asset.
 - d. When the final instalment is paid
- 47) _____ is the amount of cash paid to the Hire purchase vendor while taking possession of goods purchased on hire.
- a. Instalment
 - b. Cash Price.
 - c. Hire purchase price.

- d. Down payment.
- 48) A hire purchase is a purchase in which
- the buyer acquires the possession of the goods immediately on down payment
 - the price of goods bought is one lump sum
 - the title of goods passes on the payment of the 1st instalment
 - Interest is not charged
- 49) Hire purchase price=Cash price + _____
- Total Interest
 - Down payment
 - Instalment
 - Depreciation
- 50) All instalment= _____ Less down payment.
- Hire purchase price.
 - Total Interest
 - Down payment
 - Depreciation

B) COMMERCE-I

- 1 _____ is the primary objective of any business.
- Charity
 - Social Responsibility
 - Earning Profits
 - Advertisement
- 2 _____ risk cannot be insured.
- non-insurable
 - Insurable
 - Disaster
 - Business
- 3 _____ industries are concerned with extracting materials or minerals from natural resources.
- Extractive
 - Genetic
 - Construction
 - Manufacturing
- 4 _____ refers to reduction of Government control over business sector.
- Liberalisation
 - Privatisation
 - Globalisation
 - Disinvestment
- 5 Objectives of business should be _____

- A Rigid
 - B Flexible
 - C Confusing
 - D Static
- 6 Turnaround is a _____ strategy.
- A Medium term
 - B Short term
 - C Long term
 - D very short term
- 7 S in SWOT Analysis stands for
- A Strengths
 - B Society
 - C Social
 - D SOP
- 8 In SMART Goals, A stands for
- A Achievable
 - B Advanced
 - C Automatic
 - D Autocratic
- 9 E in PESTEL Analysis stands for
- A Economic
 - B Elegance
 - C Excellence
 - D Ergonomics
- 10 _____ environment consists of the larger societal factors that affect the working of a firm.
- A Internal
 - B Mini
 - C Micro
 - D Macro
- 11 _____ refers to the analysis of internal and external environment analysis
- A Environment scanning
 - B Strategic Management
 - C Strategic Evaluation
 - D BCG Matrix

- 12 Which of the following functions is concerned with managing information and communication in an organization?
- A Research
 - B ICT
 - C Salesmanship
 - D Production
- 13 Firms adopting _____ strategy aims at moderate growth and profits.
- A Growth
 - B Retrenchment
 - C Specialized
 - D Stability
- 14 _____ environment brings consistency and firmness in Government policies.
- A Political
 - B Legal
 - C International
 - D Socio-economic
- 15 WTO is a forum of over _____ countries.
- A 150
 - B 100
 - C 75
 - D 50
- 16 Customers form a part of _____ environment.
- A Micro
 - B Macro
 - C Internal
 - D Political
- 17 WTO replaced GATT in the years _____
- A 1995
 - B 2000
 - C 2005
 - D 2015
- 18 Trading blocs result in _____ creation.
- A Trades
 - B Disputes
 - C restricted area
 - D War
- 19 Society is one of the factor affecting _____ environment.
- A Macro

- B Micro
 - C Economic
 - D International
- 20 _____ environment relates to human population with reference to its size, density, literacy rate, life expectancy, sex ratio, rural-urban divide etc.
- A Technological
 - B Demographic
 - C Natural
 - D Social
- 21 _____ education system comprises both technical and general education.
- A Professional
 - B Secondary
 - C Higher Secondary
 - D Higher
- 22 Mexico could overcome the financial crisis by _____
- A 1997
 - B 2000
 - C 1993
 - D 2005
- 23 The success of business firms depends upon the _____ of people working for it
- A Quantity
 - B Quality
 - C Skilled
 - D Experienced
- 24 WTO does not discriminate industries on the basis of _____
- A Size
 - B Profit
 - C Product
 - D Market
- 25 features of business environment is _____
- A Environment is multi dimensional
 - B Identification of strengths
 - C Identification of opportunities
 - D quality decision making
- 26 Proximity of a plant to sources of raw materials is desirable in case of _____ materials.
- A Gross
 - B Net
 - C Wholesale
 - D Margin

- 27 _____ is required for tax deduction at source.
- A DIN
 - B PIN
 - C TIN
 - D TAN
- 28 _____ designs service for SSI's.
- A TCO
 - B NSIC
 - C NIESBUD
 - D NAFTA
- 29 Feasibility studies _____ business potentiality.
- A Calculates
 - B Estimates
 - C Forecasts
 - D Publishes
- 30 It refers to analysis conducted to find potential consume demand, market share and profits.
- A Market feasibility
 - B Environment feasibility
 - C technical feasibility
 - D Safety feasibility
- 31 Which of the following is not a scheme of Government to provide financial and non-financial incentives and assistance.
- A Composite Credit Scheme
 - B Testing Centres
 - C Tax Holiday
 - D Imposing GST
- 32 Manufacturing units with investment in plant and machinery upto _____ lakhs come under micro enterprises.
- A Rs.25
 - B Rs.50
 - C Rs.75
 - D Rs.100
- 33 Registration under Indian Partnership Act, 1932 is voluntary except in_____
- A Maharashtra.
 - B Gujarat
 - C Kerela
 - D Assam
- 34 One of the biggest threats Indian MSME sector faces is _____

- A Lack of financial assistance
 - B Lack of Marketing Skills
 - C Quality of products still to meet International standards
 - D lack of bilateral trade
- 35 Business units dealing in hotels, foods and drugs need to obtain _____ license before starting operations.
- A FDA
 - B Driving
 - C Learning
 - D Export
- 36 _____ environment is influenced by economic policies of the Government.
- A Economic
 - B Socio-economic
 - C Demographic
 - D Political
- 37 Ensuring the safety, health and welfare of the employees is the primary purpose of the
- A Factories Act, 1948
 - B Payment of Wages Act, 1936
 - C Equal Remuneration Act
 - D Industrial Disputes Act, 1947
- 38 _____ is a special scheme for women introduced by small industries Development Bank of India.
- A Mahila Vikas Udyam
 - B Vikas Mahila Udyam
 - C Mahila Udyam Nidhi
 - D Mahila Udyam Vikas Nidhi
- 39 The Indian Institute of Entrepreneurship was established in _____.
- A Nagpur
 - B Gujarat
 - C Chennai
 - D Guwahati
- 40 Small industries development Organisation was established in the year _____.
- A 1951
 - B 1952
 - C 1953
 - D 1954
- 41 The key strengths of _____ are desire, time management and caution.
- A Adventurer
 - B Opportunistic

- C Free time entrepreneur
D Systemizer
- 42 The key strengths of _____ include valuation of returns.
A Adventurer
B Opportunistic
C Asset allocator
D Systemizer
- 43 The _____ entrepreneur is driven by a desire to change the world and the capacity to imagine how to do so.
A Adventurer
B Opportunist
C Asset allocator
D Visionary
- 44 Traditional corporate Form follows _____ decision making.
A Contemporary
B Conservative
C Risky
D Innovative
- 45 _____ introduced the concept of Intrapreneurship.
A Gifford Pinchot
B Robert Hisrich
C Peter Drucker
D Amy Armstrong
- 46 _____ was launched in December, 1995, as an innovation centre that assists governments, organisations and community in helping people to achieve their potential through entrepreneurship.
A CEED
B SIDO
C DIC
D IIE
- 47 Women entrepreneurs in India faces the problem of _____
A Finance
B Talent
C Dual Responsibility
D Technology
- 48 Project report is used as _____ by an entrepreneur.
A Bank document
B Communication tool
C Project planning tool

- D rough work
- 49 Funding provided by Venture capitalists which is a combination of debt and equity is called as _____ funding.
- A Mezzanine
 - B Debt
 - C Equity
 - D Indirect
- 50 The most successful entrepreneurs are the _____
- A Innovators
 - B Decision-makers
 - C Procrastinators
 - D Defaulters

C) MATHEMATICAL AND STATISTICAL TECHNIQUES - I

- 1) Face value of all shares=
- a) Face value of 1 share + number of shares
 - b) Face value of 1 share - number of shares
 - c) Face value of 1 share / number of shares
 - d) Face value of 1 share \times number of shares
- 2) Rate of dividend =
- a) $(\text{Dividend per share} + \text{face value of one share}) \times 100$
 - b) $(\text{Dividend per share} / \text{face value of one share}) \times 100$
 - c) $(\text{Dividend per share} - \text{face value of one share}) \times 100$
 - d) $(\text{Dividend per share} \times \text{face value of one share}) \times 100$
- 3) Rate of return on investment=
- a) $(\text{Total income} / \text{Total investment}) \times 100$
 - b) $(\text{Total income} + \text{Total investment}) \times 100$

- c) $(\text{Total income} - \text{Total investment}) \times 100$
- d) $(\text{Total income} \times \text{Total investment}) \times 100$

4) Amount received on the sale of 1 share =

- a) Market Price of 1 share + Brokerage per share
- b) Market Price of 1 share – Brokerage per share
- c) Market Price of 1 share \times Brokerage per share
- d) Market Price of 1 share / Brokerage per share

5) Ms. Ashma Mehta bought 300 shares of a company of face value Rs. 100 /- each at a market price of Rs. 240 /- each . After receiving a dividend at 8 % , she sold the shares at Rs . 256 /- each . Find her rate of return on investment. There was no brokerage involved .

- a) 40%
- b) 10%
- c) 50%
- d) 30%

6) Redemption price per unit =

- a) Redemption N.A.V – Exit load per unit.
- b) Redemption N.A.V \div Exit load per unit.
- c) Redemption N.A.V \times Exit load per unit.
- d) Redemption N.A.V + Exit load per unit.

7) Total gain =

- a) Capital Gain - dividend

- b) Capital Gain + dividend
- c) Capital Gain \times dividend
- d) Capital Gain \div dividend

8) The N.A.V of a mutual fund scheme changed from Rs 20.14 to Rs 28.02 in 16 months

Find the annualised change in the N.A.V

- a) 45.78%
- b) 23.78%
- c) 21.89%
- d) 29.35%

9) Exit load on Redemption is calculated as a percentage charged on the _____

- a) number of shares
- b) N.A.V
- c) fund
- d) number of reinvested units

10) Entry load on purchase is calculated as a percentage charged on the _____

- a) number of shares
- b) N.A.V
- c) fund
- d) number of redeemed unit

11) Product of first n natural numbers is called _____.

- a. Permutation
- b. Combination

- c. Factorial
- d. Arrangement

12) Each of the different arrangements which can be made out of a given no of things by taking some or all of them at a time is called a _____.

- a. Permutation
- b. Combination
- c. Factorial
- d. Permutation-Combination

13) A box contains 6 white balls and 4 black balls. In how many ways can one select 3 white and 2 black balls from this box?

- a. 110
- b. 120
- c. 130
- d. 140

14) A boat has 8 crew members, 3 of whom can row only one side and two only on other side. Find number of ways in which the crew can be arranged.

- a. 52
- b. 62
- c. 72
- d. 82

15) How many natural numbers not exceeding 5432 can be formed with the digits 2, 3, 4, 5?

- a. 299
- b. 399
- c. 499
- d. 599

16) Which of the following is not associated with any LPP _____

- a. Feasible solution
- b. Optimum solution
- c. Basic solution
- d. Quadratic equation

17) Find the number less than 1000 and divisible by 5 which can be formed with the digit 0 to 9 such that no digit gets repeated?

- a. 135
- b. 145
- c. 153
- d. 165

18) The maximum value of $z = 10x + 6y$.

Subject to the Constraints $3x + y \leq 12$; $2x + 5y \leq 34$, $x, y \geq 0$ is

- a) 56
- b) 65
- c) 55
- d) 66

19) The point at which the maximum value of $z = x + y$, Subject to the Constraints $x + 2y \leq 70$; $2x + y \leq 15$, $x, y \geq 0$ is

- a) (36, 25)
- b) (20, 35)
- c) (35, 20)
- d) (40, 15)

20) In LPP, unbounded solution means _____

- a) Infeasible solution
- b) Degenerate solution
- c) Infinite solution
- d) Unique solution

21) _____ cannot be calculated in case of distribution with open end classes.

- a) Median

- b) Mode
- c) Arithmetic Mean
- d) Quartiles

22) The mean of 10 items was 50. The value of largest item was 65. It was later found that is actually 60. Therefore the correct mean is _____.

- a) 50.3
- b) 55.6
- c) 65
- d) 49.5

23) The variant values which divides the series of observation into four equal parts are called _____.

- a) Quartiles
- b) Median
- c) Mode
- d) Deciles

24) Ogive for more than type and less than type distribution intersect at

- a) Mean
- b) Median
- c) Mode
- d) Range

25) In case of open-end class intervals, _____ cannot be calculated

- a) Median
- b) Mode
- c) Third Quartile
- d) Arithmetic Mean

26) Mean age of 50 students in a class was 14 years. Two new students with ages 13 and 14 were admitted to this class. The average age of all 52 students is

_____.

- a) 14.54 years
- b) 13.98 years
- c) 13.46 years
- d) 12.94 years

27) If there are two groups with 50 observations each and with 25 and 35 as values of their arithmetic mean, the combined arithmetic mean of 100 observations is

_____.

- a) 30
- b) 25
- c) 35
- d) 20

28) A student got 45, 34, 35, 40 and 30 in five subjects which were assigned weights 2, 3, 1, 1 and 3 respectively. His weighted average is _____.

- a) 36.8
- b) 35.7
- c) 34
- d) 71.4

29) The third quartile for 105, 120, 118, 127, 104, 109 and 115 is _____.

- a) 12.5
- b) 127
- c) 118
- d) 120

30) The median age of a group of 40 distinct observations is 136 with the least and highest value being 54 and 204 respectively. If four more observations with values 21, 45, 300 and 257 are added to this group, the new median will be _____.

- a) 136
- b) 17.25
- c) 155.75
- d) 129

31) (I) Probability is always less than or Equal to 1.

(II) Probability is always greater than or equal to 0

- (a) Only (I) is true
- (b) Only (II) is true
- (c) (I) and (II) are true
- (d) (i) and (II) ARE FALSE

32) All possible outcomes of statistical experiments are called

- (a) Cyber space
- (b) Sample space
- (c) Space
- (d) Experiment

33) A Statistical experiment means.

- (a) Action which has reaction
- (b) Action which has a outcome
- (c) Action which has a certain outcome
- (d) Action which has uncertain outcome

34) Two events are said to be mutually exclusive when

- (a) Both of them occur together
- (b) None Of them occur

- (c) Occurrence is uncertain
- (d) Only one of them occurs

35) For a statistical experiment every possible outcome is called

- (a) Sample
- (b) Sample Point
- (c) Space
- (d) Population

36) If A and B are any two events associated with an experiment, then probability of occurrence of event A or B or both A and B is expressed as

- (a) $A \cap B$
- (b) $A \cup B$
- (c) $A^c \cap B$
- (d) $A \cap B^c$

37) For the following probability distribution

X	1	2	3	4
P(X)	1/5	2/5	-	1/5

P(3) is

- (a) 3/5
- (b) 2/5
- (c) 1/5
- (d) 4/5

38) If the probability distribution of X is

$$\begin{aligned}
 P(X) &= \frac{1}{16}; x = -1, 3 \\
 &= \frac{5}{8}; x = 0 \\
 &= \frac{1}{4}; x = 4
 \end{aligned}$$

then $P(X < 1)$ is

- (a) $1/16$
- (b) $11/16$
- (c) $1/4$
- (d) $5/8$

39) If the following frequency distribution is known

X	1	2	3	4
Frequency	19	75	61	45

Then $P(X) = 3$ is equal to

- (a) $19/200$
- (b) $75/200$
- (c) 0.5
- (d) $61/200$

40) A man enter into business venture, where he can make a profit of ₹ 4,20,000/- with probability $1/3$ and loses ₹ 9,000/- then his expected gain is ₹

- (a) 1,36,000
- (b) 1,24,000
- (c) 68,000
- (d) 62,000

41) There are _____ types of decision making criterion

- a) 1
- b) 2
- c) 3
- d) 4

42) States of nature are also known as _____

- a) Outcomes
- b) Objects
- c) Event

d) Space

43) A set of logical and mathematical operations performed in a specific sequence is called a _____

- a) complete enumeration
- b) diagnostic analysis
- c) algorithm
- d) objective

44) Subjective probability assessments depend on _____

- a) the total number of trials.
- b) the relative frequency of occurrence.
- c) the number of occurrences of the event.
- d) experience and judgment

45) A measurable quantity that is inherent in the problem is called a _____

- a) decision variable.
- b) uncontrollable variable.
- c) algorithm.
- d) parameter.

46) An analytic and systematic approach to the study of decision making is referred to as _____

- a) decision making under risk.
- b) decision making under uncertainty.
- c) decision theory.
- d) decision analysis

47) Decision tree calculation _____ begins from left to right

- a) Sometimes
- b) Always
- c) Never
- d) Rarely

48) Pessimistic approach represents. _____

- a) Maximax Criterion
- b) Minimax criterion

- c) EMV
- d) EOL

49) Opportunity loss table will contain _____

- a) All negative values
- b) Both positive and negative values
- c) All positive values
- d) All integer values

50) The probability is assigned to each _____.

- a) State of nature
- b) Acts
- c) payoffs
- d) actions

D) BUSINESS COMMUNICATION – I

1. Full form of PTO

- a) Paid time of
- b) page turn over
- c) please turn over
- d) paper time on

2. A barrier to communication which exists in the environment or is due to external causes, is _____.

- a) Physical barriers
- b) semantic barriers
- c) socio-cultural barriers
- d) Psychological barriers

3. Organizational communication is between the people on the _____ level in the managerial hierarchy of an organization.

- a) different

- b) same
- c) external
- d) outer

4. _____ refers to the information communication within an organization.

- a) Upward communication
- b) Grapevine Communication
- c) Face – to - face
- d) Oral Communication

5. Flow of information from the lower levels of the hierarchy to the higher levels of the hierarchy.

- a) Upward communication
- b) Down word Communication
- c) Electronic communication
- d) Oral Communication

6. To _____ means to propose or to put forward an idea for consideration.

- a) suggestion
- b) motivation
- c) persuasion
- d) communication

7. _____ is the response or reply which the receiver of a message gives back to the sender.

- a) Encoding
- b) Decoding
- c) Feedback
- d) Medium

8. Signs and ----- were used when language did not exist.

- a) Telephones

- b) Telegrams
- c) Symbols
- d) Letters

9. Message arises in the mind of the-----

- a) sender
- b) receiver
- c) symbols
- d) letter

10. Social media created----- communities using a computer.

- a) vicious
- b) virtual
- c) real
- d) vain

11. Know your----- for effective communication.

- a) Neighbor
- b) self
- c) audience
- d) colleagues

12. Forms of communication in which words are used to convey messages are referred to as-----

- a) Visual
- b) verbal
- c) non-verbal
- d) manual

13. A 'barrier' refers to-----

- a) a break

- b) An obstacle
- c) A bar carrier
- d) A road block

14. Semantic barriers are also called-----

- a) Language barriers
- b) Physical barriers
- c) Psychological barriers
- d) Cross-cultural barriers

15. A--- is a plan which shows the positions of different parts of the letter.

- a) Outline
- b) Graph
- c) Layout
- d) Pattern

16. Use of---- attitude in business correspondence enables visualizing the reaction of the reader.

- a) I
- b) You
- c) We
- d) No

17. The organization of the content in an E-mail should be-----friendly.

- a) Reader
- b) User
- c) Student
- d) Writer

18. The-----of an e-mail is that single thought or message conveyed by that e-mail.

- a) topic sentence

- b) hook
- c) attachment
- d) last sentence

19. -----Contains subject matter.

- a) Sign
- b) Enclosure
- c) Header
- d) Body of the letter

20. ----- letter appreciates employee's professionalism.

- a) memorandum
- b) testimonial
- c) appreciation
- d) confirmation

21. Letter of----- is written only when the employee is discontented with the employer.

- a) recommendation
- b) regret
- c) resignation
- d) acceptance

22. It is recommended that the ----- always have an Objective or Summary, to focus the reader.

- a) logical resume
- b) chronological resume
- c) conventional resume
- d) non-conventional resume

23. The ----- form of resume is appropriate for all types of applicant.

- a) conventional
- b) non-conventional
- c) acceptance
- d) resign

24. Financial assets that can be quickly converted to cash.

- a) Fixed assets
- b) current assets
- c) Liquid assets
- d) only fixed assets

25. Spending money on stocks, shares, and other securities, or on assets such as plants and machinery.

- a) Inventory
- b) Investment
- c) Invoice
- d) Insurance

26. Sentences in a ----- form a unit.

- a) Paragraph
- b) Essay
- c) Letter
- d) Debate

27. The key elements of a paragraph do not include ____.

- a) A topic sentence
- b) Supporting sentence
- c) Logical order
- d) Subject field

28. -----is a sentence that expresses the main idea of a paragraph.

- a) Supporting sentence
- b) logical order
- c) Topic sentence
- d) Transition

29. "Communication is the _____ by which information is transmitted between individuals and / or organizations.

- a) process
- b) feedback
- c) Persuasion
- d) motivation

30. Allness and _____ are related to each other.

- a) Halo effect
- b) Horn effect
- c) Closed mind
- d) Polarization

31. Which of these should be avoided in a paragraph?

- a) Courtesy
- b) Positive attitude
- c) Discriminatory
- d) Politeness

32. How many paragraphs should an article have?

- a) A minimum ten
- b) At least five
- c) No more than four
- d) As many as there are separate thoughts that can be linked together

33. What should not be included in a good paragraph?

- a) Highlight the main idea
- b) Support the main idea
- c) Connect to the next point
- d) Irrelevant ideas

34. Organizations have to make regular efforts to prevent -----.

- a) Communication
- b) Miscommunication
- c) Communication barrier
- d) Understanding

35. Whose responsibility is to overcome barriers to communication?

- a) Sender
- b) Receiver
- c) Both sender and receiver
- d) Nobodies

36. In which type of listening, we listen critically and analytically for considering the topic of the argument.

- a) Critical listening
- b) Attentive listening
- c) Appreciative listening
- d) Empathic listening

37. Which one of the following is *not* a characteristic of integrity in employee?

- a) Cheating to customer
- b) Honest
- c) Trustworthy
- d) Hardworking

38. How to demonstrate integrity at the workplace?

- a) Don't follow company policies
- b) Be late for the work
- c) Be accountable for your mistakes
- d) Criticize to others

39. Which of the following do not conform to the principles of effective letter writing

- A Use of 'You Attitude' to keep the reader in mind
- B Each para should deal with a single topic
- C The communication should be legible
- D The letter should cover all the subjects that need to be communicated at one time.

40. Which of the following kinds of communication do students spend most time engaged in?

- a) Listening
- b) Speaking
- c) Reading
- d) Writing

41. Which of the following is not a step in the listening process?

- a) Comprehension of message
- b) Receiving
- c) Misinterpreting
- d) Responding

42. The main objective of communication is----

- a) Information and persuasion

- b) Personality development
- c) Control and management
- d) Need for organization

43. Gossip and rumour are part of -----communication.

- a) Formal
- b) Informal
- c) Horizontal
- d) Vertical

44. Which one is not an audio-visual communication?

- a) Cinema
- b) Television
- c) Drama
- d) Charts and graphs

45. Which of the following reflect ethical behavior at the workplace?

- A Utilizing free time in office to complete personal tasks
- B Using co-workers computer when they are not at the desk
- C Discussing business plan with friends from competitor's company
- D Going by company policies in closing a business deal

46. Documents sent along with the letter-----

- a) Postscript
- b) Enclosure
- c) Envelope
- d) minute book

47. The traditional resume is called the-----resume.

- a) chronological
- b) functional
- c) combined
- d) single

48. Listening, reading, speaking and writing are all types of ----

- a) Communication skills
- b) Emotional barriers
- c) Evaluation techniques
- d) Nonverbal communication

49. Body language is a form of what communication?

- a) For people with disabilities
 - b) High function
 - c) Verbal communication
 - d) Non-verbal communication

50. Identify the statement representing computer ethics

- A Freedom to post all and any kind of information in professional space
- B Using authentic software for work
- C Accessing co-workers data and presenting as your own
- D Using cookies and spyware to access others data.

E) FOUNDATION COURSE- I

- 1) India is the _____ largest country by area in the world.

- A. Fourth
- B. Ninth
- C. Tenth
- D. Seventh

2) Marathi language belongs to _____ language Family.

- A. Dravidian
- B. Indo-Aryan
- C. Austric
- D. Sino-Tibetan

3) With reference to language, India follows a _____.

- A. One national language policy
- B. Two language policy
- C. Three language policy
- D. Multi-language policy

4) Hinayana and mahayana are the two major schools of thought in_____.

- A. Jainism
- B. Buddhism
- C. Hinduism
- D. Sikhism

5) Majority of tribal population in India are _____

- A. Buddhists
- B. Christians
- C. Hindus
- D. Muslims

6) The term _____ refers to a state of intellectual development or manners.

- A. Language
- B. Religion
- C. Culture
- D. Science

7) Ethnic groups in Assam and other parts of eastern India speak _____ languages.

- A. Sanskrit
- B. Austro-Asiatic
- C. Sino – Tibetan
- D. Hindi

8) _____ is the vital tool for tying the society together.

- A. Language
- B. Religion
- C. Science
- D. Culture

9) The Dravidian languages belong to _____ India.

- A. East
- B. West
- C. North
- D. South

10) The _____ of Indian constitution contains a list of 22 languages.

- A. Eleventh schedule
- B. Eighth schedule
- C. Twelfth schedule
- D. Tenth schedule

11) Tolerance and _____ are two vital words that should be borne in mind in a multi-religious society.

- A. harmony
- B. respect
- C. fraternity
- D. liberty

12) The _____ Report measures the size of the gender inequality gap.

- A. Per capita Income
- B. World Health Organization
- C. UNESCO
- D. Global Gender Gap

13. Sexual harassment at workplace is a form of _____ violence against women.

- A. Criminal
- B. Social
- C. Domestic
- D. Political

14. Max. Weber identified _____ dimensions of social stratification.

- a. 3
- b. 5
- c. 2
- d. 4

15. _____ is the defect in spinal cord.

- a. Hypertension
- b. Hypermetropia
- c. Spina Bifida
- d. Dyslexia

16. _____ and speech therapy can help people with hearing impairments.

- A. Mathematical symbols
- B. Sign Language
- C. Toxins
- D. Cataract surgery

17. The word _____ is used instead of the word Handicap.

- A. Myopia
- B. Challenged
- C. Crippled
- D. Disable

18. Polio is caused by a virus called _____.

- a. Glaucoma
- b. Lactobacilli
- c. Polio virus
- d. Trachoma

19. _____ is a serious kind of limitations in locomotion or motor functions.

- a. Orthopedic Impairment
- b. Muscular Dystrophy
- c. Cerebral Palsy
- d. Cystic Fibrosis

20. Domestic violence act was passed in the year _____.

- a. 2006
- b. 2005
- c. 2008
- d. 2010

21. The caste factor is more prominent among the _____ than any other Community.

- a) Muslims
- b) Hindus
- c) Christians
- d) Islam

22. _____ Of the Indian Constitution states that untouchability abolished and its practice in any form is forbidden.

- a) Article 17
- b) Article 21
- c) Article 24
- d) Article 25

23. The _____ guaranteed equal access in several spheres such as the legal process, education and public employment.

- a) Directive Principles
- b) Fundamental Rights
- c) Preamble

d) Article 11

24. The _____ are guidelines to the central and state governments for policy making and for achieving social, economic and political justice.

- a) Directive Principles
- b) Fundamental Rights
- c) Preamble
- d) Article 15

25. The _____ scheme has improved enrolment in government schools.

- a) Free books
- b) Midday meals
- c) Free uniforms
- d) Free education

26. _____ At times leads to violence and lawlessness in the society.

- a) Co-ordination
- b) co-operation
- c) conflict
- d) Support

27. The underdeveloped regions in India are neglected and are treated as _____.

- a) backward regions
- b) weak regions
- c) refugee regions
- d) Less- developed regions

28. _____arises out of religious fundamentalism.

- a) Communalism
- b) Castes
- c) Secularism
- d) Linguism

29. _____ was formed as a separate state from Andhra Pradesh.

- a) Chhattisgarh
- b) Telangana
- c) Hyderabad
- d) Bihar

30. The Government of India has protected and promoted the interest of _____.

- a) SCs and STs
- b) Jainism
- c) Buddhism
- d) Islam

31. _____ is the source of all the power that people delegate to political institutions and authorities.

- A. Constitutional monarchy
- B. Constitution
- C. Constituent Assembly
- D. Parliament

32. The term '_____' means that the people of India are not subordinate to any other external authority.

- A President's Rule
- B Comprehensive,
- C Sovereignty
- D Socialist

33. Fundamental Duties are those duties that have been added as _____.

- A. Part VA (art 29(1))
- B. Part IIA (art 42A)
- C. Part IV (art 42A)
- D. Part IV (art 51A)

34. Article 29(A) of the Universal Declaration of Human Rights, adopted by the UN in _____.

- A. 1949
- B. 1948
- C. 1945
- D. 1946

35. In which year Fundamental Duties included in the Constitution?

- A. 1974
- B. 1973
- C. 1975
- D. 1980

36. Which Government of India Act has the most influence on the current constitution of India?

- A) Government of India Act, 1935
- B) Pitts India Act, 1784
- C) Government of India Act, 1919

37. The Idea of a constituent assembly to frame a constitution for India was first mooted by:

- A) M.N. Roy in 1927
- B) Indian National Congress in 1936
- C) The Muslim League in 1905
- D) The all parties conference in 1946

38. Article 17 of the Indian constitution is related to:

- A) Prohibition of Child labour
- B) Equality before law
- C) Prohibition of untouchability
- D) Women equality

39. What is the minimum age for appointment as a Governor ?

- A) 35 years
- B) 40 years
- C) 25 years
- D) 30 years

40. How many times the President of India can seek re-election to his post ?

- A) Once
- B) 3 times
- C) 2 times
- D) Any number of times

41. Who appoints the Chairman of the UPSC ?

- A) President
- B) Speaker of Lok Sabha
- C) Chief Justice of India
- D) Minister

42. _____ party is present in every country.

- a. Entertainment party
- b. Political party
- c. Refreshment party
- d. College party

43. The political parties are actively present in a _____ country.

- a. Capitalist country
- b. Socialist country
- c. Democratic country
- d. Ruling country

44. Political parties that contest for local, state or national elections are required to register with the _____.

- a. Election Commission
- b. State commission
- c. Municipal commissioner
- d. Chief minister

45. _____ contesting for elections at local, state or national level need to get registered with election commission of India.

- a. Social parties
- b. College elections
- c. Political parties

d. State parties

46. A _____ is an association of large group of people having similar political views or faith in one political ideology.

- a. Political leader
- b. Political parties
- c. Social leader
- d. Social parties

47. The people have the right and freedom to organise their _____.

- a. Social groups
- b. Family gatherings
- c. Political party
- d. Peace Champaign

48. A political party always acts according to the provisions of the _____ laid down by laws.

- a. Constitution
- b. Court
- c. Supreme court judge
- d. Fundamental duties

49. The main aim of every political party is to promote _____.

- a. Personal benefits
- b. National interest
- c. Buy personal properties
- d. Opposition party

50. _____ parties participate in different elections only within one state.

- a. Local parties
- b. State parties
- c. National parties
- d. International Parties

F) ENVIRONMENTAL STUDIES – I

Physical features of a region like mountains, plateaus, plains, valleys form the _____

- a) Climate

- b) Topography
- c) Location
- d) Geology

2) Land, house, skill and knowledge are examples of ____ resources.

- a) Individual
- b) International
- c) Ubiquitous
- d) National

3) Coal, oil, natural gas are important examples of _____ resources.

- a) Non renewable
- b) Renewable
- c) Inexhaustible
- d) Abundant

4) High HDI states in India does not comprise _____.

- a) Maharashtra
- b) Punjab
- c) Gujarat
- d) Assam

5) Four major stages of population growth are _____

- a) High stationary, Early expanding, late expanding, low stationary
- b) High expanding, Early expanding, late expanding, low stationary
- c) High stationary, Early stationary, late expanding, low stationary
- d) High stationary, Early expanding, late stationary, low stationary

6) _____ is the development that meets the needs of the present without compromising the ability of the future generation.

- a) Smart
- b) Safe
- c) Sustainable
- d) Settled

7) _____ type of migration is a process of moving for a period of time in response to labour or climatic conditions.

- a) Chain migration
- b) Seasonal migration
- c) Step migration
- d) Return migration

8) Non living components of environment are termed as _____.

- a) Existing components
- b) Living components
- c) Abiotic components

- d) Biotic components
- 9) Urban heat Island is caused due to _____.
a) Decrease in urban temperature
b) Increase in urban temperature
c) Decrease in rural temperature
d) Increase in rural temperature
- 10) The process by which green plants prepare their own food is known as _____.
a) Respiration
b) Transpiration
c) Photosynthesis
d) Decomposition
- 11) How does urbanization affect the environment?
a) Cities increase amount of pollution
b) Cities decrease the amount of pollution
c) Suburbs increase the amount of pollution
d) Urbanization does not affect the environment
- 12) _____ is an example of dumping ground in Mumbai
a) Mulund
b) Mankhurd
c) Madh
d) Malad
- 13) Smart cities Awas Yojna Mission was launched by Prime Minister Narendra Modi in _____.
a) July 2015
b) June 2015
c) August 2015
d) September 2015
- 14) Bangalore is also known as _____.
a) The Orange city
b) The garden city
c) The cyber city
d) The greenest city
- 15) Moderately populated areas includes _____ persons per sq km
a) 10-100
b) 10-200
c) 10-300
d) 10-400
- 16) How are jobs affected by urbanization
a) There are more jobs in suburbs

- b) There are more jobs in urban areas
- c) There are more jobs everywhere
- d) There are more jobs in rural areas.

17) _____ is the activity of planting trees in areas from where they are removed.

- a) Deforestation
- b) Afforestation
- c) Desertification
- d) Decomposition

18) A large variety of plants and animals may be reduced due to urbanization. This is said to be an impact on _____.

- a) Biodegradation
- b) Biodiversity
- c) Biohazard
- d) Biofuel

19) The type of location that is based on transport line is _____.

- a) Focal
- b) Relative
- c) Absolute
- d) Vicinal

20) HDI stands for _____.

- a) Human Development Indices
- b) Human Development Index
- c) Human Deployment Index
- d) Human Diversity Index

21) Producers are also called as _____.

- a) Autotrophs
- b) Heterotrophs
- c) Consumers
- d) Detrivores

22) Rainwater harvesting is an effective method to deal with issue of _____.

- a) Scarcity of water
- b) Abundance in water
- c) Increase in water
- d) Same level in water

23) Densely populated areas include --- persons per sq km

- a) More than 50
- b) More than 100
- c) More than 150
- d) More than 200

- 24) The example of maritime location is ---
- Mumbai
 - Hyderabad
 - Delhi
 - Nagpur
- 25) The example of an elongated country is ---
- Chile
 - India
 - UK
 - Japan
- 26) The word 'Environment' is derived from _____.
- Environ
 - Nature
 - Enviro
 - Surroundings
- 27) The examples of Ubiquitous resources do not include _____.
- Air
 - Soil
 - Sunlight
 - Petrol
- 28) The organisms that are dependent on other organisms for food are called as _____.
- Producers
 - Heterotrophs
 - Detrivores
 - Plants
- 29) Rubber is found in _____ type of forest.
- Tropical hardwood
 - Monsoon
 - Temperate
 - Coniferous
- 30) Population growth yields a ____ shaped curve.
- C
 - J
 - V
 - S
- 31) Impelled migration is also called as _____.
- Population transfer
 - Step migration

- c) Imposed migration
 - d) Chain migration
- 32) Urbanization is the movement of people to _____ type of community
- a) Rural
 - b) Cities
 - c) Farms
 - d) Suburban
- 33) The ____ model provides a general description of the changing birth and death rates
- a) Population explosion model
 - b) Demographic transition model
 - c) Demographic explosion model
 - d) Population transition model
- 34) Abiotic components do not include _____.
- a) Location
 - b) Geological structure
 - c) Micro-organisms
 - d) Climate
- 35) Factors responsible for rising energy demand do not include _____.
- a) Reducing urban population
 - b) Growing industries
 - c) Growing transport sector
 - d) Growing urban population
- 36) A smart city is also called as _____.
- a) Settled
 - b) Sustainable
 - c) Conserved
 - d) Preserved
- 37) An urban area should have a density of population more than _____ per sq km
- a) 100
 - b) 200
 - c) 300
 - d) 400
- 38) India has _____ rank out of 169 countries in HDI in the world. (2011)
- a) 120
 - b) 119
 - c) 115
 - d) 114
- 39) The Orange city of India which is an example of sustainable city is _____.

- a) Gandhinagar
- b) Nagpur
- c) Delhi
- d) Hyderabad

40) _____ is the location which is referred in terms of latitudes and longitudes

- a) Relative
- b) Focal
- c) Absolute
- d) Portal

41) Which of the following is a set of population control measures?

- a) Infant mortality, urbanization, birth control
- b) Urbanization, social mobility, population change
- c) birth control, education, legislation
- d) Industrialization ,socialization, stratification

42) _____ is the energy obtained from the sun.

- a) Tidal
- b) Solar
- c) Hydel
- d) Geothermal

43) _____ is the development that meets the needs of the present without compromising the ability of the future generation.

- a) Smart
- b) Safe
- c) Sustainable
- d) Settled

44) The coastlines with exposure to strong and powerful winds are _____.

- a) Smooth
- b) Compact
- c) Elongated
- d) Fragmented

45) Leaching of fertilizers from agriculture field that result in increased concentration of nitrates and phosphates in water is known as _____.

- a) Decomposition
- b) Eutrophication
- c) Assimilation
- d) Sedimentation

46) Man is an example of _____.

- a) Producer
- b) Omnivore

- c) Herbivore
 - d) Detrivore
- 47) Communicable diseases do not include ____.
- a) AIDS
 - b) Tuberculosis
 - c) Respiratory infection
 - d) Poisoning
- 48) _____ can be incorporated for reducing the Heat Island impact.
- a) Increase in pollution
 - b) Planting more number of trees
 - c) Planting less number of trees
 - d) Increase in waste disposal
- 49) The first World Happiness Report was released on ____.
- a) April 1,2012
 - b) May 1,2012
 - c) September 20,2012
 - d) August 15,2012
- 50) River comes under _____ ecosystem.
- a) Freshwater
 - b) Marine
 - c) Aquatic
 - d) Terrestrial

G) BUSINESS ECONOMICS - I

- 1 The concept of scarcity of resources
 - a. Implies that consumers wants will be satoisfied
 - b. Applies only to less developed countries
 - c. Do not applied to developed countries
 - d. Consumers wants will never be satisfied
2. Opportunity cost of an activity is
 - a. Cost of forgone activity
 - b. Cost of units sacrificed
 - c. Value of next best alternative sacrificed
 - d. is the same for everyone pursuing this activity
3. Which of the following is related to micro economics

- a. inflation
 - b. national income
 - c. unemployment
 - d. personal income
4. The market clearing price is also the
- a. current price
 - b. prevailing price
 - c. equilibrium price
 - d. good price
5. The market supply curve illustrates how
- a. quantity supplied increases as price decreases
 - b. quantity supplied increases as price increases
 - c. quantity supplied increases as technology improves
 - d. quantity supplied increases as resource price decreases
6. In case of normal good demand curve is -----
- a. upward sloping
 - b. downward sloping
 - c. vertical straight line
 - d. horizontal straight line
7. Increase or Decrease in Supply means:
- a. Shift in Supply curve
 - b. Movement along same supply curve
 - c. Shift in demand curve
 - d. Expansion of supply
8. Which of the following IS NOT a feature of a variable?
- a. They are quantifiable
 - b. Their values can vary
 - c. Uses an '=' symbol
 - d. Can be exogenous or endogenous
9. Relationships between economic variables can be expressed in the form of
- a. a graph.
 - b. an equation
 - c. function
 - d. slope
10. Let Q_d stand for the quantity demanded, Q_s stand for the quantity supplied, and P stand for price. If $Q_d = 20 - 2P$ and $Q_s = 5 + 3P$, then the equilibrium quantity is
- a. 14
 - b. 5

- c. 20
 - d. 12
11. What will happen in the rice market if buyers are expecting higher prices in the near future?
- a. The demand for rice will increase
 - b. The demand for rice will decrease.
 - c. The demand for rice will be unaffected.
 - d. The supply of rice will increase
12. When there is a shortage in a market,
- a. there is downward pressure on price.
 - b. there is upward pressure on price.
 - c. the market could still be in equilibrium.
 - d. the price must be above equilibrium.
13. A normal good can be defined as one which consumers purchase more of it as?
- a. Incomes rise
 - b. prices rise
 - c. income fall
 - d. prices fall
14. The income effect of a price change?
- a. Is always positive.
 - b. Is always negative
 - c. May be positive or negative
 - d. Is caused by change in consumer tastes.
15. As the price of a commodity falls, it becomes relatively cheaper than other alternatives?
- a. substitution effect
 - b. income effect
 - c. Price effect
 - d. Snob effect
16. In case of Giffen goods?
- a. The positive substitution effect of a price change is smaller than the negative income effect
 - b. The positive substitution effect of a price change is same as the negative income effect
 - c. The negative substitution effect of a price change is larger than the positive income effect
 - d. The positive substitution effect of a price change is larger than the negative income effect

- 17 In the equation $D_x = a - bP_x$,?
- a is the quantity of X demanded when price is zero.
 - b is the quantity of X demanded when price is zero
 - a is the slope of the demand curve.
 - b is the elasticity of demand.
- 18 Which of the following is not an assumption of the law of demand?
- Consumer's income does not change.
 - No change in consumer's taste and preference
 - No change of the price of inputs
 - No future uncertainties
- 19 The most important determinant of price elasticity is
- the slope of the demand curve
 - the availability of substitutes
 - the price of other goods
 - the income of the consumer
- 20 If the income elasticity of demand is +3
- The good is an inferior good
 - The good is an inelastic normal good
 - The good is an elastic normal good
 - The good is an elastic inferior good
- 21 Which of the following methods makes use of historical data and demand Determinants to forecast demand. ?
- Market experiments
 - Consumer survey
 - End-use
 - Statistical
- 22 The Knowledge of elasticity of demand can help the trade union in?
- Salary
 - Wage bargaining
 - Price
 - Profit
- 23 Demand is relatively elastic than?
- $E_p = 1$
 - $E_p > 1$

- c. $E_p < 1$
 - d. $E_p = 0$
- 24 The primary source of revenue for the business?
- a. Consumers
 - b. Sales constitute
 - c. Realistic sales
 - d. Sales revenue
- 25 The slope of the TVC or total cost curve indicates the _____
- a. Average cost
 - b. Marginal revenue
 - c. Marginal cost
 - d. Variable cost
- 26 External economics occur when -----.
- a. Size of firm expands
 - b. Size of industry expands
 - c. Economy grows
 - d. Constant
- 27 _____ type of iso-quant assumes perfect substitutability.
- a. Leontief iso-quant
 - b. Kinked iso-quant
 - c. Linear iso-quant
 - d. Smooth convex iso-quant
- 28 12. The total amount of output produced is called _____.
- a. Total supply
 - b. Total product
 - c. Total Demand
 - d. Total Quantity
- 29 Marginal cost curve _____
- a. Has the shape of the inverted U
 - b. Has the shape of the alphabet U
 - c. Has the shape a rectangular hyperbola
 - d. Has the shape a hyperbola
- 30 Short-run cost curves are influenced by _____
- a. External and internal economies and dis-economies
 - b. Law of variable proportions

- c. Principle of returns to scale
 - d. Internal dis economies of scale
- 31 .The marginal product curve is above the average product curve when the average product is :
- a. Increasing
 - b. Decreasing
 - c. Constant
 - d. Remain same
- 32 An isoquant is _____ to an iso cost line at equilibrium point:
- a. Convex
 - b. Concave
 - c. Tangent
 - d. Perpendicular
- 33 When a firm using a fixed amount of land and capital takes on more workers, it finds that marginal product (MP) of labour falls but the average product (AP) of labour rises. This can be explained by the factors that:
- a. The MP of labour is greater than AP of labour
 - b. The additional workers are more efficient
 - c. MP and AP always moves in opposite directions
- 34 Which would be an implicit cost for a firm? The cost:
- a. of worker wages and salaries for the firm.
 - b. paid for leasing a building for the firm.
 - c. paid for production supplies for the firm.
 - d. of wages foregone by the owner of the firm.
- 35 The short run is a time period in which:
- a. all resources are fixed.
 - b. the level of output is fixed.
 - c. the size of the production plant is variable.
 - d. some resources are fixed and others are variable.
- 36 Which is not a fixed cost?
- a. monthly rent of \$1,000 contractually specified in a one-year lease
 - b. an insurance premium of \$50 per year, paid last month
 - c. an attorney's retainer of \$50,000 per year
 - d. a worker's wage of \$15 per hour
- 37 Under constant costs conditions LAC and LMC curves tend to _____.
- a. Private
 - b. Social
 - c. Coincide

- d. Private
- 38 Opportunity cost is also called as
- Alternative cost
 - B Change in cost
 - Total cost
 - Average cost
- 39 In the short run, a firm's fixed cost
- is zero
 - will always have to be incurred
 - Can be zero if production is zero
 - will decline with every increase in output
- 40 Which of the following would be an implicit cost for a firm
- payment of wages and salaries of workers
 - payment to the supplier of raw materials
 - salary that the business owner would have earned by work elsewhere
 - Interest to the bank for borrowed funds.
- 41 If LAC curve falls as output expands, this is due to _____:
- Law of diminishing returns
 - Economies of scale
 - Law of variable proportion
 - Diseconomies of scale
- 42 Fixed cost is called as
- Private cost
 - Sunk cost
 - Total cost
 - Overhead cost
- 43 TC is calculated as
- $TC = AFC + MC$
 - $TC = TFC + TVC$
 - $TC = MC + \text{Variable cost}$
 - $TC = AC + TC$
- 44 At the shutdown point, price is equal to average cost
- Fixed
 - Variable
 - Above
 - Below
- 45 When average cost is maximum:
- Marginal cost is minimum
 - Marginal cost is equal to average cost
 - Marginal cost is also maximum
 - Total cost is minimum

- 46 Increasing long-run average cost is attributed to
- the firm's experience of increasing returns
 - the firm's experience of economies of scale
 - decreasing returns to the scale
 - Increasing average variable cost curve
- 47 _____ is not related to the level of output
- Total cost
 - Total variable cost
 - Total fixed cost
 - average cost
- 48 The break-even point is not influenced by _____.
- private cost
 - average
 - variable cost
 - fixed cost
- 49 Assuming, QB = Break-even quantity, TFC = total cost, P = price and AVC = average variable cost, algebraically, break-even analysis formula is given as
- $QB = TFC/(P + AVC)$
 - $QB = TFC/CP - AVC$
 - $QB = TFC/P$
 - $QB = P/(TFC - AVC)$
- 50 Safety Margin is the difference between _____
- TR and TC
 - TR and TFC
 - AC and MC
 - sales and BEP

FYB.COM SEM-II SAMPLE QUESTIONS

1) ACCOUNTANCY & FINANCIAL MGT -II

1. Opening balance of debtors Rs.14,828, Closing balance of debtors Rs.23,460, Cash received from debtors Rs.86,530 then sales = _____
 - a. 71,702
 - b. 8,632
 - c. 95,162
 - d. 1,09,990
2. Cash Sales is Rs.2,00,000 which is 20 % of total sales then Credit sales will be _____
 - a. 5,00,000
 - b. 8,00,000
 - c. 10,00,000
 - d. 20,00,000
3. Furniture Costing Rs. 1,20,000 calculate Depreciation @ 8 % _____
 - a. 4,800
 - b. 6,000
 - c. 7,200
 - d. 9,600
4. Usually in a single-entry system _____
 - a. Only manual accounts are maintained.
 - b. Only cash and personal accounts are maintained.
 - c. Only real accounts are maintained
 - d. Only nominal accounts are maintained.
5. Profit can be ascertained from incomplete records under single entry by using _____
 - a. Only Statement of Affairs method
 - b. Only Conversion Method
 - c. Statement of affairs method or conversion method
 - d. Debtors Method
6. If books are kept under single entry system, closing creditors are ascertained by preparing _____
 - a. Total Creditors Account
 - b. Total Debtors Account
 - c. Credit Purchases Account
 - d. Bills Payable Account
7. Any stock remaining unsold with the consignee _____
 - a. Belongs to the consignee
 - b. Belongs to the consignor or the consignee
 - c. Belongs to the consignor or the consignee equally
 - d. Belongs to the consignor
8. Where goods are sent on consignment, credit is given to _____ in the books of consignor.
 - a. Purchases
 - b. Goods sent on consignment a/c
 - c. Consignment a/c

- d. Consignee's A/c
9. When losses are incurred in the normal course, they are borne by _____
- Consignor
 - Consignee
 - Customer
 - Consignor & Consignee
10. _____ is a statement sent by the consignor to the consignee showing the details of goods sent on consignment.
- Account sale
 - Proforma invoice
 - Invoice
 - Bill
11. The following entry is passed in the books of the consignor, when the consignee makes cash sales _____
- Cash A/c Dr To Consignee's A/c
 - Consignee's A/c Dr To Cash Sales
 - Consignee's A/c Dr To Consignment A/c
 - No entry is passed
12. Consignment account is a _____ account.
- Personal
 - Real
 - Nominal
 - Representative personal
13. If gross profit is 25% on cost, then it is _____ on sales.
- 20%
 - 40%
 - 30%
 - 15%
14. There are _____ types of Branches.
- 1
 - 2
 - 3
 - 4
15. Cost + _____ = Invoice Price
- Loss
 - Profit
 - Expenses
 - Saving
16. When dependent branch is of small size, the accounting is done under the _____
- Debtors method
 - stock method
 - Stock and Debtors method
 - superior method

17. The balance of goods sent to branch account transfer to _____.
- Trading A/c
 - Profit & Loss A/c
 - Expenses side
 - Liability
18. A/an _____ branch keeps all accounts on its own and can ascertain its income, expenses, assets and liabilities on its own.
- Dependent branch
 - Independent branch
 - Foreign branch
 - Separate branch
19. When goods are sent at invoice price ----- a/c is opened under stock and debtor method, in order to ascertain gross profit/loss of branch.
- Branch Stock a/c
 - Branch adjustment a/c
 - Branch expenses a/c
 - Branch Debtors a/c
20. Under stock and debtor method, when goods are returned by customer / debtor to branch ____ a/c is Credited.
- Branch Stock a/c
 - branch cash a/c
 - Goods sent to branch a/c
 - Branch Debtors a/c
21. Purchase of furniture should be _____
- Added to purchase
 - Deducted from purchases
 - Added to Sales
 - Deducted from sales
22. Salvage is _____
- Added to stock on the date of fire
 - Deducted from stock on the date of fire
 - Ignored for deciding claim
 - Added to stock on the date of fire
23. The value of closing stock on the date of fire stock can be ascertained by preparing a _____
- Trading A/c
 - Memorandum Trading A/c
 - Memorandum P & L A/c
 - Profit & Loss Account
24. Claim to be lodged with insurance company is for _____
- Closing Stock + Salvaged goods
 - Closing stock on the date of fire – Salvaged goods
 - Policy amount – Salvaged goods
 - Opening Stock + Salvaged goods
25. If the stock on the date of fire is 1,00,000 and salvage is Rs. 30,000. Find out Loss?
- 70,000
 - 80,000

- c. 90,000
- d. 1,00,000

2) Mathematics and Statistical Techniques –II

1) Example of constant function is

- a) $y=f(x)=x$
- b) $y=f(x)=5$
- c) $y=f(x)=x^2$
- d) $y=f(x)=3x^4$

2) Which is an example of a linear function.

- a) $y=f(x)=x^2$
- b) $y=f(x)=2x+5$
- c) $y=f(x)=100x^2$
- d) $y=f(x)=3x^4$

3) If $y = x^2 e^x$, then $\frac{dy}{dx} =$

- a) 9
- b) $e^x [x^2 + 2x]$
- c) 0
- d) $-1/x$

4) If $y = x^6 + 4e^x + \log x + 10$, then $\frac{dy}{dx} =$

- a) $6x^5 + 4e^x + 1/x$
- b) $e^x [x^2 + 2x]$
- c) 0
- d) $-1/x$

5) If $f(x) = x^3 - 3x^2 - 45x + 25$, then $f(x)$ has minimum at $x =$

- a) 5
- b) 3
- c) -3

d) 6

6) If the duration of the annuity is fixed (or certain) it is

a) Certain Annuity

b) term of annuity

c) Perpetual Annuity

d) Contingent Annuity.

7) Find the period for Rs. 1000 to yield Rs. 50 in simple interest at 10%.

a) 6

b) 0.5

c) 9

d) 3

8) what is the amount for an ordinary annuity with periodic payment of

Rs . 3000, at 9% p.a. compounded semi-annually for 4 years

a) Rs 24,140

b) Rs 23,678

c) Rs 28,140

d) Rs. 64,529

9) Mr. Ravi invested Rs. 5000 in an annuity with quarterly payments for a period of 2 years at the rate of interest of 10%. What is the accumulated value of the annuity at the end of 2nd year

a) Rs. 45,897

b) Rs. 65,680

c) Rs. 42,660

d) Rs. 43,680

10) Mr. Sudhir Joshi has taken a loan of Rs. 10,00,000 from a bank for 10 years at 11% p.a. what is his EMI using Flat interest method.

a) 17,500

b) 23,456

c) 45,678

d) 18,000

11) When the relationship between the variables X and Y is such that increase or decrease in X brings out the increase or decrease in Y also, i.e. there is direct relation between X and Y, the correlation is said to be

- a) Positive correlation
- b) Negative correlation
- c) neutral
- d) semi negative.

12) When $-1 < r < 0$ it is

- a) perfect positive correlation
- b) perfect negative correlation
- c) Imperfect positive correlation
- d) Imperfect negative correlation.

13) Karl Pearson's co-efficient of correlation is given by

- a) $r = \text{Cov}(x, y) / (\sigma_x \sigma_y)$
- b) $r = \text{Cov}(x, y) * (\sigma_x \sigma_y)$
- c) $r = \text{Cov}(x, y) + (\sigma_x \sigma_y)$
- d) $r = \text{Cov}(x, y) - (\sigma_x \sigma_y)$

14) The formula for Spearman's rank correlation coefficient is

- a) $1 - (6 \sum d^2 / (n(n^2 - 1)))$
- b) $1 + (6 \sum d^2 / (n(n^2 - 1)))$
- c) $1 + (6 \sum d^2 / (n(n^2 + 1)))$
- d) $1 - (3 \sum d^2) / (n(n^2 + 1))$

15) When X depends on Y the regression equation is

- a) $(x + \bar{x}) = b_{xy} (y + \bar{y})$
- b) $(x + \bar{x}) = b_{xy} (y - \bar{y})$
- c) $(x - \bar{x}) = b_{xy} (y - \bar{y})$

d) $(x - \bar{x}) = b_{xy} (y + \bar{y})$

16) which is not the components of the time series

- a) Secular Trend
- b) Seasonal Trend
- c) Cyclical Variations
- d) Linear regression.

17) Least square method is not used to compute

- a) Secular trend
- b) Nonlinear trend
- c) Cyclical variation
- d) Linear trend.

18) Moving averages method is used to compute

- a) Seasonal variation
- b) Irregular variation
- c) Cyclical variation
- d) Nonlinear trend

19) The following variations occur due to seasonal changes in a Time series

- a) Random Variations
- b) Cyclical Variations
- c) Seasonal Variations
- d) Secular trend

20) The following variations occur due to natural calamities

- a) Random Variations
- b) Cyclical Variations
- c) Seasonal Variations

d) Secular trend

21) Which of the following is the most common example of a situation for which the main parameter of interest is a population proportion?

- a) A binomial experiment
- b) A normal experiment
- c) A randomized experiment
- d) An observational study

22) Which one of these variables is a continuous random variable?

- a) The time it takes for randomly selected student to complete an exam.
- b) The number of tattoos a randomly selected person has.
- c) The number of women taller than 68 inches in a random sample of 5 women.
- d) The number of correct guesses on a multiple choice test.

23) Which one of these variables is a binomial random variable?

- a) time it takes for randomly selected student to complete a multiple choice exam
- b) number of textbooks a randomly selected student bought this term
- c) number of women taller than 68 inches in a random sample of 5 women
- d) number of CDs a randomly selected person owns

24) The normal approximation to the binomial distribution is most useful for finding which of the following?

- a) The probability $P(X = k)$ when X is a binomial random variable with large n .
- b) The probability $P(X \leq k)$ when X is a binomial random variable with large n .
- c) The probability $P(X = k)$ when X is a normal random variable with small n .
- d) The probability $P(X \leq k)$ when X is a normal random variable with small n .

25) Binomial Formula for the probability of r successes in n trials is

a) $\frac{n!}{r!(n-r)!} p^r q^{n-r}$

b) $\frac{n!}{r!(n-r)!} p^r + q^{n-r}$

c) $\frac{n!}{r!(n-r)!}$

d) $\frac{n!}{r!(n-r)!} p^r - q^{n-r}$

3) COMMERCE –II

QUES NO.	OPTIONS	QUESTIONS AND OPTIONS
1		Currently in India, the service sectors contributes about ____ percent of the total employment in India.
	A	30
	B	25
	C	15
	D	10
2		Services are generally ____ in nature.
	A	tangible
	B	intangible
	C	demonstrable
	D	visible
3		Currently in India, the service sectors contributes about ____ percent of the GDP.
	A	30
	B	40
	C	60
	D	80
4		Pre-purchase evaluation of services is ____
	A	possible
	B	not possible
	C	simple
	D	difficult
5		The more important the service dimension, the ____ is the zone of tolerance.
	A	Greater

	B	equivalent
	C	smaller
	D	zero
6		Levels of adequate service are influenced by ____ factors.
	A	situational
	B	scientific
	C	natural
	D	unnatural
7		At present, FDI is allowed upto ____ percent in single brand retail
	A	100
	B	74
	C	51
	D	25
8		_____ is an important element of mall management.
	A	Towing
	B	Zoning
	C	Bidding
	D	entrance
9		Currently, the share of organised retail is about _____ percent of the total retail trade in India.
	A	8
	B	12
	C	20
	D	25
10		Signage includes _____.
	A	detailed information
	B	price list
	C	logo
	D	barcode
11		_____ retailers are also called pop and mom stores.
	A	organised
	B	unorganised
	C	professional
	D	online
12		_____ is a example of non-store format.
	A	Supermarket

	B	Departmental stores
	C	paan shop
	D	automated vending machine
13		_____ is a contract between two parties to transfer a package of rights and reources for a consideration.
	A	Franchisee
	B	Retail Business
	C	Sale
	D	ownership rights
14		ERP software allows organisations to use a _____ system of applications.
	A	isolated
	B	outdated
	C	integrated
	D	Segregated
15		_____ card encourage lavish spending on the part of the user.
	A	Debit
	B	Credit
	C	ID
	D	ATM
16		KPO is one step _____ of BPO.
	A	Lower
	B	Side - by - side
	C	alongwith
	D	ahead
17		_____ is a form of outsourcing certain services or processes to a third party.
	A	ERP
	B	BPO
	C	KPO
	D	LPO
18		_____ is also referred to as online banking facility provided by the bank to its cutomers.
	A	Inventory Management
	B	Internet Banking
	C	Logistics Network
	D	Passbook printing
19		_____ is an element of logistics.
	A	Transportation

	B	Discounts	
	C	Promotion	
	D	Production process	
20		E-commerce _____ cost in the long run.	
	A	increase	
	B	reduce	
	C	double	
	D	doesnot affect	
21		In India, _____ percent of B2C transactions are done through cash on delivery basis.	
	A		80
	B		60
	C		40
	D		20
22		_____ markeing research enables the researcher to access information from geographically divese audience.	
	A	Field Survey	
	B	Schdule method	
	C	online	
	D	experimental	
23		_____ is a situation where online marketers resort to heavy discounts to win over the customers.	
	A	Price wars	
	B	entry barriers	
	C	dumping	
	D	pishing	
24		_____ is an example of online banking fraud.	
	A	Price wars	
	B	entry barriers	
	C	dumping	
	D	pishing	
25		B2B stands for	
	A	Business-to-better	
	B	Bake-the-bread	
	C	Busy-to-busy	
	D	Business-to-business	

4) **FYBCOM EVS SAMPLE QUESTIONS SEMESTER II**

1) The burning of waste is not recommended because

- A. It is very costly
- B. It requires lot of space
- C. It requires modern technology
- D. It causes several environmental issues.

2) When the organic matter present in sanitary landfill decomposes, it generates _

- A. Methane
- B. Nitrogen
- C. Hydrogen
- D. Carbon

3) Which of the following is burning of waste ?

- A. Reprocessing
- B. Recycling
- C. Landfill
- D. Incineration

4) Burning of _ produces dioxin.

- A. Plastic
- B. Lead
- C. Cadmium
- D. Mercury

5) _ waste is highly infectious.

- A. Agricultural
- B. Domestic
- C. Biomedical
- D. Animal

6) _ is measured in units of decibels and is denoted as Db.

- A. Noise
- B. Air
- C. Water
- D. Land

7) Nature keeps _ in balance

A. CH₄

B. CO₂

C. CFC

D. NO₂

8) _ deposition is what we most commonly think of as acid rain.

A. Wet

B. Dry

C. Semi dry

D. Semi wet

9) _ is a technique of growing different crops in rotation.

A. Strip cropping

B. Crop Rotation

C. Summer fallow

D. Contour ploughing

10) _ is a protocol for protection of ozone layer.

A. Kyoto

B. Montreal

C. Stockholm

D. Rio

11) Which of the following is not an element of tourism ?

A. Recreation

B. Leisure

C. Pleasure

D. Regeneration

12) Which of the following is a national park in Mumbai.

A. Sanjay Gandhi National Park

B. Gir

C. Kanha

D. Ranthambore

13)Eco tourism relates to _

A.Economic system

B.Financial system

C.Nature

D.E - commerce

14)The word Tourism comes from Latin word _

A.Tornare

B.Trident

C.Tour

D.Tojjour

15)Tourism generates income and _

A.Satisfaction

B.Employment

C.Safety

D.Happiness

16)The Wildlife Protection Act was enacted in the year _

A.1986

B.1972

C.1994

D.2004

17)The Forest Conservation Act was adopted in the year _

A.1986

B.1974

C.1980

D.1972

18)The main name associated with Appiko Movement is _

A.Medha Patkar

B.Gaura devi

C.Pandurang Hegde

D.Sunderlal Bahuguna

19) _ is the phenomenon of acquiring information about an object without being in physical contact with it.

A.GPS

B.Remote Sensing

C.GIS

D.Environmental Management

20)_ is the leader of Chipko Movement.

A.Medha Patkar

B.Madhav Gadgil

C.Sunderlal Bahuguna

D.Pandurang Hegde

21) For quick transportation, Mumbai has _ number of express ways

A.4

B.5

C.2

D.3

22)Major fish market in Mumbai is located in _

A.Mankhurd

B.Ferry wharf

C.Kalyan

D.Thane

23)Andheri is located in which railway

A.Central

B.Western

C.Harbour

D.Trans Harbour

24) _ is a fort in Raigad district

A.Pratapgad

B.Devgad

C.Karnala

D.Bankot

25)The narrow strip along _ margin of Maharashtra is known as Konkan.

A.Eastern

B.Western

C.Central

D.Northern

5) FOUNDATION COURSE - II

Q.1. _____ means integrating the national economy with the world economy.

- a. Privatisation
- b. Liberalisation
- c. Globalisation
- d. Disinvestment

Q.2. _____ is undertaken by large corporate firms either by buying the land or taking land on lease basis.

- a. Contract Farming
- b. Government Farming
- c. Private Farming
- d. Corporate Farming

Q.3. _____ refers to coerced movement of people away from their home.

- a. Local migration
- b. Forced migration
- c. Regional migration
- d. Mass migration

Q.4 _____ of public sector is a part of Liberalisation policy of the government.

- a. Disinvestment
- b. Globalisation
- c. Privatisation
- d. Dereservation

Q.5. Brain drain is a negative impact of _____.

- a. Globalisation
- b. Liberalisation
- c. Disinvestment
- d. Privatisation

- Q.6 Human rights are derived from the principle of _____ law.
- Government
 - Natural
 - Judicial
 - Human
- Q.7 Abolition of _____ is provided under Article 17 of the Indian Constitution.
- Caste
 - Child Labour
 - Untouchability
 - Employment
- Q.8 _____ has made primary education as a fundamental right.
- Right to Education
 - Right to Equality
 - Cultural and Educational rights
 - Right to Speech
- Q.9 The objective of Right to Freedom of Religion is to sustain the principle of _____.
- Secularism
 - Socialism
 - Humanism
 - Regionalism
- Q.10 _____ empowers the citizens to move a court of law in case of any denial of the fundamental rights.
- Right to Constitutional Remedies
 - Right to Freedom of Religious
 - Right against Exploitation
 - Right to Equality
- Q.11 Acid rain is one of the harmful effects of _____ pollution.
- air
 - water
 - noise
 - land

- Q. 12 The process of _____ occurs when the surface of the land is worn away and lost.
- emission
 - desertification
 - erosion
 - deforestation
- Q. 13 The _____ is composed of all of the water on or near the earth.
- Lithosphere
 - Hydrosphere
 - Biosphere
 - Atmosphere
- Q. 14 In an ecosystem, the _____ are primary producers.
- animals
 - birds
 - plants
 - consumer
- Q. 15 _____ is the deterioration of the environment through depletion of resources.
- Ecology
 - Ecosystems
 - Environment degradation
 - Sustainable development
- Q. 16 The _____ are the small living beings such as bacteria, insects and fungi.
- Primary producers
 - consumers
 - decomposers
 - terrestrials
- Q. 17 _____ refers to moral and social norms that are essentially desirable for the well-being of an individual, group or society.
- Values
 - Behavior
 - Ethics
 - Prejudice

- Q. 18 _____ means pre-judgement.
- a. Stereotypes
 - b. Aggression
 - c. Prejudice
 - d. Violence
- Q. 19 _____ occurs when the person does not know what he is supposed to do on the job.
- a. Role conflict
 - b. Role ambiguity
 - c. Rotating shifts
 - d. Work-underload
- Q. 20 _____ helps to develop the power of concentration.
- a. Social support
 - b. Physical exercise
 - c. Meditation
 - d. Personal support
- Q. 21 _____ needs lie at the highest level of hierarchy of Maslow's need hierarchy theory.
- a. Esteem
 - b. Self-actualisation
 - c. Social
 - d. Economical
- Q. 22 _____ don't believe in taking risk.
- a. Attackers
 - b. Concealers
 - c. Addressors
 - d. Believers
- Q. 23 Win-Win is the outcome of _____ strategy.
- a. Collaborating
 - b. Compromising
 - c. Smoothing
 - d. Attackers
- Q. 24 _____ needs include appreciation and search for beauty, love for art and architect.
- a. Cognitive
 - b. Aesthetic
 - c. Transcendence
 - d. Security

- Q. 25 _____ refers to moral and social norms that are essentially desirable for the well-being of an individual, group or society.
- a. Values
 - b. Behavior
 - c. Ethics
 - d. Prejudice

6) BUSINESS ECONOMICS II

1. The market type known as perfect competition is
 - a. almost free from competition and firms earn large profits.
 - b. highly competitive and firms find it impossible to earn an economic profit in the long run.
 - c. dominated by fierce advertising campaigns.
 - d. marked by firms continuously try

2. Which of the following market types has all firms selling products so identical that buyers do not care from which firm they buy?
 - a. perfect competition
 - b. oligopoly
 - c. monopolistic competition
 - d. monopoly

3. Perfect competition is characterized by all of the following EXCEPT
 - a. well-informed buyers and sellers with respect to prices.
 - b. a large number of buyers and sellers.
 - c. no restrictions on entry into or exit from the industry.
 - d. considerable advertising by individual firms.

4. Which of the following market types has the fewest number of firms?
 - a. perfect competition
 - b. monopoly
 - c. monopolistic competition
 - d. oligopoly

5. One of the requirements for a monopoly is that

- a. the product cannot be produced by small firms.
 - b. there are several close substitutes for the product.
 - c. there is a unique product with no close substitutes.
 - d. products are high priced
6. A monopoly is a market with
- a. no barriers to entry.
 - b. many substitutes.
 - c. many suppliers.
 - d. one supplier
7. Which describes a barrier to entry?
- a. anything that protects a firm from the arrival of new competitors
 - b. a government regulation that bars a monopoly from earning an economic profit
 - c. something that establishes a barrier to expanding output
 - d. firms already in the market incurring economic losses so that no new firm wants to enter the market
8. Firms in a monopolistic market are price _____:
- a. Takers
 - b. Givers
 - c. Makers
 - d. Acceptors
9. Monopolistic competition has a unique features of :
- a. Non price competition
 - b. Heterogeneity competition
 - c. Supply management competition
 - d. Trade mark
10. The sale of branded articles is common in a situation of
- a. Monopoly
 - b. Monopolistic competition
 - c. Pure Competition
 - d. oligopoly
11. Oligopoly is a form of market in which there exists -----

- a. A single firm
 - b. Two firms
 - c. Few firms
 - d. Many firms
12. Oligopolists prefer
- a. Price competition to non-price (product differentiation) competition because consumers care more about price than other features.
 - b. To act independently in establishing their prices.
 - c. To compete in terms of product differentiation, because such changes are more difficult and take longer to match than price changes.
 - d. To compete in terms of product differentiation because these changes reduce costs and make consumer demand more elastic.
13. Which of following is an example of a monopolistically competitive firm?
- a. Farmer Jones's wheat farm.
 - b. Post Breakfast Cereals.
 - c. TCI Cablevision, a supplier of cable T.V. services.
 - d. T.J.'s Clothes, a local retail clothing store.
14. Suppose Kevin offers to match his competitors' price in an oligopoly market. This will have the effect of
- a. Eliminating his competitors' incentive to reduce price if his threat is credible.
 - b. Driving out his competition.
 - c. Increasing his competitors incentive to reduce price if his threat is credible.
 - d. Triggering an antitrust investigation.
15. Charging different prices from different buyers for the same product is referred to as :
- a. Price differentiation
 - b. Price discrimination
 - c. Oligopoly pricing
 - d. Uniform pricing
16. Cost plus pricing :
- a. ignores consumer's preference
 - b. includes fixed costs
 - c. has government approval
 - d. producers surplus

17. Which pricing strategy uses various class distinctions?
- Marginal cost pricing
 - Price discrimination
 - Product line pricing
 - Mark up pricing
18. Marginal cost pricing is generally followed by
- Private enterprises
 - Small and medium enterprises
 - Public sector enterprises
 - Large private MNCs
19. Transfer pricing is essentially
- Inter firm pricing
 - Determined by government
 - Inter firm pricing
 - A fiscal phenomenon
20. A project is profitable if NPV is
- Zero
 - One
 - Negative
 - positive
21. NPV is ideal measure to
- evaluate the projects
 - discriminate the projects
 - for decision making
 - for advertisements
22. The internal rate of return calculation takes into account the _____ value of money
- interest
 - present
 - time
 - future
23. Which of the following is not a characteristic of capital expenditure?

- a. It is a current outlay of funds with future expectations
 - b. It may be sourced through borrowed funds
 - c. It is scarce
 - d. It is incurred only by private sector
24. Pay cash period is measured as:
- a. Initial investment outlay+ annual cash flow
 - b. Total investment+ total cash flows
 - c. Ratio of profit years
 - d. short return
25. The span of time within which the investment made for the project will be recovered by the net returns of the project is known as
- a. Period of return
 - b. Payback period
 - c. Span of return
 - d. short return

7) BUSINESS COMMUNICATION: II

1. For effective presentations, you must be clear on the _____ behind your presentation.
- a) objective
 - b) monotone
 - c) pattern
 - d) skills
2. When the RTI act passed?
- a) 1955
 - b) 2004
 - c) 2005
 - d) 1990
3. What creates awareness of consumer's legitimate rights?
- a) Lawyer

- b) Consumer Guidance Cell
 - c) Police
 - d) Political leader
4. The group discussion _____ real lifework place situations.
- A Simulates
 - B Poor
 - C Worse
 - D Negative
5. When an employee leaves an organisation a/an _____ interview is conducted.
- A Exit
 - B Panel
 - C Selection
 - D Directional
6. During a _____ interview there are many interviewers.
- A Panel
 - B One-one
 - C Face-to-face
 - D Personal
7. Interview is a _____ process of communication.
- A two-way
 - B one-way
 - C individual
 - D zero
8. The _____ is now preferred means of screening and evaluation of candidates because it simulates real life workplace situations.
- A Group Discussion
 - B Personal interview
 - C Individual Speech
 - D Directional Interview

9. In group discussion, going off the topic _____.
- A should be avoided
 - B is appreciated
 - C is allowed
 - D is entertained
10. Group Discussion is not a _____
- A debate
 - B discussion
 - C exchange of information
 - D logical
11. _____ is the list of items to be discussed at a meeting.
- A agenda
 - B resolution
 - C notice
 - D quorum
12. _____ is an example of electronic meetings.
- A video-conferencing
 - B face-to-face
 - C physical meet
 - D meeting at home
13. Resolutions are recorded in the _____.
- A meetings
 - B notice
 - C agenda
 - D draft
14. _____ is the minimum number of people required to conduct a meeting.
- A 2
 - B 1
 - C 0
 - D 10

15. The chairperson conducts and monitors the _____.
- A meetings
 - B minutes
 - C resolutions
 - D agenda
16. The notice includes the _____, time and venue of the meeting.
- A date
 - B everybody's signature
 - C resolution
 - D minutes of current meetings
17. The _____ records the proceedings of the meeting.
- A secretary
 - B chairperson
 - C participants
 - D peon
18. Resolutions are _____ taken at meetings.
- A decision
 - B proposal
 - C agenda
 - D notice
19. Group dynamics was defined by _____ in 1965.
- A Bruce Tuckman
 - B Henry Fayol
 - C Peterson
 - D S.P.Das
20. It is normal to have a conflict in a meeting because of _____ point of views.
- A divergent
 - B same
 - C identical

D similar

21. The word Conference is derived from _____ which means to consult together.

A confer

B confier

C idea

D communis

22. A conference may be divided into _____.

A sessions

B meetings

C schemes

D rotations

23. Public relations helps to improve the ____ of an organisation among its public.

A image

B management

C meeting

D conference

24. _____ involves communication both within and outside the organisation.

A public relation

B meetings

C sales

D distribution

25. AIDA formula of letter includes: Attention, Interest---- and Action.

a) Desire

b) Degree

c) Disgust

d) Defects

BUNTS SANGHA'S
S.M. SHETTY COLLEGE OF SCIENCE, COMMERCE AND MANAGEMENT STUDIES
BACHELORS OF COMMERCE

SAMPLE QUESTION FOR ONLINE REGULAR SEMESTER END EXAMINATIONS IN
DECEMBER 2020

**SYBCOM SEMESTER III – ACCOUNTANCY AND
FINANCIAL MANAGEMENT III**

1	<p>In preparing final accounts of a partnership firm whose books close on 31st March every year a new partner is admitted on 1st October 2019. The total sales for the whole year is Rs. 30,00,000. The sales in the first half of the year are double than that during the second half of the year. What is the amount of sales in the Post admission period?</p> <p>a) Rs. 10,00,000 b) Rs. 20,00,000 c) Rs. 30,00,000 d) Rs. 40,00,000</p>
2	<p>In preparing final accounts of a partnership firm, a partner dies during the year. The time ratio is 3: 1 between the pre and post death period. The sales ratio is 2 : 1 between the pre and post death period.</p> <p>The amount of selling expenses paid for the whole year amounted to Rs. 90,000. What is the amount of advertisement expense for the pre-retirement period?</p> <p>a) Rs. 1,00,000 b) Rs. 60,000 c) Rs. 67,500 d) Rs. 45,000</p>
3	<p>In preparing final accounts of a partnership firm M/s LMN & Co, a partner Mr. N retires during the year on 30th September 2019 when the books of accounts close on 31st March 2020. The Profit sharing ratio between L, M and N is 2 :2 :1 whereas the profit sharing ratio after retirement (of Mr. N) is 1 : 1 respectively. If the Pre-retirement profit is Rs. 1,00,000 how much is the share of profit of the retiring partner?</p> <p>a) Rs. 50,000 b) Rs. 33,334 c) Rs. 20,000 d) Rs. 40,000</p>
4	<p>In preparing final accounts of a partnership firm whose books close on 31st March every year a new partner is admitted on 30th September 2019. The total depreciation on assets for the whole year is Rs. 1,00,000. What is the amount of depreciation in the Post admission period?</p> <p>a) Rs. 1,00,000 b) Rs. 75,000 c) Rs. 50,000 d) Rs. 25,000</p>
5	<p>In preparing final accounts of a partnership firm, a partner dies during the year on 31st December 2019 when the books of accounts close on 31st March 2020. The time ratio is 3 : 1 between the pre and post death period. The sales ratio is 1 : 1 between the pre and post death period.</p>

	<p>The amount of rent paid for the whole year amounted to Rs. 36,000. What is the amount of rent for the post-retirement period?</p> <p>a) Rs. 27,000 b) Rs. 9,000 c) Rs. 18,000 d) Rs. 36,000</p>
6	<p>In Piecemeal Distribution of Cash during the dissolution of a Partnership firm having three partners P,Q and R with a PSR of 2:2:1 the Balance sheet shows: - Capital account of Mr. P – Rs. 15,000 Capital account of Mr. Q – Rs. 12,000 Capital account of Mr. R– Rs. 4,000 Who's has a Unit Capital of Rs. 6,000?</p> <p>a) Mr. P b) Mr. Q c) Mr. R d) Mr. W</p>
7	<p>In Piecemeal Distribution of Cash during the dissolution of a Partnership firm having three partners L,M and N with a PSR of 3:2:1 the statement of Excess capital showed the Unit capital of Unit Capital of Mr. L – Rs. 15,000 Unit Capital of Mr. M – Rs. 12,000 Unit Capital of Mr. N– Rs. 4,000 What should be considered as Base Capital?</p> <p>a) Rs. 15,000 b) Rs. 12,000 c) Rs. 4,000 d) Rs. 31,000</p>
8	<p>In Piecemeal Distribution of Cash during the dissolution of a Partnership firm the first realisation fetched Rs. 86,000 however realisation expenses of Rs. 6,000 were incurred. What is the amount available for distribution as cash?</p> <p>a) Rs. 86,000 b) Rs. 80,000 c) Rs. 92,000 d) Rs. 1,00,000</p>
9	<p>In Piecemeal Distribution of Cash during the dissolution of a Partnership firm, in case the Cash available is Rs. 1,00,000 and if there are four liabilities other than Partners Capital account namely: - Creditors Rs. 80,000 Bank loan Rs. 25,000 Partners Loan Rs. 75,000 Bills Payable Rs. 40,000 Which liability will be paid off and how much?</p> <p>a) Creditors Rs. 80,000 and Bank Loan Rs. 20,000 b) Bills Payable Rs. 40,000 Bank Loan Rs 25,000 and Creditors Rs. 35,000 c) Bank loan Rs 25,000 and Partners Loan Rs. 75,000 d) Bank Loan Rs. 25,000 Creditors Rs. 50,000 and Bills Payable Rs. 25,000</p>
10	<p>In Piecemeal Distribution of Cash during the dissolution of a Partnership firm, how to find Proportionate Capital in the statement of Excess Capital?</p>

	<ul style="list-style-type: none"> a) Base Capital X PSR b) Unit Capital X PSR c) Balance of Capital X PSR d) Excess Capital X PSR
11.	<p>In case of Amalgamation of partnership firms, Loan from a Bank Rs. 2,000 was discharged by surrendering investments of Rs. 3,000. What is the loss on investment?</p> <ul style="list-style-type: none"> a) Rs. 2,000 b) Rs. 3,000 c) Rs. 5,000 d) Rs. 1,000
12	<p>In case of Amalgamation of partnership firm's M/s AB & Co. and M/s CD & Co to form M/s ABCD & Co. the stock of M/s AB & Co included Rs. 12,000 worth of goods purchased from M/s CD & Co who had a practice to sell goods at cost plus 20%. What is the amount of unrealized profit?</p> <ul style="list-style-type: none"> a) Rs. 12,000 b) Rs. 2,400 c) Rs. 2,000 d) Rs. 10,000
13.	<p>In case of Amalgamation of partnership firm's M/s WX & Co. (having profit sharing ratio 3:2 between Mr. W and Mr. X) and M/s YZ & Co . (having profit sharing ratio 4:5 between Mr. Y and Mr. Z) to form M/s WXYZ & Co (having profit sharing ratio 1:2:3:4 between Mr. W, Mr. X, Mr. Y and Mr. Z). The profit on realization in the books of M/s WX & Co shall be divided between partners in which ratio?</p> <ul style="list-style-type: none"> a) 1:2:3:4 between Mr. W, Mr. X, Mr. Y and Mr. Z b) Equally between Mr. W, Mr. X, Mr. Y and Mr. Z c) 4:5 between Mr. Y and Mr. Z d) 3:2 between Mr. W and Mr. X
14.	<p>In case of Amalgamation of partnership firms, the expenses on realization are debited to _____ account.</p> <ul style="list-style-type: none"> a) Partners' Capital account b) Amalgamated firms account c) Realization account d) Cash Account
15.	<p>In case of conversion of partnership firm into a limited company, the shares issued by the limited company as part of purchase consideration to the partnership firm are disclosed under the head _____ in the balance sheet of the Limited company.</p> <ul style="list-style-type: none"> a) Investments b) Share Capital c) Secured loans d) Partners' Capital account
16.	<p>In case of conversion of partnership firm into a limited company, the newly formed company has to register under _____ for incorporation.</p> <ul style="list-style-type: none"> a) Indian Partnership Act, 1932 b) Indian Business Conversion Act, 1975 c) Indian Companies Act, 1956 d) Limited Liability Partnership Act, 2008
17.	<p>In case of conversion of partnership firm into a limited company, if a liability is taken over by the partner and not assumed by the limited company _____ account is debited and Partners Capital account is credited.</p>

	<ul style="list-style-type: none"> a) Bank Loan b) Realization c) Partners' Capital d) Limited Company
18.	<p>In case of conversion of partnership firm into a limited company, the revised value of assets taken over was Rs. 27,35,000 and the revised value of liabilities taken over was Rs. 14,25,000. The amount of purchase consideration is settled in Equity shares of Rs. 10 issued at par, how many equity shares are issued?</p> <ul style="list-style-type: none"> a) 1,50,000 Equity shares b) 2,73,500 Equity shares c) 1,31,000 Equity shares d) 1,42,500 Equity shares
19.	<p>Following are the essential elements of a partnership firm except-</p> <ul style="list-style-type: none"> a) At least 2 persons b) agreement between partners c) equal share of profits & losses d) agreement is for some business
20.	<p>Account prepared to find out the profit or loss of the company for a particular year is-</p> <ul style="list-style-type: none"> a) Trading A/c b) profit & loss A/c c) partner's capital A/c d) balance sheet
21.	<p>A partner acts as _____ for a firm.</p> <ul style="list-style-type: none"> a) Agent b) third party c) employee d) manager
22.	<p>The relationship between persons who have agreed to share profit of a business carried on by all or any one of them acting for all is known as-</p> <ul style="list-style-type: none"> a) Partnership firm b) joint venture c) association of persons d) body of individuals
23.	<p>In the absence of agreement, partners are entitled to</p> <ul style="list-style-type: none"> a) Salary b) commission c) interest on loans & advances d) profit share
24.	<p>A & B are partners with the capital of Rs. 25,000 & Rs. 15,000 respectively. Interest payable on capital is 10%. Find the interest on capital to be paid-</p> <ul style="list-style-type: none"> a) 2,500 & 1,500 b) 1,500 & 900 c) 1,200 & 1,200

	d) 1,500 & 2,500
25.	Interest on capital will be paid to the partners if provided for in the agreement but only from- <ul style="list-style-type: none"> a) Current profits b) reserves c) accumulated profits d) goodwill
26.	When a partner is given guarantee by the other partner, loss on such guarantee will be borne by – <ul style="list-style-type: none"> a) Partnership firm b) all other partner c) partners who give guarantee d) partners with highest profit-sharing ratio
27.	Which among the following is not the method of purchase consideration? <ul style="list-style-type: none"> a) Net Asset Method b) Net Payment Method c) Straight line Method d) Lumpsum Method
28.	_____ partner does not bring cash. <ul style="list-style-type: none"> a) Solvent b) Insolvent c) Admitted d) Newly joined partner
29.	On sale or conversion, the limited company takes over the business of the firm at an _____ value. <ul style="list-style-type: none"> a) Book price b) Agreed price c) Cost price d) Selling price
30.	In conversion, if no instructions are given shares and debentures should be divided into partner's capital account by _____ approach. <ul style="list-style-type: none"> a) Specific ratio b) Equitable c) Legal d) Accrual
31.	The Balance sheet of the firm as on the date of take over is _____ point <ul style="list-style-type: none"> a) Starting b) Ending c) Middle d) Continuous
32.	Shares or debenture received from company on sale of firm are distributed among the partners <ul style="list-style-type: none"> a) Partner's capital ratio b) Sale ratio c) sacrifice ratio d) Gain ratio

33.	<p>Dissolution expenses paid by the company to the firm on conversion are</p> <ul style="list-style-type: none"> a) Credit to capital receiver account b) Debited to goodwill's account c) Debited to deferred revenue expenditure account d) Credited to deferred revenue expenditure account
34.	<p>In Equitable approach equity share are divided in</p> <ul style="list-style-type: none"> a) Profit sharing ratio b) Gain ratio c) Sacrifice ratio d) Sales ratio
35.	<p>Amalgamation is</p> <ul style="list-style-type: none"> a) Merger of businesses b) Dissolution of firms c) Admission of firm d) Retirement of firm
36.	<p>Purchase consideration is the amount</p> <ul style="list-style-type: none"> a) Payable by new firm to old firm b) Payable by old firms to partners c) Payable by one old firm to another old firm d) Credit amount payable
37.	<p>Assets are transferred to Realisation A/c at</p> <ul style="list-style-type: none"> a) Market value b) book value c) cost value d) profit
38.	<p>Excess of credit over debit side of Realisation Account is</p> <ul style="list-style-type: none"> a) loss on realization b) profit on realization c) surplus d) deficit
39.	<p>Realisation expenses are</p> <ul style="list-style-type: none"> a) debited to bank a/c b) debited to capital a/c c) debited to realization a/c d) debited to partners loan a/c
40.	<p>Liabilities assumed by partners are</p> <ul style="list-style-type: none"> a) Debited to Realisation Account b) Debited to Revaluation Account c) Debited to Partners' Capital Account

	d) credited to realisation a/c
41	Take over of asset by a partner is debited to a) Realisation Account b) partners capital a/c c) cash / bank a/c d) loan a/c
42	Excess of Net Assets over Purchase Consideration is a) capital reserve b) goodwill c) capital d) drawing
43	On dissolution, a secured creditor could only partly recover his dues out of the amounts released from the concerned assets. The remaining amount is treated _____ (a) as preferential creditors (b) as secured creditors (c) as unsecured creditors (d) as non-recoverable
44	Income tax payable by a firm as on the date of dissolution is treated _____ (a) as preferential creditors (b) as secured creditors (c) as unsecured debtors (d) as non-recoverable
45	Salaries and wages payable by a firm as on the date of dissolution is treated _____ (a) as preferential creditors (b) as secured creditors (c) as unsecured debtors (d) as non-recoverable

46	<p>In piecemeal distribution, in the last stage of payment to partners against capital, when the capitals are not in the profit-sharing ratio _____</p> <p>(a) if we pay in the profit-sharing ratio, the capitals will not be reduced to nil (b) if we pay in the ratio of capitals, the profit or loss on realisation be shared by the partners in their profit-sharing ratio (c) loss on realization is always equal for all partners irrespective of capital ratio or profit-sharing ratio (d) there can only be profit on realization and loss on realization never occurs</p>
47	<p>In piecemeal distribution, amounts realised from assets are used to settle the liabilities in the following order –</p> <p>(a) Partner’s Loans, Outside Liabilities, Realisation Expenses, Partners Capitals (b) Realisation Expenses, Outside Liabilities, Partners Loans, Partners Capitals (c) Outside Liabilities, Realisation Expenses, Partners Capitals, Partners Loans (d) Partners Capitals, Realisation Expenses, Outside Liabilities, Partners Loans</p>
48	<p>In piecemeal distribution, amounts payable to creditors are settled in the following order-</p> <p>(a) Preferential unsecured creditors, fully secured creditors, partly secured creditors, other unsecured creditors (b) Bank Overdraft, Bank Loans, Unsecured Creditors, Preferential Creditors (c) Secured Creditors, Preferential Unsecured Creditors, Unsecured Creditors (d) Preferential Creditors, Bank Overdraft, Bank Loans, Unsecured Creditors</p>
49	<p>A Bank Loan of ₹ 1,00,000 taken by a firm is partly secured by stock valued at ₹ 50,000. On dissolution of the firm, the stocked realised ₹ 60,000.</p> <p>(a) ₹ 40,000 will be treated as unsecured creditors (b) ₹ 50,000 will be treated as unsecured creditors (c) ₹ 40,000 will be treated as preferential creditors (d) ₹ 50,000 will be treated as preferential creditors</p>

50	Unsecured Creditors are paid in the following order – (a) Due to Employees, Due to Government, Other Creditors (b) Due to Government, Due to Employees, Other Creditors (c) All creditors pro-rata (proportionately) (d) Other Creditors, Due to Employees, Due to Government
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**FINANCIAL ACCOUNTING AND AUDITING - INTRODUCTION TO
MANAGEMENT ACCOUNTING**

- 1) Management accounting information is generally prepared for
 - a) Shareholder
 - b) Creditors
 - c) Managers
 - d) Government
- 2) Operational information is required by
 - a) Middle managers
 - b) Line Managers
 - c) Top managers
 - d) All workers
- 3) _____ is the adaptation and analysis of accounting information in such a way as to assist management
 - a) Financial Accounting
 - b) Management Accounting
 - c) Cost Accounting
 - d) Financial Management
- 4) Net sales less COGS = _____.
 - a) Net Income
 - b) Gross Profit
 - c) Operating Profit
 - d) Non-Operating Profit
- 5) Depreciation on Plant and machinery is shown under _____.
 - a) Admin expenses
 - b) Cost of goods sold
 - c) Selling expenses
 - d) Financial expenses
- 6) Gross Profit less Operating expenses =
 - a) Non-Operating Profit
 - b) Non-Operating Income
 - c) Operating profit
 - d) Earnings
- 7) Owner's Funds
 - a) Capital - Reserves and Surplus - P & L A/c Dr. Balance - Misc. Expenditure not written off

- b) Capital + Reserves and Surplus + P & L A/c Dr. Balance - Misc. Expenditure not written off
 - c) Capital + Reserves and Surplus - P & L A/c Dr. Balance - Misc. Expenditure not written off
 - d) Capital + Reserves and Surplus - P & L A/c Dr. Balance + Misc. Expenditure not written off
- 8) Which of the following is Non-Quick liability?
- a) Bills payable
 - b) Outstanding salary
 - c) Bank Overdraft
 - d) Creditors
- 9) In _____, year 1 is taken as the base year and the figures of all the years (year 2, year 3) are compared with those of the base year
- a) Cash Flow Statements
 - b) Common Size Statements
 - c) Trend Analysis
 - d) None of the above
- 10) What is shown by a comparative balance sheet?
- a) two years balance sheet figures only
 - b) only increase or decrease in figures
 - c) only percentage of increase or decrease
 - d) Two years balance sheet with increase or decrease in figures and percentage
- 11) In common-size income statement analysis the _____ is assumed to be hundred and at other figures are expressed as a percentage of _____
- a) sales, sales
 - b) sales, profit
 - c) sales, net profit
 - d) profit, sales
- 12) The term 'outsiders funds / owed funds' indicates
- a) all short-term debts
 - b) all long-term debts
 - c) both short and long-term debts
 - d) Only current liabilities
- 13) X Ltd., furnished the following information:
- | | |
|---------------------|---------------|
| Fixed assets | Rs. 30,00,000 |
| Current assets | Rs. 12,00,000 |
| Investments | Rs. 16,00,000 |
| Current liabilities | Rs. 8,00,000 |
| Secured loans | Rs. 4,00,000 |
- The total of 'Sources of funds' of X Ltd., is
- a) 50,00,000
 - b) 58,00,000
 - c) 42,00,000
 - d) 56,00,000
- 14) Y Ltd., furnished the following information:

Cash balance	Rs. 4,00,000
Stock	Rs. 1,20,000
Short term Investments	Rs. 16,00,000
Debtors	Rs. 8,00,000
Secured loans	Rs. 4,00,000

The total of 'Quick Assets' of Y Ltd., is _____

- a) 33,20,000
b) 29,20,000
c) 28,00,000
d) 30,20,000
- 15) Capital employed is always equal to _____
a) Total application of Fund
b) Long term investment
c) Shareholders fund
d) Net working capital
- 16) If Dividend received is ₹2,00,000, Interest received is ₹6,00,000, Commission received is ₹1,00,000, then total Non – operating income = _____
a) 9,00,000
b) 6,00,000
c) 8,00,000
d) 1,00,000
- 17) In a Common Size Balance sheet,
a) Capital employed of year 1 is taken as the base figure and the sales of all the years (year 2, year 3) are compared with that of the base year
b) Capital employed is taken as the base and treated as equal to 100
c) Capital employed figures of various firms in the same industry are compared
d) Net block is taken as base
- 18) If Share capital = ₹5,00,000, Reserves = ₹2,00,000, P & L (Cr.) Balance = ₹3,00,000, Discount on issue of shares (No yet written off) = ₹30,000, then Owners Fund = _____
a) ₹9,70,000
b) ₹10,30,000
c) ₹3,70,000
d) ₹4,30,000
- 19) Administrative Expense Ratio = _____
a. [Administrative Expense/ Total Operating Expense]
b. [Administrative Expenses/ Net Sales] x100
c. [Sales& Distribution Expenses/ Total Operating Expenses]
d. [Finance Expenses – Total Operating Expenses]
- 20) Stock Turnover Ratio = _____
a. [Opening stock / Closing stock Ratio]
b. [COGS/Average Stock]
c. [Sales/ Opening Stock]
d. [Opening stock – Closing Stock]
- 21) Return on Equity Capital = _____

- a. $[\text{Profit Before Interest \& Tax} / \text{Capital Employed}] \times 100$
 - b. $[\text{Gross Profit} / \text{Capital Employed}] \times 100$
 - c. $[\text{Profit Available to equity shareholders} / \text{equity shareholders fund}] \times 100$
 - d. $[\text{Retained Earning} / \text{Capital Employed}] \times 100$
- 22) While computing Proprietary Ratio, Total Assets are taken as equal to _____
- a. Capital Employed
 - b. Own Funds + Loans - Current Liabilities
 - c. Fixed Assets + Investments + Current Asset
 - d. Fixed Assets + Investments + Working Capital
- 23) When Current Ratio is 2:5, and the amount of current liabilities is Rs. 25,000, the amount of Current Assets is Rs. _____
- a. 10,000
 - b. 15,000
 - c. 30,000
 - d. 20,000
- 24) When net profit is Rs. 2,25,000, taxes Rs. 25,000 and net worth Rs. 10,00,000 The rate on shareholder's equity is _____%.
- a. 15
 - b. 35
 - c. 20
 - d. 42
- 25) Total Assets = Rs.15,00,0000
Current Liabilities = Rs. 6,00,000
Total Debts = Rs. 12,00,000
Calculate Debt – Equity Ratio
- a. 1:4
 - b. 2:1
 - c. 1:2
 - d. 4:3
- 26) Total Assets = Rs.15,00,0000
Current Liabilities = Rs. 6,00,000
Total Debts = Rs. 12,00,000
Calculate Debt – Equity Ratio
- a. 1:4
 - b. 2:1
 - c. 1:2
 - d. 4:3
- 27) A high Debtors Turnover Ratio indicates _____
- a. less chances of bad debts
 - b. more funds are blocked in debtors
 - c. Long collection period
 - d. Increase in credit sales
- 28) 2:1 is a standard ratio for _____
- a. Current Ratio
 - b. Liquid Ratio
 - c. Proprietary Ratio
 - d. Debt Service Coverage Ratio
- 29) Revenue Statement Ratios may study _____
- a. relationship between the profits and the investments of the concern
 - b. relationship between the revenue and the assets of the concern

- c. relationship between the profitability and the sales of the concern
- d. relationship between the profits and the assets of the concern
- 30) Shortage of working capital may result in _____
 - a. Poor credit standing
 - b. More cash discount
 - c. More trade discounts
 - d. More demand for the product
- 31) Which of the following cause an increase in operating cycle of a firm?
 - a. Increase in raw material storage period
 - b. Decrease in average collection period
 - c. Increase in average payment period
 - d. Decrease in conversion period
- 32) Creditors = No. of units X _____ X No. of months
 - a. Rate of wages
 - b. Rate of overheads
 - c. Selling price
 - d. Raw material rate

33) From the given information, answer Q.33. to Q.41.

Production: 30,000 units p.a.

Selling Price ₹10

Raw material 60% of selling price

Direct wages 1/6th of Raw material

Overheads Twice of Direct wages

Material in hand 2 months requirement

Production time 1 month

Finished goods in stores 3 months

Credit for material 2 Months

Credit allowed to customers

Average cash balance ₹40,000

Wages and overheads are paid in the beginning of the next month.

All the material is charged initial stage and wages and overheads accrue evenly

- Wage rate per unit = _____
 - a. ₹1
 - b. ₹6
 - c. ₹2
 - d. ₹9
- 34) Stock of raw material = _____
 - a. ₹15,000
 - b. ₹30,000
 - c. ₹60,000
 - d. ₹1,80,000
- 35) Stock of Work in progress = _____
 - a. ₹1,16,250
 - b. ₹30,000
 - c. ₹18,750
 - d. ₹75,000
- 36) Stock of finished goods = _____
 - a. ₹1,16,250
 - b. ₹30,000
 - c. ₹18,750

- d. ₹75,000
- 37) Total Debtors = _____
- ₹30,000
 - ₹75,000
 - ₹1,16,250
 - ₹2,500
- 38) Total Creditors = _____
- ₹30,000
 - ₹75,000
 - ₹1,16,250
 - ₹2,500
- 39) Total Current assets = _____
- ₹2,00,000
 - ₹2,31,250
 - ₹1,93,750
 - ₹2,30,000
- 40) Total Current liabilities = _____
- ₹30,000
 - ₹37,500
 - ₹40,000
 - ₹1,00,000
- 41) Net working capital = _____
- ₹2,00,000
 - ₹2,31,250
 - ₹1,93,750
 - ₹1,93,750
- 42) ABC Ltd. buys raw material from suppliers on six weeks credit which are delivered immediately. The raw materials are held in stock for four weeks, production process takes three weeks, finished goods are held in stock for two weeks. Customers are allowed eight weeks credit. The length of the Operating Cycle = _____
- 17 weeks
 - 11 weeks
 - 16 weeks
 - 23 weeks
- 43) Which of the below is not an advantage of Adequate working capital?
- Good credit rating
 - Shorter operating cycle
 - Losing business opportunities
 - High profitability
- 44) Acceptance of one proposal excludes the acceptance of another proposal is a _____.
- Diversification decision
 - Expansion decision
 - Mutually exclusive decision
 - Modernization decision
- 45) A sound capital expenditure decision will _____ of the company.
- decrease the profit
 - increase sales
 - increase overall growth

c. decrease sales

46) From the following information calculate Payback period:

Cash Outflow = ₹15,000

Yearly Cash flows =

Year	Cash Inflow (₹)
1	3,000
2	4,000
3	5,000
4	4,000
5	5,000

- a. 3.5 years
- b. 3.8 years
- c. 2.5 years
- d. 4.8 years

47) Profitability Index = _____.

- a. Total Cash Inflow Less Cost of Investment
- b. (Net cost of machine ÷ 2) + salvage value of machine + initial capital
- c. PV of cash Inflow less Cost of Investment
- d. PV of cash Inflow ÷ PV of cash Outflow

48) Capital Budgeting decision involves decision relating to _____.

- a. Financing day to day activities
- a. Acquisition of fixed assets
- b. Merger of assets
- c. Winding up company

49) The number of years taken by a project to recover the initial investment is called _____.

- a. Payback period
- a. Investment period
- b. Profit period
- c. Loss period

50) Average rate of return = $\frac{\text{Average profit after tax}}{\text{?}} \times 100$

- a. Future value
- b. Annual cash inflow
- c. Average capital invested
- d. Interest rate period

SYBCOM SEM III REGULAR EXAM	
SAMPLE QUESTION BANK	
COMMERCE – IIII	
(Management – Functions and Challenges)	
1	_____ was the first to define functions of management.
	a. Henry Fayol
	b. William Stanton

	c. Philip Kotler
	d. Frederick Taylor
2	According to _____ efforts of all employees should be directed towards common goal.
	a. Unity of command
	b. Unity of Direction
	c. Discipline
	d. Team spirit
3	Management adopts _____ approach in getting the work done from the subordinates
	a. Traditional
	b. Modern
	c. Professional
	d. General
4	_____ is to study problems that are concerned with the morality, reason, knowledge and so on.
	a. Philosophy
	b. Biology
	c. Geography
	d. Ecology
5	Employee's turn over take place when some employees _____ the organization
	a. Leave
	b. Join
	c. Suggest
	d. Complaints
6	_____ is to select the right person for the right job.
	a. Planning
	b. Controlling
	c. Staffing
	d. Monitoring
7	_____ involves not only instructing people what to do, but also ensuring that they know what is expected of them
	a. Controlling
	b. Planning
	c. Monitoring
	d. Directing
8	_____ skills help to deal with day to day operations
	a. Persuading
	b. Negotiating
	c. Technical
	d. Conceptual

9	Under differential piece rate system ,_____ wage rate for those workers' who fail to achieve the standard output.
	a. Low
	b. High
	c. Average
	d. Below average
10	Values and ethics shape the
	a. Corporate unity
	b. Corporate discipline
	c. Corporate culture
	d. Corporate differences
11	The _____ statement reflects the basic purpose and philosophy of the organization
	a. Objective
	b. Mission
	c. Policy
	d. Manual
12	The principle of equity refers to _____
	a. Social justice
	b. Disparity
	c. Similarities
	d. Equality
13	Ethics in _____ functional area, indicates to focus on proper product design, right pricing, ethical promotion and proper distribution.
	a. Production
	b. Marketing
	c. Finance
	d. Human Resource Management
14	_____ means deciding in advance what to do, how to do it, when to do it, and who is to do it.
	a. Directing
	b. Organising
	c. Controlling
	d. Planning
15	_____ analysis would reveal opportunities to be grabbed and threats to be faced by the organization.
	a. Internal Environment
	b. External Environment
	c. Natural Environment
	d. Social Environment
16	The steps in MBO process are _____
	a. Analysis of environment, collectively formulate objectives, collectively formulate plan, Implementation, follow-up of performance

	b. Analysis of environment, collectively formulate objectives, Implementation, collectively formulate plan, follow-up of performance
	c. Collectively formulate objectives, collectively formulate plan, Implementation, Analysis of environment, follow-up of performance
	d. Collectively formulate objectives, Implementation, Analysis of environment, collectively formulate plan, follow-up of performance
17	Which among the following is not an advantage of MBO?
	a. Aids in Planning
	b. Corporate Image
	c. Lacks Motivation
	d. Competitive Advantage
18	_____ enables managers to focus valuable time on more important activities such as strategic planning and control
	a. MIS
	b. MBO
	c. MBE
	d. MIA
19	In _____ feature of MIS, an organization can purchase a small version of a system and subsequently upgrade it as and when required
	a. Components
	b. Scalability
	c. Scope
	d. Accessibility
20	MIS is a _____ activity
	a. Time bound
	b. Continuous
	c. Limited
	d. restricted
21	_____ are the ends toward which actions are directed
	a. Objectives
	b. Strategies
	c. Programme
	d. Policies
22	_____ database presents data in the form of graphs and charts.
	a. Relational
	b. Hierarchical
	c. Graphical
	d. Normal
23	_____ is a single use plan.
	a. Budget
	b. Mission
	c. Objectives
	d. Strategies

24	A _____ is a statement of expected results expressed in numerical terms
	a. Planning
	b. Budget
	c. Scheduling
	d. Programmes
25	There is a need to adopt _____ approach in decision making
	a. Single
	b. Rational
	c. Integrated
	d. Factual
26	Linear programming is a _____ technique of decision making.
	a. Programmed
	b. Non programmed
	c. Coordinated
	d. Qualitative
27	_____ is a statistical technique which enables managers to make a choice of the best alternative
	a. Decision tree
	b. Probability theory
	c. Payoff matrix
	d. Network techniques
28	GDSS stands for _____.
	a. Group data support system
	b. Group decision support system
	c. Great data support system
	d. Growing data support system
29	_____ is the first step in the organising process
	a. Identifying activities to achieve goals
	b. Defining organisational goals
	c. Grouping of activities
	d. Arranging the resources
30	Small organisations, generally believe in _____ management philosophy
	a. Traditional
	b. Contemporary
	c. Complex
	d. Simple
31	In line and staff organisation structure, the staff are the _____.
	a. Decision makers
	b. Organizers
	c. Controllers
	d. Advisors

32	_____ organisation structure violates the principle of unity of command
	a. Line
	b. Line and staff
	c. Functional
	d. Matrix
33	Virtual organisation is generally _____ in nature
	a. Permanent
	b. Temporary
	c. Supportive
	d. Creative
34	_____ is the most common means of departmentation
	a. Departmentation by area
	b. Departmentation by customer
	c. Departmentation by functions
	d. Departmentation by process
35	Educational institutions, hospitals, hotels, production units, etc. use departmentation on the bases of _____
	a. Area
	b. Customer
	c. Task Force
	d. Time
36	Departmentation by _____ brings the benefits of specialisation
	a. Functions
	b. Customer
	c. Task Force
	d. Time
37	_____ organisation consists of a group of people who associate themselves spontaneously for mutual benefit.
	a. Line
	b. Line and staff
	c. Formal
	d. Informal
38	In _____ organization, there are more subordinates under one superior
	a. Tall
	b. Flat
	c. Medium
	d. Large
39	The final stage in the delegation process is _____
	a. Assigning duties
	b. Transfer of authority
	c. Creation of responsibility

	d. Acceptance/ Rejection of Delegation
40	_____ states that once the authority has been delegated to the subordinates there should not be unnecessary interference on party of the superior
	a. Principal of Functional Clarity
	b. Principle of Authority and Responsibility
	c. Principles of Exception
	d. Principle of Scalar Chain
41	The character and philosophy of _____ also influences whether authority is to be decentralized or not.
	a. top management
	b. lower management
	c. middle management
	d. employees
42	Motivating forces operating within the organization include
	a. employees' values
	b. employees' needs
	c. superior-subordinate relation
	d. value of society
43	_____ uses network analysis by identifying critical and non critical activities
	a. PERT
	b. Management Audit
	c. Budgetary control
	d. CPM
44	Break even point =
	a. fixed cost/selling price per unit – variable cost per unit
	b. Variable cost/fixed cost per unit – variable cost per unit
	c. Sales cost/variable cost per unit – fixed cost per unit
	d. fixed cost/selling price per unit – fixed cost per unit
45	In the case of _____ the sender of the message manipulates information in such a way that it appears more favourably to the receiver
	a. Filtering
	b. Slanting
	c. Rambling
	d. Unsolicited communication
46	_____ refers to interpersonal skill of a leader
	a. Human
	b. Conceptual
	c. Technical
	d. Administrative
47	In _____ leadership style, the leader is highly sensitive and gets quickly upset at failures

	a. paternalistic
	b. neurocratic
	c. laissez-faire
	d. autocratic
48	Which of these statements is false?
	a. good leadership helps in effective goal setting
	b. leadership does not help in attaining willing participation of employees
	c. leadership develops confidence and morale
	d. leadership encourages initiative and provides direction
49	_____ is a cross-cultural barrier.
	a. Colour
	b. Noise
	c. halo and horn effect
	d. Rambling
50	Which of these is a non-monetary factor influencing motivation?
	a. Job Title
	b. Salaries
	c. Wages
	d. Incentives

Business Economics III

1. Macroeconomics is the study of _____
 - a. Individual Households
 - b. Total Income earned by an economy
 - c. Average Income earned by an economy
 - d. Totals and average income earned by the economy

2. Which of the following is not a part of GNP calculations?
 - a. Private Consumption
 - b. Exports of goods and services
 - c. Depreciation
 - d. Income earned from abroad

3. Which of the following is not an injection into the circular flow of national income?
 - a. Government expenditure
 - b. Government salaries paid to civil servants

- c. Government taxation
 - d. The purchase of a domestically produced goods by a foreign company
4. Which one of the following is an injection into the circular flow of income?
- a. Personal income tax
 - b. Government purchases of factor services
 - c. Imports
 - d. Business tax
5. Which out of the following is included in National Income estimation?
- a. Old-age pension
 - b. Scholarship
 - c. Unemployment Fund
 - d. Subsidized Lunch at Office
6. Unilateral transfers are not _____.
- a. unrequited transfers
 - b. one-way transfers
 - c. include gifts
 - d. Salary payments
7. A deficit in India's Balance of Trade in recent times is not due to _____.
- a. The rise in the price of crude oil
 - b. increase in imports
 - c. reduction in exports
 - d. Reduction in imports
8. According to the cash balance equation of quantity theory of money _____.
- a. $MP = kdY$
 - b. $Md = kPY$
 - c. $Mk = dPY$
 - d. $MD = dpk$

9. Inflation is found :
- All over the world
 - Only in developed countries
 - Only in less developed countries
 - Only limited country
10. People with high incomes have a:
- Low APC
 - High APC
 - High MPC
 - Low MPS
11. What happens to the consumption function if overall spending decreases?
- shifts upwards
 - shifts downwards
 - becomes steeper
 - becomes flatter
12. In the Keynesian consumption function, $C = a + b Y_d$, what does 'a' represent?
- Marginal Propensity to Consume
 - Autonomous consumption
 - Disposable income
 - Marginal Propensity to Save
13. Which of the following is part of the fiscal policy of the govt.?
- sale of securities
 - government spending & taxation
 - credit rationing
 - open market operation
14. In Irving Fisher's quantity theory of money, velocity was determined by
- interest rates

- b. real GDP
 - c. the institutions in an economy that affect individuals' transactions.
 - d. the price level
15. Keynes argued that the transactions component of the demand for money was primarily determined by the level of people's _____, which he believed were proportional to _____.
- a. transactions; income
 - b. transactions; age
 - c. incomes; wealth
 - d. incomes; age
16. Which one of the following is not the function of Money.
- a. Medium of exchange
 - b. Store of value
 - c. Allocation of Resources
 - d. Money as a Unit of Measurement
17. Keynes argued that when interest rates were low relative to some normal value, people would expect bond prices to _____ so the quantity of money demanded would _____.
- a. increase; increase
 - b. increase; decrease
 - c. decrease; increase
 - d. decrease; decrease
18. Suppose a central bank is concerned about inflation and wishes to raise interest rates. Which of the following instruments would it be inappropriate to use?
- a. Interest rate control
 - b. Open market operations
 - c. Quantitative easing
 - d. Reserve ratio controls
19. If a country's policymakers were to continuously use expansionary monetary policy

in an attempt to hold unemployment below the natural rate the long-run result would be ?

- a. an increase in the level of output
- b. a decrease in the unemployment rate
- c. an increase in the rate of inflation
- d. A decrease in the rate of inflation

20. Which of the following statements does not apply to supply-side policies?

- a. They seek to improve the institutional framework of the economy to improve its productive capacity
- b. They aim to improve the efficiency of the factors of production to increase potential growth
- c. They shift the long-run aggregate supply (LRAS) curve to the right
- d. They can result in demand-pull inflation

21. Friedman's assumption that money and goods are substitutes indicates that _____

- a. changes in the money supply have only indirect effects on aggregate spending.
- b. changes in the money supply may have a direct effect on aggregate spending.
- c. interest rates have no effect on money demand, implying the velocity is constant.
- d. interest rates have an effect on money demand, implying the velocity is constant.

22. Stagflation means:

- a. Inflation with stagnation
- b. Recession with stagnation
- c. Inflation galloping like stage
- d. Inflation & increasing output

23. In the liquidity trap, the money demand curve

- a. is horizontal
- b. is vertical
- c. is negatively sloped

- a. is positively sloped
24. According to Keynes, as income increases, both MPC and APC -----
- a. Rise
 - b. Fall
 - c. Remain constant
 - d. Zero
25. MEC refers to what type of return from an investment -----
- a. Expected rate of profit
 - b. Actual profit
 - c. Expected rate of interest
 - d. Actual savings
26. The theory of employment multiplier was developed by
- a. J.M. Keynes
 - b. R.F. Khan
 - c. Marshal
 - d. Robinson
27. The quantity of money supply is determined by
- a. Demand and supply of money
 - b. Capital market
 - c. Money market
 - d. Monetary authority
28. When LP curve shifts downward with no change in MS curve
- a. Rate of interest will fall
 - b. Rate of interest will rise
 - c. Rate of interest will remain constant
 - d. Rate of interest will become zero
29. Which of the following topics is NOT a primary concern of macroeconomists?

- a. fluctuations in the level of economic activity
 - b. differences in standards of living across countries
 - c. relative wages of skilled and unskilled workers
 - d. unemployment
30. Which of the following questions is of most interest for MACROECONOMIST?
- a. Why is there inflation?
 - b. Why does the steel industry want tariffs?
 - c. What is the appropriate stance of antitrust policy?
 - d. Why do foreigners immigrate to the United states?
31. Which one of the following is not the characteristic of business cycle?
- a. They are recurrent
 - b. They are not at regular intervals
 - c. They have uniform causes
 - d. They don't have uniform causes
32. Which of the following statements is inconsistent with Say's Law?
- a. The economy has flexible wages and prices.
 - b. The economy's level of investment solely depends on the level of income.
 - c. The economy will produce at full employment level of output.
 - d. The economy has an environment of "laissez faire"
33. If GNP for Vatican City, the smallest country in the world is 200 million euros in 2001 and its population is 890, GNP per capita is _____.
- a. $2000 - 890$
 - b. $200 / 890$
 - c. $200,000,000 / 890$
 - d. 200
34. Net National Product at Factor Cost (NNPFC) is also known as _____.
- a. Net Factor Income from Abroad

- b. National Income
- c. National cost
- d. Net Indirect Tax

35. Keynes consumption function helps to invalidate :

- a. Keynes theory
- b. Fisher's equation
- c. Say's law
- d. Employment theory

36. MEC curve _____

- a. Slopes upwards
- b. Slopes downwards
- c. Remains constant
- d. Does not change

37. The value of multiplier is inversely related to

- a. MPC
- b. MPS
- c. APC
- d. APS

38. In what way is multiplier related to MPS?

- a. Directly related
- b. Reciprocal of
- c. Not related to
- d. Equal to

39. At the point where the IS curve and LM curve intersect, which of the following markets are in equilibrium?

- a. Goods market and capital market.
- b. Money market and goods market

- c. Money market and foreign exchange market
- d. capital market and foreign exchange market

40. In which of the following cases is the LM curve horizontal?

- a. classical case
- b. Crowding out
- c. Liquidity trap
- d. capital good

41. Phillips curve brings out trade-off between?

- a. Wages and employment.
- b. inflation and unemployment
- c. Inflation and value of money
- d. ladder curve

42. During inflation, RBI Bank rate and CRR?

- a) Increases
- b) Reduces
- c) Does not change
- d) Infinity

43. Cost push inflation is also known as?

- a) wage push inflation
- b) spiral inflation
- c) supply side inflation
- d) debtors

44. Inflation targeting helps to control?

- a) Economic growth

- b) Rate of inflation
- c) Both(a) and (b)
- d) Indexation

45. Cambridge 'k' represents?

- a) velocity of circulation of money
- b) Money supply
- c) Average price
- d) A proportion of real income held as cash balances

46. Demand for transaction and precautionary motive is

- a. Elastic
- b. Unit elastic
- c. Interest Inelastic
- d. Perfectly elastic

47. Traditional measure of money supply includes:

- a. Demand deposits and time deposits
- b. Currency and time deposits
- c. Currency and demand deposits
- d. Money with RBI

48. High powered money includes _____.

- a. Money with public and central bank in
- b. Currency with public, cash reserves of banks and other deposits with central bank
- c. Deposits with commercial banks and money with government
- d. Money with the public

49. The term 'supply of money' is _____.

- a. Stock Concept '
- b. Stock of money

- c. Flow and stock concepts
- d. Stable concepts

50. The goals of monetary policy do NOT include the promotion of _____

- a. Maximum employment
- b. Low Taxes
- c. Stable Prices
- d. Moderate long-term interest rates

ADVERTISING

Sr.No	Questions
1	The _____ that is selected to communicate the product/service to clientele forms the promotional mix. A. marketing. B. product. C. promotional budgets D. promotional methods.
2	Modern marketing calls for more than developing a good product, pricing it attractively, and making it accessible. Companies must also _____ with present and potential stakeholders, and the general public. A. attract. B. reach. C. advertise D. communicate
3	_____ communication is an initiative taken by organizations to make their products and services popular among the end-users A. Brand B. Marketing C. Social D. Price
4	_____ can also be promoted through discount coupons, loyalty clubs, membership coupons, incentives, lucrative schemes, attractive packages for loyal customers, specially designed deals and so on. A. Brand B. Marketing C. Social D. Price
5	_____ takes place when marketer or sales representative sells products or services to clients. A. Advertising

	<p>B. Personal Selling C. Publicity D. Integrated marketing communication</p>
6	<p>Integrated marketing communication goes a long way in creating brand awareness among customers at a _____ cost</p> <p>A. Minimum B. Maximum C. Moderate D. Equal</p>
7	<p>People influencing each other during conversations is referred to as_____.</p> <p>A. Opinion making. B. Publicity. C. Personal selling. D. Word of mouth.</p>
8	<p>_____ is used heavily when introducing a new product category.</p> <p>a) Persuasive advertising b) Inferential advertising c) Reminder advertising d) Informative advertising</p>
9	<p>Which of the following is NOT a problem with television advertising?</p> <p>A. Escalating Advertising Costs B. Erosion Of Television Viewing Audiences C. Substantial Audience Fractionalization D. Inability To Achieve Impact</p>
10	<p>The motive to which an ad is directed, designed to stir a person toward goal the advertiser has set is known as</p> <p>A. appeal B. need C. demand. D. desire</p>
11	<p>Advertising is affected by _____ forces</p> <p>A. Economic. B. Social. C. Technological. D. Economic, Social ,Technological</p>
12	<p>A personal ad is an item or notice conventionally in the _____, similar to a classified ad but personal in life.</p> <p>A. Defamation. B. Newspaper. C. Media bias. D. News media</p>
13	<p>_____ are large structures located in public places which display advertisements to passing pedestrians and motorists.</p> <p>A. posters B. billboards C. display</p>

	D. classified
14	Generally, ad agencies get commission from media of _____ percent. A. 10 B. 15 C. 20 D. 30
15	_____ agency provides services on a piece meal basis. A. In house B. Mega C. Modular D. Tax
16	_____ agency if informed after a merger of two large agencies. A. Specialist B. In house C. Mega D. Sponsors
17	_____ relationship are beneficial to both the parties, to get the work done on time. A. Better Relation B. Cordial Relation C. Value Additions D. Good Communication
18	The main functions of the art department is to _____ for the print ads. In case of TV ads, the art department may assist in the filming the ads. A. Design the layout B. Design the outlet C. Preparation of ads D. Creative input
19	Media planning is responsible for planning and selection of the right _____ A. Media B. Media- Mix C. Promotion D. Promotion- Mix
20	_____ agency find it very difficult to survive in the market in the presence of full service agencies. A. Full service Agency B. Modular Agency C. Creative Boutique D. Specialist Agency
21	Due to the _____ - explosion new types of agencies are undertaking reputation management, this type of agency is especially important if a company needs online damage A. Social Networking B. Customer relation C. Media Relation D. B2B
22	_____ agency provides all advertising services under one roof.

	<ul style="list-style-type: none"> A. Creative boutique B. Full-service C. In-house D. Interactive
23	<p>_____ refers to creation of moving pictures and images.</p> <ul style="list-style-type: none"> A. Animation B. Graphics C. Dubbing D. Jingle
24	<p>The _____ gets credit for providing timely information of the agency about the objectives, the product and other related information.</p> <ul style="list-style-type: none"> A. Ad agency B. Media C. Client D. Target Audience
25	<p>Agencies get business by _____.</p> <ul style="list-style-type: none"> A. Advertising B. Soliciation C. Community relation D. Presentation
26	<p>Listening skills are a part of _____.</p> <ul style="list-style-type: none"> A. Conceptual skills B. Human skills C. Communication skills D. Problem solving skills
27	<p>Candidates with good communication skills can be _____.</p> <ul style="list-style-type: none"> A. Artists B. Visualizers C. Media planners D. Copywriters
28	<p>_____ is a combination of tangible and intangible aspects of a society</p> <ul style="list-style-type: none"> A. Culture B. Advertising C. Ethics D. Principle
29	<p>Advertising has _____ effects on the society.</p> <ul style="list-style-type: none"> A. Positive and Negative B. Only Positive C. Only Negative D. Neutral
30	<p>Generic advertising is also known as _____ advertising.</p> <ul style="list-style-type: none"> A. primary B. selective C. comparative D. d. monopolistic
31	<p>Advertising is an element of _____.</p>

	<ul style="list-style-type: none"> A. Production cost B. Distribution cost C. Indirect cost D. d. Marketing cost
32	<p>Advertising makes the product more _____ by the consumers.</p> <ul style="list-style-type: none"> A. hated B. avoided C. desirable D. doubtable
33	<p>The economic impact of advertising is _____</p> <ul style="list-style-type: none"> A. decreased demand B. economies of scale C. losses D. raw material shortfall
34	<p>Effect on _____ increases the pay rolls of people working in advertising field.</p> <ul style="list-style-type: none"> A. business cycle B. consumer demand C. prices D. competition
35	<p>Advertising may _____ product life cycle.</p> <ul style="list-style-type: none"> A. reduce B. extend C. decrease D. have no effect
36	<p>Advertising has _____ effect on production costs.</p> <ul style="list-style-type: none"> A. positive effect B. negative effect C. direct effect D. indirect effect
37	<p>Advertising has _____ effect on distribution costs.</p> <ul style="list-style-type: none"> A. positive effect B. negative effect C. direct effect D. indirect effect
38	<p>_____ find it difficult to compete with the huge advertising budgets of large firms.</p> <ul style="list-style-type: none"> A. newcomers B. Non-Statutory C. Government D. Co-operative
39	<p>_____ is the fastest growing media for advertising.</p> <ul style="list-style-type: none"> A. Television B. Radio C. Internet

	D. Press
40	The highest advertising spend is on _____. A. Television B. Radio C. Internet D. Press
41	_____ is the recipient of advertising message. A. Advertiser B. Target audience C. Company D. Media
42	_____ advertising focuses on the achievements of the organisation. A. Product B. Institutional C. Political D. Advocacy
43	_____ is the encoder of ad messages. A. Advertiser B. Target audience C. Company D. Media
44	Brand _____ is the incremental value of a business above the value of the physical assets. A. Brand image B. Brand personality C. Brand equity D. Brand loyalty
45	The alphabet D in AIDA process stands for _____. A. Direction B. Degree C. Desire D. Difference
46	The alphabet AI in AIDA process stands for _____. A. Attendance B. Attention C. Audience D. Agencies
47	_____ is the India's Top Ad agencies. A. Lowe Lintas B. McCann world Group C. J. Walter Thompson. D. O&M
48	_____ concept links brand to finance. A. Brand Image B. Brand Extension C. Brand Name

	D Brand Equity
49	Brand ____ refers to customer's ability to recall and recognize the brand under different condition. A. Personality B. Fatigue C. Loyalty D. Awareness
50	____ concept links brand to finance. A. Brand Image B. Brand Extension C. Brand Name D Brand Equity

SUBJECT- FOUNDATION COURSE-3

1. **There are at least ____ vulnerable group of the society.**
 - a. 12
 - b. 15
 - c. 18
 - d. 20

2. **Behaviour involving physical force is called ____.**
 - a. Neglect
 - b. Discrimination
 - c. Violence
 - d. Exploitation

3. **Lack of care and attention toward weaker section of the society ____.**
 - a. Discrimination
 - b. Neglect
 - c. Violence
 - d. Exploitation

4. **As per census 2011, SC's comprise about _____ of India's population.**
 - a. 15.1%
 - b. 18.9%
 - c. 6.6%
 - d. 16.6%

5. **Article 15 stated under schedule caste is _____**
 - a. Social safeguard
 - b. Service safeguard

- c. Education safeguard
- d. Economic safeguard

6. Article _____ of constitutional provision directs the state to protect the educational interest of the weaker section of the society.

- a. 35
- b. 46
- c. 49
- d. 39

7. Article _____ for equality before law.

- a. 16
- b. 18
- c. 14
- d. 12

8. Constitution states that cannot discriminate against anyone in matter of public employment is stated under _____

- a. Article 14
- b. Article 16
- c. Article 24
- d. Article 26

9. Article 32 every _____ person can move the supreme court of India to enforce his fundamental rights and the right to move the supreme court.

- a. Disable
- b. Elder
- c. SC
- d. ST

10. Government educational institution and other educational institutes receiving grant from government shall reserve at least _____ percent seat for PWD.

- a. 5
- b. 3
- c. 9
- d. 1/5

11. Every child with disability shall have the right to free education till the age of _____ years in integrated school or special school.

- a. 14
- b. 15
- c. 19
- d. 18

12. People with disabilities can also be victims of sexual abuse, particularly if they have _____ disabilities.

- a. Intellectual
- b. Locomotor
- c. Autism
- d. Cerebral palsy

13. Disaster Management includes _____.

- a. Mitigation
- b. Reconstruction
- c. Rehabilitation
- d. Mitigation, Reconstruction and Rehabilitation

14. Tsunami's can occur only during _____.

- a. Evening
- b. Afternoon
- c. Any time of the day or night
- d. Morning

15. Generally the number on Richter Scale ranges between _____.

- a. 0 and 6
- b. 0 and 9
- c. 1 to 5
- d. 1 to 12

16. The Disaster Management Act was made in _____.

- a. 2006
- b. 2003
- c. 2005
- d. 2009

17. The Richter scale expresses an earthquake _____.

- a. Magnitude
- b. Location
- c. Duration
- d. Depth

18. The point of the earth's surface directly above the point where an earthquake occurs is called _____.

- a. Focus
- b. Epicentre
- c. Fracture
- d. Faull

19. Which of the following is a man-made disaster

- a. Terrorism
- b. Major fire
- c. Pollution

d. Terrorism, Major fire and Pollution

20. Vulnerability analysis comes in which part of the Disaster Management Cycle?

- a. Mitigation
- b. Preparedness
- c. Response
- d. Recovery

21. Floods can be prevented by _____.

- a. Afforestation
- b. Cutting the forest
- c. Tilling the land
- d. Removing the top soil

22. The Bhopal Gas disaster occurred in _____.

- a. 1986
- b. 2003
- c. 1984
- d. 2009

23. Which of the following groups of people are more vulnerable in the event of disaster?

- a. Men, boys, old people
- b. Men, women, boys
- c. Women, children, old people
- d. Women and Children

24. The idea of an alphabet (one symbol stands only for one sound) was first used in _____ about 4000 years ago.

- a. Egypt
- b. Roman
- c. India
- d. China

25. Writing was first developed in _____ about 5000 years ago.

- a. Spain
- b. Egypt
- c. India
- d. Sumer

26. Paper was invented in _____ early in the second century A.D

- a. China
- b. Germany
- c. Roman

d. Spain

27. Classical Antiquity is also referred as _____ which states long period of cultural history focusing Mediterranean Sea.

- a. Classical history
- b. Classical era
- c. Classical beauty
- d. Classical Mediterranean

28. The interlocking civilizations of ancient Greece and Rome, collectively known as _____ world.

- a. Roman civilization
- b. Greek civilization
- c. Greco-Roman
- d. Ancient Egypt civilization

29. _____ is regarded as the 'father of science' was the first to postulate non-supernatural phenomena.

- a. Thales
- b. Pythagoras
- c. Leucippus
- d. Plato

30. _____ was the first to postulate that the 'Earth is a Spherical in shape'.

- a. Thales
- b. Pythagoras
- c. Leucippus
- d. Plato

31. During the _____, there was population decline, deurbanisation, global decline and decline in agricultural productivity.

- a. The dark ages
- b. The bright ages
- c. The classical ages
- d. The central ages

32. _____ was the first scientist who developed the Law of Falling Bodies.

- a. Galileo Galilei
- b. William Harvey
- c. Nicolas Copernicus
- d. Francis Bacon

33. _____ is the systematic body of knowledge which is developed through reasoning, observation and experimentation of ideas and facts.

- a. Science
- b. Arts

- c. Commerce
- d. Engineering

34. _____ is the product of observation and inference.

- a. Scientific Knowledge
- b. Predictions
- c. Research
- d. Assumptions

35. _____ in the philosophy of science emphasizes on evidence.

- a. Scientific temper
- b. Philosophical knowledge
- c. Sociology
- d. Empiricism

36. _____ means active listening and empathizing with the speaker.

- a. Empathetic Listening
- b. Evaluative Listening
- c. Reflective Listening
- d. Active Listening

37. _____ signifies a negative meaning such as danger. It also signifies positive meaning such as warmth, and youth.

- a. Red
- b. Pink
- c. Blue
- d. Yellow

38. _____ refers to the way people stand or sit.

- a. Posture
- b. Gestures
- c. Eye Behavior
- d. Voice

39. _____ refer to utterances like “oh, ah, ok, I mean, you know, all right, etc.

- a. Non-fluencies
- b. Volume Variation
- c. Pause
- d. Pitch Variation

40. _____ is any factor that confuses, disturbs, diminishes or interferes with communication.

- a. Noise
- b. Jargon
- c. Halo
- d. Horn

41. _____ refers to ideas, customs, skills, arts, rituals, ceremonies, etc. of a people or a group that are transferred or passed along from one generation to another.

- a. Culture
- b. Self-awareness
- c. Formal Communication
- d. Public Speaking

42. _____ is a process of understanding one's personality traits, value systems, beliefs, natural inclinations, and tendencies.

- a. Self-awareness
- b. Culture
- c. Public Speaking
- d. Para language

43. Keith Davis classified informal communication into _____ types.

- a. Four
- b. Three
- c. Two
- d. Five

44. In _____ the information passes from one person to another person and then to another person and so on.

- a. Single Strand Chain
- b. Gossip Chain
- c. Probability Chain
- d. Cluster Chain

45. _____ type of leadership style is more followed in government departments.

- a. Bureaucratic Style
- b. Autocratic Style
- c. Consultative Style
- d. Participative Style

46. _____ is a process of developing effective teams.

- a. Team Building
- b. Self-awareness
- c. Listening
- d. Self-Confidence

47. _____ is a conscious, positive act required will power.

- a. Listening
- b. Process
- c. Communication

d. Team work

48. Forest _____ act 1980 was enacted to help conserve country's forest.

- a) Reservation
- b) Upgradation
- c) Conservation
- d) Reservation

49. Tribals face the problem of poor health and _____.

- a) Malnutrition
- b) Discrimination
- c) Violations
- d) Exploitation

50. _____ is a face to face communication between the candidate and the interviewer.

- a. Interview
- b. Greetings
- c. Eye Contact
- d. Facial Expression

BUSINESS LAW-I

- 1 Indian Contract does NOT include-
 - a. Oral agreements
 - b. Written agreements
 - c. Illegal activities
 - d. Executory Agreement

2. Contract does NOT cover-
 - a. Partnership Agreement
 - b. Insurance contract
 - c. Negotiable Instruments
 - d. Agreement related to sale of morphine

3. Out of the following which has a wide concept?
 - a. Contract
 - b. Agreement
 - c. Acceptance
 - d. Offer

4. Promise is defined under section _____.
 - a. 2(a)
 - b. 2(b)
 - c. 2(c)

- e. 2(d)
5. Essential elements of the contracts are defined under Section _____.
 - a. 6
 - b. 10
 - c. 15
 - d. 16
 6. Agreement + enforceable by law =
 - a. offer
 - b. acceptance
 - c. contract
 - d. agreement
 7. contract creates
 - a. Promise
 - b. Social obligation
 - c. Legal obligation
 - d. agreement
 8. Out of the following which statement is correct?
 - a. Agreement is unenforceable by law
 - b. Contract include illegal activities
 - c. Contract does not decide rights and duties of the parties
 - d. All Agreements are not Contracts
 9. Which is NOT essential of Consideration?
 - a. Something in Return
 - b. It must be real
 - c. It must not be illusory
 - d. Gift
 10. Consensus ad idem means-
 - a. Something in return
 - b. Meeting of the minds
 - c. Consent of all the parties
 - d. Minor Contract
 11. Minor's Contract is
 - a. Valid
 - b. Void
 - c. Enforceable
 - d. Legal
 12. Coercion does not include-
 - a. To commit crime

- b. Threat to commit crime
 - c. Threat to commit suicide
 - d. Misrepresentation
13. Which is NOT one of the essentials of Fraud?
- a. False representation of the fact
 - b. Intention of wrongful act
 - c. Intention to take some advantage
 - d. Unintentional Loss
14. Out of the following who cannot perform a contract?
- a. Solvent
 - b. Married Woman
 - c. Disqualified by law
 - d. Major Age
15. A contract by Retarded is
- a. Voidable
 - b. Void
 - c. Legal
 - d. Valid
16. Which offer is the rejection of the original offer?
- a. Cross
 - b. Standing
 - c. Counter
 - d. Invitation to offer
17. Mr. HK wants to start a business in Gujarat. He decided few options. Kindly advice which business he cannot start legally.
- a. Dealing in drugs
 - b. Food stall
 - c. Education
 - d. Hotel
18. Out of the following which agreement is NOT treated as against public policy?
- a. Marriage Brokerage
 - b. Restraint of business
 - c. Parental Rights
 - d. Safety guidelines
19. Which offer is given to only a particular person?
- a. Specific
 - b. Standing
 - c. General
 - d. Invitation to offer

20. Valid consideration is Not in form of-
- Goods
 - Services
 - Money
 - Drugs
21. Consideration in a contract
- Only future
 - Only past
 - Only present
 - May be past, present or future
22. When contract depends upon condition then it is known as _____.
- Privity of Contract
 - Contingent Contract
 - E Contract
 - Quasi Contract
23. Out of the following which contract is helping in nature?
- Privity of Contract
 - Contingent Contract
 - E Contract
 - Quasi Contract
24. A Quasi Contract?
- Is a written contract
 - Is an agreement
 - Is Invalid
 - creates only legal obligation
25. What is breach of contract?
- To break contract
 - To compromise in contract
 - To make new contract
 - To change terms and conditions
26. What type of negotiable instrument is a currency note?
- Money is Not a Negotiable Instrument
 - Promissory note
 - Bank note
 - Cheque

27. An order in writing directing a person to pay a sum of money to a specified person is called _____

- a. Indemnity
- b. Bill of Exchange
- c. Promissory note
- d. Agreement to sell

28. A bill of exchange drawn on a specified banker, and not expressed to be payable otherwise than on demand is called _____

- a. Cheque
- b. promissory note
- c. Currency note
- d. Sale agreement

29. How many types of cheques are there as per the Negotiable Instruments Act?

- a. 4
- b. 3
- c. 2
- d. 1

30. A promissory note, bill of exchange or cheque payable either to order or to bearer is called –a. Sale

- b. Agreement to sale
- c. Contract of Indemnity
- d. Negotiable Instrument

31. How many total sections are there in the Negotiable Instruments Act?

- a. Section 06
- b. Section 138
- c. Section 147
- d. Section 100

32. Which section of Negotiable Instruments Act deals with Promissory Note?

- a. Section 4
- b. Section 7
- c. Section 10
- d. Section 13

33. In which section bill of exchange is dealt with in Negotiable Instruments Act?

- a. Section 4
- b. Section 5
- c. Section 6
- d. Section 7

34. What does Section 6 deals within the Negotiable Instruments Act?

- a. Cheque
- b. Promissory note
- c. Bills of exchange
- d. Negotiable Instrument

35. Which of the followings are not the Negotiable Instruments as defined by the Statute

- a. Banker's Note
- b. Promissory Note
- c. Bill of Exchange
- d. Cheques

36. Which of the following is/are true about the Negotiable Instruments Act, the Promissory Note is ...

- a. Definition of Promissory Note is given in section 8 of the Negotiable Instrument Act
- b. Containing a conditional order
- c. To pay a certain sum of money only to a specific person or the bearer
- d. bound to accept the promissory note

37. The dishonour of cheque is punishable if it is not dishonoured due to _____

- a. Insufficient Balance in drawers account
- b. Account closed by drawer
- c. Stop payment by drawer
- d. Hold by bank

38. The case for dishonour of cheque is to be filled in the court of _____.

- a. Judicial Magistrate First Class
- b. Metropolitan Magistrate
- c. Judicial Magistrate First Class and Metropolitan Magistrate
- d. none of them

39. Offences committed under the Negotiable Instruments Act can be—

- a) Compoundable
- b) Non- compoundable
- c) Non- compoundable and non-bailable
- d) Bailable

40. While drawing a bill of exchange, a person whose name is given in addition to the drawee who can be resorted in case of need, is called

- (a) Acceptor
- (b) Acceptor for honour
- (c) Drawee in case of need
- (d) Drawer

41. Days of grace provided to the Instruments at maturity is (as per the provisions of the Negotiable Instruments Act, 1881)

- (a) 1 day
- (b) 2 days
- (c) 3 days
- (d) 5 days

42. Under section 118 of the Negotiable Instruments Act, 1881, it is presumed, until the contrary is proved, that every transfer of a negotiable instrument was made

- (a) After its maturity
- (b) before its maturity
- (c) At its maturity
- (d) none of the above.

43. Which of the following is not a justified ground of dishonouring of cheque by banker?

- (a) The cheque is post-dated and presented before the ostensible date
- (b) The banker had sufficient funds, but the funds are not properly applicable towards the payment of the cheque
- (c) If the cheque is altered in parts
- (d) If the cheque is duly presented.

44. When the acceptor of an instrument is also a drawer, notice of dishonour is
- (a) Necessary
 - (b) Not necessary
 - (c) Not always necessary but under certain circumstances mentioned in section 98A of the Act, it is a must
 - (d) None of the above.
45. Under section 97, of the Negotiable Instruments Act when the party to whom notice of dishonour is dispatched is dead, but the party despatching the notice is ignorant of his death, the notice is
- (a) Sufficient
 - (b) Not sufficient
 - (c) Null and void and has no effect
 - (d) None of the above
46. As per section 147 of the Negotiable Instruments Act, 1881, every offence punishable under the Act are
- (a) Compoundable
 - (b) Non-compoundable
 - (c) Cognizable
 - (d) No offence
47. Dishonour by non-acceptance takes place
- (a) drawee is not found
 - (b) drawee is incompetent
 - (c) Drawee is insolvent
 - (d) Drawer is not found.
48. The presumption as to the date of a negotiable instrument under section 118 is that, every negotiable instrument bearing a date was made or drawn
- (a) Prior to that date
 - (b) on such date
 - (c) May be on or prior to that date
 - (d) Compoundable
49. When a cheque has become invalid because of the expiry of the stipulated period, can it be re-validated by the drawer by alteration of dates?
- (a) Yes, the drawer can re-validate the cheque by alteration of dates
 - (b) No, the drawer cannot re-validate it by so alteration of dates
 - (c) Although the drawer cannot revalidate the cheque, but the drawee can at his discretion revalidate it
 - (d) Actionable claim
50. Cognizance of an offence under section 138 can be taken by a court only on a/an
- (a) Police report
 - (b) complaint
 - (c) Application to the District Judge
 - (d) The holder in due course of the cheque

BUNTS SANGHA'S
S.M. SHETTY COLLEGE OF SCIENCE, COMMERCE AND MANAGEMENT
STUDIES
BACHELORS OF COMMERCE

SYBCOM SEM IV SAMPLE QUESTIONS

ONLINE REGULAR & ATKT EXMINATIONS IN APRIL -2021

SYBCOM SEMESTER IV – ACCOUNTANCY AND FINANCIAL MANAGEMENT IV

Q. No.	MCQ's with 4 option
1	_____ is the process by which an underwriter attempts to determine the price at which an initial public offering (IPO) will be offered. The process of price discovery involves generating and recording investor demand for shares before arriving at an issue price.
	a) Appointment of Lead Manager
	b) Book Building
	c) Registration of a company
	d) Filing with the ROC
2	If some amount, called in respect of a share, is not paid before or on the specific date fixed for payment, such amount which is not paid, is called _____
	a) Equity shares
	b) Debentures
	c) Preference shares
	d) Call in Arrears
3	Shares cannot be issued at _____ price
	a) Premium
	b) RBI Price
	c) Par
	d) Discount
4	Debentures cannot be issued in the following ways _____
	a) Issue for Consideration other than Cash
	b) Issue for Cash
	c) Issue as gift
	d) Issue as Collateral security
5	_____ shares which are issued after the original issue of shares but having an inherent right of the existing shareholders to subscribe to these shares in proportion to their holding.
	a) Right shares
	b) Bonus shares
	c) Differential shares
	d) Sweat shares

6	Debenture holders are the _____ of a company
	a) Creditors
	b) Directors
	c) Owners
	d) Employees
7	Debentures issued at a price more than its face value are termed as issued at _____ price
	a) Par
	b) Discount
	c) Stable
	d) Premium
8	Which of these profits are considered as non-divisible profits for the purpose of redemption of preference shares?
	a) Capital Reserve
	b) General Reserve
	c) Dividend Equalisation Reserve
	d) Profit/Loss a/c Balance
9	Erchin Ltd. Issued Rs 40,000 worth of Equity shares at a discount of 10% for the purpose of redemption of Preference shares of face value Rs. 1,50,000. What is the amount that should be transferred to Capital redemption reserve?
	a) Rs. 1,10,000
	b) Rs. 1,14,000
	c) Rs. 1,90,000
	d) Rs. 50,000
10	Delphi Ltd. Has 10,000 9% Preference share of Rs. 10 each. The company had forfeited 500 shares for non-payment of final call. Remaining shares were redeemed at par. What is the amount payable to the Preference shareholders on redemption of shares?
	a) Rs. 95,000
	b) Rs. 1,05,000
	c) Rs. 1,09,000
	d) Rs. 1,00,000
11	Shallow Ltd. issued 50,000 8% debentures of Rs. 10/- each at par, which are redeemable after 5 years at a premium of 20%. The amount of loss on redemption of debentures to be written off every year is _____
	a) Rs. 50,000/-
	b) Rs. 1,00,000/-
	c) Rs. 20,000/-
	d) Rs. 55,000/-
12	Loss on sale of sinking fund investment is debited to _____
	a) Profit and Loss account
	b) Sinking fund investment account
	c) Sinking fund account

	d) Profit and Loss Appropriation account
13	Sinking fund, A/C for redemption of debentures is shown under _____
	a) Reserves and Surplus
	b) Second loans
	c) Unsecured loans
	d) Fixed Assets
14	The annual set aside for redemption of debentures is equal to _____
	a) Redemption claim x Factor in S.F. Table
	b) Redemption claim / Factor in S.F. Table
	c) Redemption claim + Factor in S.F. Table
	d) Redemption claim - Factor in S.F. Table
15	On redemption of Debentures by conversion into equity shares the amount of transfer to general reserve is _____
	a) Face value of debentures redeemed
	b) Face value of equity shares issued
	c) Nil
	d) Difference between face value of debentures redeemed and the amount of equity shares issued
16	If the Sales ratio between per incorporation and post incorporation period is 4:3 and the sales promotion expenses for the whole year is Rs. 1,40,000. What would be the amount of sales promotion expenses for the pre-incorporation period?
	a) Rs.80,000
	b) Rs. 70,000
	c) Rs. 50,000
	d) Rs. 1,00,000
17	If the Sales ratio between per incorporation and post incorporation period is 1:1 and the preliminary expenses for the whole year is Rs. 1,40,000. What would be the amount of preliminary expenses for the pre-incorporation period?
	a) Rs. 1,40,000
	b) Rs. 70,000
	c) Rs. 50,000
	d) NIL
18	If the Incorporation of an ongoing business take place during the year and the time ratio for the year ended 31 st March 2020 is 2:1, what is the date of incorporation?
	b) 1 st December 2019
	c) 1 st October 2019
	d) 1 st June 2019
	d) 1 st April 2019
19	If the time ratio for a newly incorporated company is 1 : 1 and the company has paid Rent of premises for the whole year amounting to Rs. 18,000, if the rent per month of the post incorporation period is twice as much as the rent of the pre incorporation period, what is

	the rent allocated in the profit and loss account for the Pre incorporation period?
	b) Rs. 9,000
	c) Rs. 6,000
	d) Rs. 12,000
	d) Rs. 18,000
20	In computing Profit prior to incorporation Company formation expenses & fees should be allocated in _____
	a) Sales Ratio
	b) Only to Pre-Incorporation period
	c) Only to Post Incorporation period
	d) Purchase Ratio
21	The terms of redemption of preference shares shall be specified at the time of _____
	a) Forfeiture of Shares
	b) Call on Shares
	c) Re-issue of Shares
	d) Issue of Shares
22	Only _____ Preference shares can be redeemed.
	a) Fully Paid up
	b) Unissued
	c) Calls in arrears
	d) Forfeited
23	Which of these profits are considered as non-divisible profits for the purpose of redemption of preference shares?
	a) Profit/Loss account
	b) General Reserve
	c) Capital Reserve
	d) Dividend Equalisation Reserve
24	Capital Redemption Reserve for the purpose of redemption of Preference Shares shall be created from _____ profits only as per the provisions of the Indian Companies Act, 1956
	a) Accumulated losses
	b) Capital profits
	c) Divisible profits
	d) Non-Divisible Profits
25	When is this Journal entry passed in case of Redemption of Preference Shares Profit/Loss a/c Dr. 50,000 General Reserve a/c Dr. 10,000
	a) Creation of Capital Redemption reserve
	b) Payment of Preference shareholders
	c) Issue of new shares
	d) Issue of Bonus shares

FOUNDATION COURSE – IV (CONTEMPORARY ISSUES) (SYBCOM SEM IV)

1. _____ is the right that enables the consumer to get compensation, if has suffered loss or is put to inconvenience due to fault of supplier or manufacturer.
 - a. Right to consumer education
 - b. Right to redress
 - c. Right to be heard
 - d. Right to safety
2. The prevention of food adulteration act was passed in the year _____.
 - a. 1956
 - b. 1955
 - c. 1954
 - d. 1953
3. Appeal against the order of the district forum can be made to _____ within a period of 30 days
 - a. State Commission
 - b. National Commission
 - c. Supreme Court
 - d. High Court
4. In case of problems faced in implementation of citizens charters in India, which of the following statements are incorrect?
 - a. proper orientation and training
 - b. lack of focus
 - c. lack of infrastructure
 - d. unrealistic standards
5. Maharashtra legislative assembly has passed the Maharashtra Guarantee of Public Services bill in _____.
 - a. 2012
 - b. 2013
 - c. 2014
 - d. 2015
6. _____ aim to converge various guarantees under a single umbrella at the state level.
 - a. Right to public service Act
 - b. Consumer protection act
 - c. Indian contract act
 - d. Sale of goods act
7. _____ ecology studies the flows of energy and matter through the biotic and abiotic components of ecosystems.
 - a. Ecosystem
 - b. Behavioural
 - c. Population
 - d. Community
8. Under _____ approach, all living things have inherent value, and so all living beings deserve moral respect.
 - a. Anthropocentrism
 - b. Biocentrism
 - c. Ecocentrism

- d. Eco-feminism
9. _____ describes movements and philosophies that connect feminism with ecology.
- Anthropocentrism
 - Biocentrism
 - Ecocentrism
 - Eco-feminism
10. _____ is considered as a branch of biology, the general science that studies living organism.
- Ecosystem
 - Ecology
 - Anthropology
 - Biocentrolology
11. There are _____ sets of needs as per Maslow's theory of motivation
- 4
 - 5
 - 6
 - 7
12. The ecocentric ethic was conceived by _____.
- Paul Taylor
 - Aldo Taylor
 - Paul Leopold
 - Aldo Leopold
13. _____ a Delhi based NGO led by Mr. Arvind Kejriwal, was launched in 2000 to ensure fair, transparent and accountable governance.
- Parivar
 - Parivartan
 - Parvarish
 - Om shanti
14. The first working laser was demonstrated in _____ by Theodore Maiman at Hughes Research Laboratories.
- 1950
 - 1955
 - 1960
 - 1965
15. Under _____ approach of Nanotechnology, nano-objects are constructed from larger entitites without atomic level control
- Bottom-up
 - Up-bottom
 - Top-down
 - Down-top
16. As per Herzberg's two factor theory, _____ is example of Job motivation factor.
- Salaries and wages
 - Working conditions
 - Job security
 - Career development
17. Theory X and Theory Y of motivation is developed by _____.

- a. Abraham Maslow
 - b. Edwin Locke
 - c. Douglas McGregor
 - d. Stacy Adams
18. _____ is the process by which existing technologies merge into new forms that bring together different types of media and applications
- a. Technological modification
 - b. Technological mutation
 - c. Technological convergence
 - d. Technological engineering
19. In india, _____ is responsible for research, development and operations of space systems in the areas of satellite communications, remote sensing for resources, etc.
- a. Indian Research Organisation.
 - b. Indian satellite organisation
 - c. Indian Space Research Organisation
 - d. Indian Satellite Research Organisation
20. The GMAT exam consists of which of the following 4 main parts?
- a. Quantitative, verbal, integrated reasoning and analytical writing assessment.
 - b. Quantitative, valuation, integrated reasoning and analytical writing assessment.
 - c. Qualitative, verbal, integrated reasoning and analytical writing assessment.
 - d. Qualitative, valuation, integrated reasoning and analytical writing assessment.
21. Which of the following is an essential characteristic of a good report?
- a. ambiguity
 - b. biasness
 - c. lengthy
 - d. accuracy
22. _____ is one of issues/problems faced in time management
- a. Planned activities
 - b. Prioritising your time
 - c. Effective delegation
 - d. The inability to say 'No'
23. _____ goals are for period ranging from 1 year to 3 years
- a. Long term
 - b. Liquid term
 - c. Medium term
 - d. Short term
24. 'Appreciation from superiors' help satisfy _____ needs as per Maslow's need hierarchy theory.
- a. Physiological needs
 - b. Social needs
 - c. Esteem needs
 - d. Safety and security needs
25. _____ refers to the need for a just distribution of rewards and burdens between generations, and fair and impartial treatment of future generations.
- a. Intergenerational equity
 - b. Intragenerational equity

- c. Precautionary principle
- d. Human rights principle

FINANCIAL ACCOUNTING & AUDITING: AUDITING

1. Which of the following statements is not true?
 - a. Management fraud is more difficult to detect than employee fraud
 - b. Internal control system reduces the possibility of occurrence of employee fraud and management fraud
 - c. The auditor's responsibility for detection and prevention of errors and frauds is similar.
 - d. Auditor have to review the internal control system

2. Which of the following is not a limitation of audit?
 - a. Cost
 - b. Audit evidence not conclusive
 - c. Audit work involves exercise of judgement
 - d. Audit report is an evidence in court

3. Window dressing is likely to be committed by _____
 - a. Employees
 - b. Management
 - c. Auditor
 - d. Accountant

4. Secret reserve means _____ reserve
 - a. Free
 - b. Capital
 - c. Hidden
 - d. Sinking fund

5. Which of the below is considered as window dressing?
 - a. Over valuation of liabilities
 - b. Undervaluation of asset
 - c. Charging less depreciation
 - d. Charging high depreciation

6. The auditing where the auditor is constantly engaged in checking the accounts during the whole period or on regular intervals is known as _____
 - a. Continuous audit
 - b. Concurrent audit
 - c. Internal audit
 - d. Final audit

7. Which of the following is not an advantage of balance sheet audit?
 - a. Less costly
 - b. No dislocation of work
 - c. No moral check on employees
 - d. No alteration in accounts

8. From the below statements, pick the incorrect statement.
 - a. Window dressing is exactly opposite to secret reserve
 - b. Auditor can give assurance about future profitability and prospects of the company
 - c. A hard and fast audit programme may kill the initiative of efficient assistants
 - d. Credit sales are vouched on the basis of Cash Memo

9. Ownership of working papers is with _____
 - a. Assistant
 - b. Auditor
 - c. Client
 - d. Government

10. From the below, identify the source of information which auditor does not collect the information for preparing audit plan.
 - a. Internal reports
 - b. External reports
 - c. Discussion with management
 - d. Central Government

11. Which of the following is not a part of current file of working papers?
 - a. Audit plan
 - b. Audit programme
 - c. Management representations
 - d. Analysis of significant ratios

12. Audit plan should be based on _____
 - a. Profit of client
 - b. Client's business
 - c. Net worth of client
 - d. Reputation of client

13. Which of the below is not a part of audit techniques?
 - a. Inspection
 - b. Observation
 - c. Enquiry
 - d. Reporting

14. Internal control system includes _____
 - a. Internal audit
 - b. Internal check
 - c. Both (a) & (b)
 - d. Test check

15. Which of the following statement is True?
 - a. Continuous audit disturbs the working of an organisation
 - b. Ownership of working papers is with client
 - c. Audit programme should be rigid

- d. Routine checking saves time
16. From the below statements, pick the incorrect statement.
- Management has no control over internal control system of the company
 - Entries selected for test checking must be representative of all transactions
 - Overcharging or undercharging of depreciation is an Error of Principle
 - There is no risk involved in audit sampling
17. Which of the following is not an advantage of routine checking?
- Thorough checking
 - Confirmation of accuracy
 - Time consuming
 - Training to juniors
18. Which of the below is not an advantage of test checking?
- Save in time
 - Reduction in workload
 - Biased
 - Moral check on employees
19. Checking only representative samples from a large number of similar items by applying scientific techniques is known as _____
- Test checking
 - Sampling
 - Routine checking
 - Internal check
20. The risk that, although the sample result does not support the auditor's assessment of control risk, the actual compliance rate would support such an assessment is known as _____
- Risk of under reliance
 - Risk of over reliance
 - Risk of incorrect acceptance
 - Risk of incorrect rejection
21. _____ document is not relevant for vouching cash sales
- Daily cash sales summary
 - Salesman's summary
 - Bank statement
 - Monthly statement sent to customers
22. _____ refers to examination as to whether assets and liabilities are properly stated in balance sheet
- Confirmation
 - Vouching
 - Verification
 - Internal control
23. In verification of fixed assets, the auditor checks _____
- Confirmation from debtors

- b. Bank reconciliation statement
 - c. The existence, ownership and disclosure of asset
 - d. None of the above
24. To verify that all goods received by the company have been recorded properly, auditor should check all _____
- a. Vendor invoices
 - b. Purchase orders
 - c. Goods received notes
 - d. Cash payment to creditors
25. Arrears of dividend on preference shares is a _____
- a. Current liability
 - b. Current assets
 - c. Contingent liability
 - d. Non – current liability

BUSINESS ECONOMICS IV

SAMPLE QUESTION BANK

1. When expenditure exceeds total tax revenue, it is called:
 - a. Surplus budget
 - b. Balanced budget
 - c. Deficit budget
 - d. Equal budget

2. The government provides subsidies in various sectors. Which of the following are the effects of subsidies?
 - a. Increases inflation
 - b. Increases fiscal deficit
 - c. Decreases export competitiveness
 - d. Increases surplus

3. The Fiscal Responsibility and Budget Management Act (FRBM Act) aimed for _____
 - a. Eliminating both revenue deficit and fiscal deficit
 - b. Giving flexibility to RBI for inflation management
 - c. Correcting budget deficit
 - d. Increasing government surplus

4. What is meant by Open Market Operations?
 - a. Purchase and sale of government securities by RBI
 - b. Rationing of the credit allocated to the commercial banks by RBI
 - c. Request by the RBI to the commercial banks to take some measures
 - d. Purchase of securities by the commercial banks

5. The goals of monetary policy do NOT include the promotion of _____
 - a. Maximum employment
 - b. Low Taxes
 - c. Stable Prices
 - d. Moderate long-term interest rates

6. Maximum Social Advantage is achieved,

- a. at the point where the marginal social benefit of public expenditure and the marginal social sacrifice of taxation are equated
 - b. at the point where the marginal social benefit of public expenditure is higher than the marginal social sacrifice of taxation
 - c. at the point where the marginal social benefit of public expenditure is lower than the marginal social sacrifice of taxation
 - d. at the point where the marginal social benefit of public expenditure and the marginal social sacrifice of taxation are zero
7. A multilevel decentralized fiscal system involving sharing of fiscal responsibilities between central, state and local governments is referred to as:
- a. Fiscal Union
 - b. Fiscal Federalism
 - c. Fiscal Equalisation
 - d. Fiscal Generalism
8. Which tax cannot be shifted to others?
- a. Excise duty
 - b. Sales tax
 - c. Entertainment tax
 - d. Wealth tax
9. Fiscal Federalism refers to
- a. Sharing of political power between center and states
 - b. Organizing and implementing economic plans
 - c. Division of economic functions and resources among different layers of Govt.
 - d. Understanding resource allocation
10. Loans taken by the government for the purpose of war, earthquakes for covering budget deficit are?
- a. Productive Debts
 - b. Unproductive Debts
 - c. Voluntary Debts
 - d. Foreign debt
11. In India, deficit financing is used for raising resources for
- a. economic development

- b. redemption of public debt
 - c. adjusting the balance of payments
 - d. reducing the foreign debt
12. Policy related to public revenue and expenditure is called
- a. Monetary policy
 - b. Tax policy
 - c. Fiscal policy
 - d. Expenditure policy
13. Wiseman-Peacock hypotheses support in a much stronger manner the possibility of?
- a. An upward trend in public expenditure
 - b. A downward trend in public expenditure
 - c. A constancy of public expenditure
 - d. A mixed trend in public expenditure
14. Fiscal policy refers to the_____
- a. government's ability to regulate the functioning of financial markets.
 - b. spending and taxing policies used by the government to influence the level of economic activity.
 - c. techniques used by firms to reduce their tax liability.
 - d. the policy by MAS to affect the cash rate.
15. Which of the following does NOT function as an automatic stabilizer?
- a. The personal income tax system
 - b. Government expenditure on road-building programs
 - c. Unemployment benefit payments
 - d. The Goods and Services Tax (GST)
16. If the economy were in a recession, we would expect
- a. government expenditure to be low and tax revenues to be low, probably leading to a budget surplus.
 - b. government expenditure to be high and tax revenues to be low, probably leading to a budget surplus.
 - c. government expenditure to be high and tax revenues to be low, probably leading to a budget deficit.

- d. government expenditure to be high and tax revenues to be high, probably leading to a budget deficit.
17. If the government wants to try to reduce unemployment, it could _____ spending and/or taxes should be _____.
- a. decrease; increased
 - b. increase; increased
 - c. decrease; decreased
 - d. increase; decreased
18. Fiscal policy is the policy of:
- a. RBI
 - b. NABARD
 - c. Government
 - d. Foreign Agency
19. The following is an example of direct taxes:
- a. Sales tax
 - b. Income tax
 - c. Excise duties
 - d. Toll tax
20. If the rate of tax falls with an increase in income, it is called:
- a. Proportional tax
 - b. Progressive tax
 - c. Regressive tax
 - d. Falling tax
21. The difference between revenue expenditure and revenue receipts is
- a. Revenue deficit
 - b. Fiscal deficit
 - c. Budget deficit
 - d. Primary deficit
22. The difference between total expenditure and total receipts is

- a. Fiscal deficit
- b. Budget deficit
- c. Primary deficit
- d. Revenue deficit

23. When expenditure exceeds total tax revenue, it is called:

- a. Surplus budget
- b. Balanced budget
- c. Deficit budget
- d. Equal budget

24. Which of the following is not a fiscal instrument?

- a. Open market operations
- b. Public expenditure
- c. Taxation
- d. Public debt

25. The concept of 'Canon of taxation' was first propounded by?

- a. Dalton
- b. J.M. Keynes
- c. Adam Smith
- d. Edwin Canon

COMMERCE-IV

Q. No.	Questions
1.	_____ is the last step in production planning and control.
a)	Routing
b)	Scheduling
c)	Dispatching
d)	Follow-up
2.	_____ is a type of continuous production system
a)	Project Production
b)	Batch production
c)	Job Production
d)	Mass production
3.	_____ is the ratio of output to input
a)	Efficacy
b)	Quality
c)	Productivity
d)	Inventory
4.	_____ is concerned with keeping the facilities in their operating condition.
a)	Materials management
b)	Maintenance management
c)	Process design
d)	Product design
5.	In _____ inventory control system, stock levels are reviewed at fixed intervals
a)	Perpetual
b)	Periodic
c)	Just in Time

	d)	ABC Analysis
6.		State which of these statements is correct?
	a)	Dispatching refers to determination of the manufacturing path
	b)	Scheduling is the first step in production planning and control
	c)	Production Planning and control ensures smooth flow of production.
	d)	Routing means execution of the production plan
7.		The _____ costs are those incurred during the production process
	a)	appraisal
	b)	prevention
	c)	internal failure
	d)	external failure
8.		_____ technique enables the workers to check the quality of items before they are passed on to the next operation
	a)	Quality assurance
	b)	SQC
	c)	Quality at source
	d)	Workers participation in management
9.		The concept of TQM was introduced by _____
	a)	Dr. Ishikawa Kaoru
	b)	William Stanton
	c)	Dr. W. D. Deming
	d)	Harold Koontz
10.		Quality circle is a _____ group of workers
	a)	Formal
	b)	Voluntary
	c)	Selective
	d)	Informal

11.		DMAIC is a model used in _____ approach
	a)	TQM
	b)	Six Sigma
	c)	Quality Circles
	d)	Kaizen
12.		ISO is based in _____
	a)	London
	b)	Geneva
	c)	Mumbai
	d)	New York
13.		Identify the incorrect statement
	a)	Quality is a subjective term
	b)	Serviceability is a dimension of quality
	c)	Prevention Cost is a type of cost of quality
	d)	Cost of quality refers to the cost of making a quality product
14.		The minimum period of a commercial paper is _____ days
	a)	7
	b)	30
	c)	45
	d)	180
15.		The oldest stock exchange in India is _____
	a)	Madras stock exchange
	b)	Calcutta stock exchange
	c)	National stock exchange
	d)	Bombay stock exchange
16.		_____ are issued with a face value of Rs. 1 lakh and in multiples of Rs. 1 lakh

		thereof
	a)	Certificate of Deposit
	b)	Commercial Paper
	c)	Treasury Bills
	d)	Commercial Bills
17.		_____ is the first credit rating agency established in India
	a)	CARE
	b)	S&P
	c)	CRISIL
	d)	ICRA
18.		_____ is an example of unorganized money market
	a)	Commercial Bill
	b)	Commercial Paper
	c)	Indigeneous Bankers
	d)	BSE
19.		In India, IPO is regulated by _____
	a)	SEBI
	b)	RBI
	c)	SBI
	d)	Stock Exchanges
20.		_____ is a financial intermediary that pools savings of investors for collective investments in diversified portfolio of securities
	a)	Bank
	b)	Financial Institution
	c)	Mutual Fund
	d)	Credit Rating Agency

21.		Under _____scheme of mutual fund, the investor can invest at any point of time during the year
	a)	index
	b)	close-ended
	c)	open-ended
	d)	tax saving
22.		_____ is an example of hard commodity
	a)	corn
	b)	sugar
	c)	wheat
	d)	crude oil
23.		SIPs offer the benefit of _____ i) Rupee cost compounding ii) flexibility of investing iii) compounding
	a)	i), ii) and iii)
	b)	ii) and iii)
	c)	Only i)
	d)	i) and ii)
24.		ELSS stands for _____
	a)	Equity Linked Saving Scheme
	b)	Entity Linked Saving Scheme
	c)	Entity Linked Standardised Scheme
	d)	Equity & Liability Standard Scheme

25.		Which of these statements is incorrect?
	a)	Livestock is traded in the commodities market
	b)	Speculators play an important role in money market
	c)	SIP investment offers the benefit of compounding
	d)	Forward markets are unregulated

BUSINESS LAW-II

1. A company has perpetual succession means company exist
 - a. For perpetuity
 - b. So long as the promoters live
 - c. So long as it is not wound up
 - d. Company exist till one director is alive

2. MOA is compared to
 - a. preamble
 - b. holy book
 - c. constitution
 - d. history

3. Which of the following does not fall in AOA
 - a. borrowing powers
 - b. meetings
 - c. Capital clause
 - d. Transfer of shares

4. DIN stands for
 - a. Daily Identification Number
 - b. Director Identification Note
 - c. Director Identification Number
 - d. Digital Identification Number

5. DIN is given to-
 - a. Creditor
 - b. Director
 - c. Shareholder
 - d. Customer

6. In a company, KMP stands for-
 - a. Key Managerial Person
 - b. Key Marketing Personnel
 - c. Kind Men in Person
 - d. Kind Minded Person

7. Prospectus is issued at the time of
 - a. Issuing shares
 - b. Issuing advertisement
 - c. Opening of the company
 - d. At the time of management

8. Which one of the following is the right of the shareholder?

- a. Secret profit right
 - b. To attend board of directors meeting
 - c. To create dispute
 - d. Dividend right
9. According to the law, who cannot purchase shares directly?
- a. Adult
 - b. Minor
 - c. Men
 - d. Women
10. Shareholder means-
- a. Accountant of the company
 - b. Liability of the company
 - c. Owner of the company
 - d. To file a case on company
11. The rate of dividend is fixed for
- a. Equity shareholder
 - b. Preference shareholder
 - c. Creditor
 - d. Supplier
12. Minimum ___ partners are required in case of partnership
- a. 2
 - b. 3
 - c. 4
 - d. 5
13. Out of the following which partner takes participation in business?
- a. Partners in profit only
 - b. Active
 - c. Dormant
 - d. Sub partner
14. The Liability of partners in partnership business is
- a. Only Karta has unlimited liability
 - b. Limited
 - c. Unlimited
 - d. Depends upon business
15. ___ is responsible to manage the business in partnership firm
- a. Karta

- b. Partners
 - c. CEO
 - d. Director
16. When duration is not fixed for partnership then it is known as-
- a. Partnership limited
 - b. Partnership Jointly
 - c. Particular Partnership
 - d. Partnership at will
17. ___ cannot be conducted in form of Company
- a. Hotel business
 - b. Tours and travel
 - c. Real Estate Sector
 - d. Selling of prohibited Drugs
18. The Indian Partnership Act was introduced in the year _____.
- a. 1930
 - b. 1932
 - c. 1935
 - d. 1942
19. Limited Liability Partnership is hybrid of ___
- a. Various tax laws
 - b. Partnership and Company
 - c. Hindu Law and Family Law
 - d. Income Tax and Sales Tax
20. Prospectus is an ___ to the Public
- a. Artificial legal person
 - b. Platform
 - c. Invitation
 - d. Information
21. The registration of LLP firm is
- a. Void
 - b. Not Required
 - c. Mandatory
 - d. Unlawful
22. Dissolution means _____.
- a. Expansion of the business
 - b. Winding up of the business

- c. New business
- d. Illegal business

23. The Consumer Protection Act came into the force in the year _____.

- a. 1986
- b. 1987
- c. 2001
- d. 2006

24. If a person is not satisfied with the decision of District Forum then he can move to _____.

- a. State Commission
- b. High Court
- c. National Commission
- d. Supreme Court

25. Salomon vs. Salomon and Co. Ltd is a classic example of

- a. Registration is Optional
- b. A Shoe maker can Form a Company
- c. Independent Corporate Personality
- d. Intellectual Property Right

SYBCOM SEM IV ADVERTISING II MCQs

Sr.no	QUESTION	OPTION 1	OPTION 2	OPTION 3	OPTION 4
1	_____ is about bringing your product/service to the notice of your target market, and reminding them or persuading customers to purchase that product/service.	Production.	Promotion.	Budget.	Image.
2	For making advertisements more effective, the manufacturers improve _____ and launch new products.	Existing products	Advertisement style	Marketing channel	Sponsors
3	Selecting time, choosing media types, deciding on reach of frequency and media vehicle for advertisements are part of _____	Media strategy	Media execution	Selecting media	Measuring communication
4	Advertisement through radio was very popular till the middle of last century because of _____	Its effectiveness	More popular than newspaper	Mass reach	Cost of advertisement
5	Advertising creates employment as it increases the volume of sales and _____	Production	Marketing	Promotion	Personal selling
6	Marketing that moves away from a transaction-based effort to a conversation (i.e. two-way dialogue) and can be described as a situation or mechanism through which marketers and a customer (e.g. stakeholders) interact usually in real-time is known as:	Digital marketing.	b. Interactive marketing.	c. Direct marketing.	d. Electronic marketing
7	_____ objectives are qualitative in nature.	Communication	Sales	Company	Departmental
8	Availability of _____ influences the amount of ad budget.	Business Ideas	Products	Funds	Media
9	_____ method of advertising budget considers the objectives for allocating funds.	Task	Fixed Guideline	Arbitrary	Go for Broke
10	_____ is a media objective.	Brand Equity	Brand Image	Awareness	Reach
11	_____ are calculated by	TRPs	GRPs	Scoring Points	Continuity

	multiplying frequency by reach.				
12	_____ is an element of media-mix.	Target Customers	Advertiser	Audience	Methodology
13	Under _____ media scheduling strategy, there is heavy advertising followed by hiatus and again heavy advertising.	Flighting	Bursting	Steady	Pulsing
14	Media _____ are the goals that the chosen media need to accomplish.	Reach	Objectives	Frequency	Continuity
15	_____ is an element of media mix.	Manufacturing	Model	Methodology	Message
16	Proper market _____ enables the media planner to generate information on the target audience.	Reach	Vehicles	Planning	Segmentation
17	Media reach may be expressed as a _____ of the total market.	Time	Percentage	Concept	Quantity
18	Media Planners are interested in effective _____.	Frequency	Continuity	Reach	Gross Rating Points
19	_____ is a measure of repetition.	Frequency	Continuity	Reach	Gross rating points
20	_____ refers to signature of the advertiser.	Logo	Slogan	Illustrations	Copy
21	_____ is a small catchy phrase used in the ad to sum up the advertising message.	Logo	Slogan	Illustrations	Copy
22	_____ is a musical commercial in TV and radio ads.	Logo	Slogan	Jingle	Copy
23	_____ helps to overcome language barrier.	Logo	Slogan	Jingle	Illustrations
24	_____ copy is also known as reason-why copy in ads.	body copy	hard sell	soft sell	testimonial
25	_____ copy in advertising focuses on the name and goodwill of the advertiser.	Institutional	Topical	soft sell	testimonial

TYBCOM SEM-V

SAMPLE MULTIPLE CHOICE QUESTIONS

FINANCIAL ACCOUNTING

1. Which one of the following combinations of accounting assumptions are fundamental according to Accounting Standard I:

- a) Going concern, consistency and historic cost
- b) Entity, accrual and materiality
- c) Conservatism, accounting period and prudence
- d) Going concern, consistency and accrual

2. Accounting Standard 1 is

- a) Recommendatory
- b) Mandatory
- c) Optional
- d) No longer valid

3. Accounting policies

- a) Are same for all concerns
- b) Are laid down by law
- c) Change from concern to concern
- d) Are prescribed by AS 1

4. Purpose of Accounting Standard 1 is to establish a standard as to

- a) The desirable accounting policies
- b) The fundamental accounting assumptions
- c) Disclosure of accounting policies
- d) Preparation of final accounts

5. Vide Accounting Standard 1, fundamental accounting assumptions should

- a) Always be disclosed
- b) Be disclosed if not allowed
- c) Be disclosed in notes to accounts
- d) Be disclosed in auditor's report

6. Following is an example of an accounting policy

- a) Accrual
- b) Consistency
- c) Going concern
- d) Depreciation

7. Following is an example of an accounting policy

- a) Entity
- b) Consistency
- c) Going concern
- d) Valuation of stock

8. Following is an example of an accounting policy

- a) Entity
- b) Conversion of foreign currency items
- c) Going concerns
- d) Conservatism

9. Following are the examples of an accounting policy

- a) Consistency
- b) Treatment of goodwill
- c) Cost
- d) Conservatism

10. Following is an example of an accounting policy

- a) Realisation
- b) Materiality
- c) Dual Aspect
- d) Valuation of investments

11 Reconstruction expenses are debited to _____ A/c.

- A Cash Account
- B Goodwill Account
- C Profit & Loss A/c
- D Capital Reduction A/c

12 Appreciation in land and building is credited to _____ A/c.

- A Capital Reduction A/c

- B Profit & Loss A/c
 - C Cash Account
 - D Goodwill Account
- 13 Internal Reconstruction is governed by section _____ of Companies Act.
- A 801
 - B 804
 - C 809
 - D 66
- 14 Capital Reduction requires _____.
- A NCLT order
 - B court order
 - C Order of the SEBI
 - D Order of stock exchange
- 15 Amicable settlement of differences by mutual consent by parties is _____.
- A Confirmation
 - B Arrangement
 - C compromise
 - D Merger
- 16 Creditors foregoing their claims in whole or in part is _____.
- A Merger
 - B Consolidation
 - C Compromise
 - D Arrangement
- 17 Capital reduction is implemented per Section _____ of Companies Act.
- A 77
 - B 75
 - C 80
 - D 66

- 18 Balance in Capital Reduction should be transferred to _____.
A security premium
B capital reserve
C share capital
D Profit & Loss Account
- 19 The scheme of internal reconstruction involves _____ company.
A one
B two
C three
D many
- 20 Fictitious assets are to be transferred to _____.
A Capital Reduction A/c
B security premium
C share capital
D capital reserve
21. Dividend as revenue income is recorded in
a) Capital column
b) Dividend column
c) No entry
d) Investment column
22. Investment in Assets are classified into
a) share capital
b) secured loan
c) Current liabilities
d) current assets
23. Dividend as capital income is recorded in

- a) Capital column
- b) Dividend column
- c) No entry
- d) Investment column

24. Income of debenture is called as

- a) Interest
- b) dividend
- c) profit
- d) goodwill

25. Rights shares offered at

- a) debenture holders
- b) bank
- c) equity share holders
- d) deposit holders

26. The current investments are valued on closing date at

- a) Market value
- b) Cost of purchase
- c) Lower of cost and market value
- d) Higher of cost & fair value

27. If an investment is acquired in exchange of another asset say land, the acquisition cost of the investment is determined by reference to

- a) The market value of the land
- b) The market value of the investment acquired
- c) The lower of the two markets values
- d) The higher of the two market values

28. When the rights shares are subscribed-

a) Nominal Value is entered in the NV column (Cr.); and Cost is entered in the Capital column (Cr.) of the Investment A/c

b) Nominal Value is entered in the Capital column (Dr.) of the Investment A/c

c) Nominal Value is entered in NV column (Dr.); and cost is entered in the Capital column (Dr.) of the Investment A/c

d) Cost is entered in the NV column (Dr.) of the Investment A/c

29. The interest on investment is to be calculated on _____ of investment.

a) cost

b) number of value

c) lower of cost or market value

d) face value

30. The brokerage and stamp duty paid at the time of purchase is _____.

a) added to cost

b) ignored

c) deducted from cost

d) multiplied to cost

31. Obey certain ethical rules no matter what the result are

a) ethical relativism

b) deontological ethics

c) ethical absolutism

d) teleological ethics

32. Ethical decision must consider the consequence

a) ethical relativism

b) deontological ethics

c) ethical absolutism

d) teleological ethics

- 33 Ethics are unchanging over time and place
- a) a)ethical relativism
 - b) deontological ethics
 - c) ethical absolutism
 - d) d) teleological ethics
- 34 Ethics vary between different age and different communities
- a) a)ethical relativism
 - b) b) deontological ethics
 - c) c) ethical absolutism
 - d) teleological ethics
- 35 Under the companies act 2013 minimum CSR expenditure must be incurred by every company
- a) having a net worth of rupees 1500 crore or more
 - b) having a net worth of rupees 500 crore or more
 - c) having a net worth of RS 1,000 crore or more
 - d) having a net worth of rupees 5 crore or more
- 36 Under the companies act 2013 minimum CSR expenditure must be incurred by every company
- a) a)having a turnover of rupees 500 crore or more during any financial year
 - b) having a turnover of rupees 1500 crore or more during any financial year
 - c) having a turnover of rupees 5 crore or more during any financial year
 - d) having turnover of rupees 1000 crore or more during any financial year
- 37 under the companies act 2013 minimum CSR expenditure must be incurred by every company
- a) a)having a turnover of rupees 500 crore or more during any financial year
 - b) having a turnover of rupees 1500 crore or more during any financial year
 - c) having a turnover of rupees 5 crore or more during any financial year
 - d) having turnover of rupees 1000 crore or more during any financial year

- 38 Ethics knowledge is the focus of the ____ stage in ethics education
- a) a)1st
 - b) 2nd
 - c) 3rd
 - d) d) 4th
- 39 Under the companies act 2013 every company must spend in every financial year
- a) at the most 2% of the average net profit of the company made during the 3 immediately preceding financial year
 - b) at least 3% of the average net profit of the company made during the 3 immediately preceding financial year
 - c) at least 3% of the average net profit of the company made during the 2 immediately preceding financial year
 - d) at least 2% of the average net profit of the company made during the 3 immediately preceding financial year
- 40 Corporate governance provisions in India are to be found in
- a) the companies act 2013
 - b) the SEBI listing agreement clause 49
 - c) the companies act 2013 and the SEBI listing agreement clause 49
 - d) fundamental principle
- Q.41. Buy back of equity share the existing equity share capital in the market.
- a. Increases
 - b. Decreases
 - c. Constant
 - d. Fluctuating
- Q.42. There should be at least gap between two buyback.
- a. 1 year
 - b. 2 year
 - c. 10 year

d. 20 year

Q.43. Buy back is subject to rule by

- a. SEBI
- b. Parliament
- c. RBI
- d. CDSL

Q.44. The public announcement should be done atleast days prior to commencement of buyback.

- a. 7 days
- b. 10 days
- c. 11 days
- d. 12 days

Q.45. Share is the smallest part of

- a. Share Capital
- b. Debenture
- c. Bond
- d. Securities

Q.46. Buy back shows position of the company.

- a. Sound position
- b. Worst position
- c. Doubtful position
- d. Diminishing situation

Q.47. Buy back Ratio of promoter's holder in the company.

- a. Increases

- b. Decreases
- c. Don't affect
- d. Increases and decreases

Q.48. If Reliance company have 1,00,000 shares in the market and they bought back 20,000 shares, then existing number of shares in market will be

- a. 1,00,000
- b. 80,000
- c. 1,20,000
- d. 20,000

Q.49. Section of of companies act 2013 deals with buyback.

- a. 68
- b. 70
- c. 72
- d. 80

Q.50. If Tata company have 10,00,000 shares in the market and they bought back 2,00,000 shares, then existing number of shares in market will be

- a. 10,00,000
- b. 8,00,000
- c. 1,20,000
- d. 20,000

COST ACCOUNTING

- 1) Which of the following statement is false?
 - a) The limitations of Financial Accounting have led to the origin and evolution of Cost Accounting

- b) Financial Accounts fail to give a product-wise break-up of profit or loss
 - c) Financial Accounts help to judge the efficiency or productivity of the concern
 - d) Cost Accounting Techniques helps the management in making decisions or planning for future
- 2) Measurement, in monetary terms, of the amount of resources used for the purpose of production of goods or rendering services is known as
- a) Revenue expenditure
 - b) Capital expenditure
 - c) Cost
 - d) Income
- 3) Cost behaviour refers to _____
- a) How costs react to a change in the level of activity
 - b) Whether a cost is incurred in a manufacturing, trading, or service company
 - c) Classifying costs as either product or period costs
 - d) Whether a particular expense has been incurred honestly
- 4) Which of the following would not be considered as fixed cost ?
- a) Rent
 - b) Depreciation
 - c) Cost of bottles used in the production of soft drinks
 - d) Property taxes
- 5) If the level of activity increases _____
- a) Variable cost per unit and total fixed costs increase
 - b) Fixed cost per unit and total variable cost increase
 - c) Total cost will increase and fixed cost per unit will decrease
 - d) Variable cost per unit and total cost increase
- 6) A functional classification of cost would classify “depreciation on office equipment” as a
- a) Product cost
 - b) Administrative expenses
 - c) Selling expenses
 - d) Variable cost
- 7) A production worker paid salary of Rs. 700 per month plus an extra Rs. 5 for each unit produced during the month. This labour cost is best described as
- a) A fixed cost
 - b) A variable cost
 - c) A semi-variable cost
 - d) A step fixed cost
- 8) From the following details, compute cost of goods manufactured: cost of goods sold Rs. 2,00,000; Opening stock of finished goods Rs. 50,000; Closing stock of finished goods is Rs. 1,00,000 and closing stock of work in progress Rs. 10,000.
- a) Rs. 2,00,000

- b) Rs. 2,50,000
 - c) Rs. 2,40,000
 - d) Rs. 3,00,000
- 9) M & Co. Used in a particular year Rs. 3,00,000 of direct materials. The year end direct material inventory was Rs. 50,000 more than it was at the beginning of the year. Calculate direct material purchases.
- a) Rs. 3,00,000
 - b) Rs. 2,50,000
 - c) Rs. 3,50,000
 - d) Rs. 4,00,000
- 10) CAS 10 is applicable for _____
- a) Overheads
 - b) Burden cost
 - c) Direct Expenses
 - d) Indirect Expenses
- 11 The cost of goods acquired from suppliers including incoming freight or transportation costs are _____
- a. Purchasing costs
 - b. Ordering costs
 - c. Stock out costs
 - d. Carrying cost
- 12 Stock levels are fixed to _____
- a. Control inventory
 - b. Purchase material
 - c. Control cost of scrap
 - d. Control to Accountant
- 13 Stock of WIP is adjusted to _____
- a. Office overheads
 - b. Factory overheads
 - c. Selling overheads
 - d. Direct material
- 14 Material transfer Note is prepared when _____
- a. Material is transferred from one department to another department
 - b. Material is returned by the department to stores
 - c. Material is returned to the supplier
 - d. Material received
- 15 Average inventory is _____
- a. Opening inventory /2

- b. Closing inventory
 - c. $\text{Opening inventory} + \text{closing inventory} / 2$
 - d. $\text{Closing inventory} / 2$
- 16 The annual usage of the particular material is 200000 units. The EOQ is 20,000 units. Cost of placing an order is Rs 80. Invoice cost is rupees 500 per unit the average inventory is
- a. 10,000 units
 - b. 4000 units
 - c. 5000 units
 - d. 6500 units
- 17 Bill of materials _____
- a. Is an invoice sent by the supplier
 - b. Helps to calculate the cost of materials of a job
 - c. Is an inspection record of materials
 - d. An acknowledgement of material received
- 18 Under perpetual inventory control _____
- a. Stock is verified continuously
 - b. Stock is verified periodically
 - c. Stock is verified at the end of every quarter
 - d. No verification of stock
- 19 In the method of pricing cost lag behind the current economic values _____
- a. LIFO
 - b. FIFO
 - c. Replacement price
 - d. Weighted average price
- 20 Material control includes _____
- a. Inventory control
 - b. Control over labour
 - c. Control over overheads
 - d. Control over factory
- 21 Merricks multiple piece rate system has _____
- a) two rates
 - b) three rates
 - c) four rates
 - d) five rates**
- 22) Wage sheet is prepared by _____
- a) time keeping department
 - b) personnel department

- c) payroll department
 - d) cost accounting department
- 23) Payroll accounting is concerned with _____
- a) Computation of wages
 - b) Appointment of workers
 - c) Termination of workers
 - d) Seeking of workers
- 24) Casual workers are appointed in place of _____
- a) retrenched workers
 - b) absentees
 - c) sincere workers
 - d) efficient workers
- 25) Labour turnover is _____
- a) productivity of labour
 - b) efficiency of labour
 - c) change in labour force
 - d) total cost of labour
- 26) Time study is for _____
- a) measurement of work
 - b) fixation of standard time
 - c) ascertainment of actual hours
 - d) ascertainment of labour cost
- 27) Overtime is paid to worker for extra time worked worked than _____ working hours specified
- a) extra
 - b) break
 - c) normal
 - d) idle
- 28) The method of remuneration to give stability of labour cost of the employers
- a) straight piece work
 - b) premium work
 - c) measured work
 - d) Bonus work
- 29) The method which does not differentiate between efficient and inefficient worker as _____
- a) Time rate method
 - b) piece-rate method
 - c) Halsey plan
 - d) Rowan plan
- 30) Strike and Lockout is _____
- a) Normal idle time
 - b) Abnormal idle time

- c) Overtime
- d) Normal time

- 31) Warehouse expenses is an example of _____
- a) Production overhead
 - b) Selling overhead
 - c) Distribution overhead
 - d) Direct expenses
- 32) The least suitable basis for applying overhead is _____
- a) Materials consumed
 - b) Direct labour cost
 - c) Direct labour hours
 - d) Machine hours
- 33) If an item of overhead expenditure is charged specifically to a single department this would be an example of _____
- a) Apportionment
 - b) Allocation
 - c) Re- apportionment
 - d) Absorption
- 34) In which of the following centre factory overhead cost is not incurred ?
- a) Production centre
 - b) Service centre
 - c) General cost centre
 - d) Head office
- 35) Overheads which are incurred in connection with factory are _____
- a) Factory overheads
 - b) Office overheads
 - c) Selling overheads
 - d) Prime cost
- 36) The method of apportionment suitable for allocating rent of building between cost centre
- a) Number of employees
 - b) Machine hours
 - c) KWH
 - d) Floor area
- 37) Depreciation on machine is apportioned on the basis of _____
- a) Machine cost
 - b) Machine
 - c) Labour hours
 - d) Labour cost
- 38) Charging overheads to individual unit is known as _____
- a) Allocation

- b) Apportionment
 - c) Absorption
 - d) Collection
- 39) A common absorption rate used throughout the following for all jobs and units of output in respective of the department in which they were produced is called _____
- a) Machine hour rate
 - b) Department absorption rate
 - c) Overall absorption rate
 - d) Blanket absorption rate
- 40) Absorption means _____
- a) Charging of overheads to cost centres
 - b) Charging of overheads to cost unit
 - c) Charging of overheads to Factory
 - d) Charging of overheads to cost centre or cost unit
- 41) Total of indirect material, indirect labour and indirect expenses is called as :
- a. Indirect overheads
 - b. Overheads cost
 - c. Works overheads
 - d. Chargeable cost
- 42) When overheads recovered in costing are more than actual overheads incurred it is called _____
- a. Under absorption
 - b. Over absorption
 - c. Application
 - d. Absorption
- 43) Unavoidable cost is called as _____
- a. Urgent cost
 - b. Inexcapable cost
 - c. Implicit cost
 - d. Explicit cost
- 44) Cost of rectification is a _____
- a. Factory overheads
 - b. office overheads
 - c. selling overheads
 - d. direct cost
- 45) Total cost is Rs. 36,12,000 profit is 10% on selling price. Sales is _____
- a. Rs. 45,15,000
 - b. Rs. 45,50,000
 - c. Rs. 50,00,000
 - d. Rs. 40,25,000
- 46) Over valuation of closing stock in Cost Accounts _____
- a. Increases costing profit
 - b. Increases financial profit

- c. Decreases costing profit
 - d. Decreases financial profit
- 47) Insurance is apportioned on machines on the basis of _____
- a. Insured value of each machine
 - b. Invoice price of each machine
 - c. Area
 - d. Cost of machine
- 48) Cost of Production is = Factory Cost + _____.
- a. Factory Overheads
 - b. Office Overheads
 - c. Direct Cost
 - d. Prime Cost
- 49) In costing stock valuation is done at _____ of _____.
- a. Cost, Production
 - b. Cost, Material
 - c. Cost, Finished Goods
 - d. Cost, Sale
- 50) Sale of scrap of material is deducted from cost of _____
- a. Material
 - b. Production
 - c. Selling
 - d. Office

COMMERCE V (MARKETING)

- 1 Marketing mix of a product comprises of _____.
- A Product, price, package, promotion
 - B Product, price, place, promotion
 - C Product, price, service, promotion
 - D Product, price, demotion, promotion
- 2 _____ means aiming at balance between profits + customer satisfaction +public interest.
- A Societal interest
 - B Goodwill
 - C Organizational objective
 - D Marketing mix
- 3 When the performance exceeds customer expectation, customers are _____.
- A Happy
 - B Satisfied

- C Sad
D Delighted
- 4 Professional marketers are _____ in decision making.
A Active
B Proactive
C Reactive
D Excited
- 5 Entering new markets with the existing products is called as _____ strategy.
A Product development
B Market penetration
C Market development
D Product penetration
- 6 Product development means _____.
A Developing new products for existing/ new markets
B Diving the market into segments
C Entry into new markets
D Increase in marketing activities in the existing market
- 7 When product performance matches with customer expectation, the customers are _____.
A Excited
B Dissatisfied
C Confused
D Satisfied
- 8 _____ is the first step of consumer buying behaviour.
A Need identification
B Information search
C Listing of alternatives
D Purchase decision
- 9 In Marketing Information System, _____ component includes data regarding costs, sales, profit, etc.
A Marketing intelligence system
B Internal records
C Marketing research
D Marketing decision support systems

- 10 The Marketing concept assumes _____.
that consumers will prefer those products that offer high quality and performance
- A
B that consumers will prefer those products which are aggressively promoted with the help of publicity, advertising, salesmanship and sales promotion
C that the success of the organization largely depends on customer satisfaction
D that customers will prefer those products that are widely available and are or lower price
- 11 In Marketing research, _____ research means conducting publicity, advertising, etc.
- A Product
B Promotion
C Pricing
D Place
- 12 In Consumer behaviour, Psychological factors can be termed as _____,
- A product, price, place, promotion
B culture, sub-culture
C learning, attitude, motives, perception
D physical surroundings, social surroundings, time
- 13 _____ techniques are used to examine the mounds of data to find out interesting facts of the customers.
- A Database
B Data warehouse
C Data mining
D Data network
- 14 European Union insists that labelling must be done in at least _____ major languages spoken in European Union.
- A 3
B 4
C 5
D 6
- 15 Mark up pricing is a _____ method.
- A Cost oriented
B Price oriented

- C Market oriented
D Product-oriented
- 16 Penetration pricing strategy is generally adopted at _____ stage in the product life cycle.
A Introduction
B Product development
C Growth
D Maturity
- 17 When a product is launched at a low price and low promotional expenditure it is called as _____ strategy.
A Rapid skimming
B Slow penetration
C Rapid penetration
D Rapid selling
- 18 The branding approach followed by Amul for its products Amul butter, Amul milk, Amul Cheese etc. is _____.
A Corporate brand name
B Individual brand name
C Corporate cum individual brand name
D Umbrella brand name
- 19 In India, brand patent may be obtained by registering under Patent Act _____.
A 2004
B 2005
C 2006
D 2007
- 20 Cadbury's Dairy Milk's "Shubh Aarambh" campaign is an example of _____.
A Positioning by Emotions
B Positioning by Benefits
C Positioning by Features
D Positioning by Use
- 21 Price is an important element of _____.
A Product-mix
B Management
C human resource

D marketing-mix

22 In _____ pricing strategy a premium price is charged when product is launched in the market.

- A Skimming
- B Penetration
- C Standard
- D Transfer

23 In case of perishable products a firm select _____ channel to avoid mis-handling and spoilage.

- A Shorter
- B Direct
- C Indirect
- D Exclusive

24 A _____ provides service to its clients of outsourced logistics services for part, or all of their supply chain management functions.

- A Third party logistics
- B Dealer
- C Supplier
- D Manufacturer

25 _____ refers to the management of the flow of goods and services from the producer to the consumer.

- A Supply chain management
- B Selling
- C Marketing
- D Packaging

26 _____ is the direct communication of information, to persuade consumer to buy something.

- A Personal selling
- B Sales promotion
- C Direct marketing
- D Advertising

27 Promotion mix is also called _____ mix.

- A Place
- B Communication
- C Price
- D Marketing

- 28 Advertising is _____ in nature.
- A non-personal
 - B Personal
 - C Special
 - D Private
- 29 A _____ is an assurance given about the quality of a product sold.
- A Promise
 - B Warranty
 - C Statement
 - D Logo
- 30 _____ Channel of distribution is an arrangement wherein two or more producers at the same level join together for marketing their products.
- A Vertical
 - B Horizontal
 - C Multi-level
 - D Diagonal
- 31 _____ is the element of promotion.
- A Warehousing
 - B Return of goods
 - C Inventory management
 - D Advertising
- 32 _____ is the first step in personal selling.
- A Prospecting
 - B Approach
 - C Presentation
 - D Follow-up
- 33 _____ is an unethical practice in marketing
- A Targeting to children
 - B Consumer awareness
 - C Providing legal assistance
 - D Organising protests
- 34 _____ are firms that target small & specific market.
- A Leaders
 - B Nichers
 - C Followers

D Challengers

35 _____ marketing takes into account preservation and conservation of the natural environment.

A Consumer

B Green

C Product

D Traditional

36 _____ helps in protecting the goods from damage during transportation.

A Tracking

B Insurance

C Marketing

D Packaging

37 _____ Organization assists the consumers in legal matters.

A Social

B Consumer

C Political

D Business

38 Ethics is a branch of _____ which is concerned with human conduct.

A Physiology

B Psychology

C Philosophy

D Sociology

39 To be successful, business ethics training programs need to:

A focus on personal opinions of employees.

B be limited to upper executives.

C educate employees on formal ethical frameworks and models of ethical decision making.

D promote the use of emotions in making tough ethical decisions.

40 Harmful products are promoted through _____ advertisements.

A Surrogate

B Advocacy

C Social

D Groups

41 _____ pricing helps to wipe out competition from the market.

- A Predatory
- B Differential
- C Premium
- D Skimming

42 _____ defense strategy involves launching of an offence against the competitor before the latter starts and offence.

- A Flanking
- B Position
- C Competition
- D Pre-emptive

43 Cloner Strategy is followed by market _____.

- A Follower
- B Leader
- C Challenger
- D Ideal

44 Market leaders can look for new users and more usage of its products when the product is in the _____ stage of the product life cycle.

- A Maturity
- B Introduction
- C Growth
- D Decline

45 In _____, a marketer attacks a competitor on its weak areas.

- A Frontal attack
- B Flank attack
- C Encirclement attack
- D Bypass attack

46 Market Follower strategy is a strategy of product _____.

- A Design
- B Imitation
- C Line
- D Innovation

47 _____ strategy is about launching improved products over that of the innovators.

- A Counterfeiter
- B Imitator

- C Cloner
- D Adaptor

48 _____ refers to marketing of goods and services in non-urban areas.

- A Digital marketing
- B Green marketing
- C Rural marketing
- D Niche marketing

49 Digital marketing makes use of _____ such as computers.

- A Electronic devices
- B Consumer goods
- C Capital goods
- D FMCG goods

50 Public Relations managers need to manage the _____ of the products.

- A Perception
- B Choice
- C Interest
- D Requirements

BUSINESS ECONOMICS-V

1. Globalisation means
 - a. National integration
 - b. Cultural integration
 - c. Integration of the economy of a country with the world
 - d. Self-integration
2. Social infrastructure does not include -----
 - a. Agriculture
 - b. Education
 - c. Family welfare
 - d. Health
3. Sustainable development goals have a total of -----goals
 - a. 15
 - b. 17
 - c. 16
 - d. 18
4. The Foreign Investment Board was abolished on -----
 - a. June , 2014
 - b. June , 2017
 - c. June 2015

- d. July , 2000
5. Rsashtriya Swastya Bima Yojana provides health insurance coverage to -----
 - a. Workers in the unorganised sector
 - b. Workers in the organised sector
 - c. The entire population
 - d. Only women and children
 6. The Foreign Investment Promotion Board was set up in -----
 - a. 1990
 - b. 1991
 - c. 2014
 - d. 2000
 7. The new agricultural policy was announce in the year -----
 - a. 2000
 - b. 2001
 - c. 2002
 - d. 2003
 8. The scheme for skill training of youth to be implemented through the National Skill Development corporation is -----
 - a. National Skill Development Mission
 - b. Pradhan Mantri Kaushal Vikas Yojana
 - c. Skill Loan Scheme
 - d. Skill india
 9. Capital adequacy norms help
 - a. Increase bank's profit
 - b. Maintain financial stability
 - c. Control inflation
 - d. Reduce balance of payments deficit
 10. The Foreign Investment Promotion Board was set up in -----
 - a. 1990
 - b. 1991
 - c. 2014
 - d. 2000
 11. -----is related to girls education
 - a. Samagra Shiksha
 - b. RUSA
 - c. Beti padhao Beti bachao
 - d. Sarva shiksha abhiyan
 12. FDI means:
 - a. Forex Direct investment
 - b. Foreign Deregulated investment
 - c. Foreign Direct Investment
 - d. Forex Deregulated investment

13. Liberalisation policy was announce on -----
- January 1st 1991
 - April 1st 1991
 - July 24th 1991
 - August 3rd 1991
14. Demand for agricultural commodities are
- Elastic
 - Unit elastic
 - Less elastic
 - Perfect elastic
15. -----are the prices which farmers are assured to received
- Minimum support prices
 - Procurement prices
 - Issue price
 - Maximum support price
16. FCI stands for
- Foreign cooperation with India
 - Food Corporation of India
 - Fossil corporation of India
 - Food coming to India
17. Farmers require long term credit for
- Consumption expenditure
 - Purchase of land
 - Purchasing seeds and fertiliser
 - Construction of well
18. Institutional source of agricultural finance consists of -----
- Money lenders
 - Commercial banks
 - Traders
 - Relatives
19. NIAM refers to
- National Institute of Agricultural Marketing
 - National Institute of Agricultural Management
 - National Institute of Agrarian Management
 - National Institute of Agrarian Marketing
20. -----is the backbone of Indian economy
- Agriculture
 - Industry
 - Service sector
 - Defence
21. -----served as a floor price and ensures reasonable profit margin for farmers
- Procurement prices
 - Maximum price fixation

- c. Market prices
 - d. Minimum support price
22. Issue prices are the prices at which the government supplies food grains to -----
- a. Fair price shops
 - b. Open market
 - c. Middlemen
 - d. Traders
23. Agricultural price policy has mainly benefitted -----
- a. Small farmers
 - b. Big farmers and landlords
 - c. Marginal farmers
 - d. Masons
24. Agricultural prices in India are
- a. Very certain
 - b. Uncertain
 - c. Very remunerative
 - d. Stable
25. Fair price shops protects the interest of
- a. Poor farmers
 - b. Poor consumers
 - c. Poor traders
 - d. Poor workers
26. -----is an APEX bank for rural sector
- a. NABARD
 - b. Commercial Bank
 - c. Foreign Bank
 - d. RBI
27. Agribusiness is the business of -----
- a. Agricultural production
 - b. Horticulture production
 - c. Sericulture production
 - d. Processing industries
28. Under the Competition Ac 2003 the unfair trade practices of companies were referred to
- a. CCI
 - b. MRTPC
 - c. NITI AAYOG
 - d. Consumer's courts
29. Industrial pollution control is a -----
- a. State subject
 - b. Central subject
 - c. Concurrent subject
 - d. Village subject
30. The national Tourism Policy was initiated in the year
- a. 1991
 - b. 2001

- c. 2000
 - d. 2002
31. -----was established with a view to protect the interest of holders of insurance policy in 2000.
- a. IRDA
 - b. NABARD
 - c. RBI
 - d. Commercial Bank
32. -----pollution is caused by deposit of organic and inorganic industrial waste into river
- a. Thermal
 - b. Water
 - c. Air
 - d. Industry
33. The competition Act as implemented in the year -----
- a. 1969
 - b. 2003
 - c. 2002
 - d. 1991
34. Which of the following is not an objective of disinvestment?
- a. Retiring of public debts
 - b. Active participation of government
 - c. Building resources
 - d. Rationalising sick units
35. MSME stands for -----
- a. Micro, Small and Medium Enterprises
 - b. Mini, Small and Medium Enterprises
 - c. Micro, small and Medium Employment
 - d. Mini, Small and Medium Employment
36. Medical Tourism is also known as -----
- a. Eco tourism
 - b. Health tourism
 - c. Wellness tourism
 - d. Heritage tourism
37. -----is a SIDBI initiative that provides capital to new SME start ups
- a. ISARC
 - b. Credit Guarantee Fund Trust
 - c. CLCSS
 - d. SIDBI Venture Capital Ltd.
38. Slogan used in promoting Indian tourism is -----
- a. Make in India
 - b. Investment in India
 - c. Incredible India
 - d. Skill India
39. Certificate of Deposits are issued by-----

- a. Scheduled Commercial Banks
 - b. Regional Rural banks
 - c. Local Area Bank
 - d. BSE
40. . Money market is market for-----
- a. Short term funds
 - b. Medium term funds
 - c. Interim funds
 - d. Long term funds
41. . -----is not a part of unorganised sector of Indian Money market
- a. Money lender
 - b. Indigenous bankers
 - c. Loan companies
 - d. Co-operative bank
42. Government Securities market is also known as -----
- a. Industrial security market
 - b. Development of financial institutions
 - c. Gilt edged market
 - d. Short term markets
43. Mutual Funds play an important role in Indian Capital market as
- a. Speculator in stock market
 - b. Investment avenue for small investors
 - c. Promoter of large scale industries
 - d. Screen based trading
44. The organised sector of Indian money market does not include-----
- a. Treasury bills
 - b. Chit funds
 - c. Mutual funds
 - d. DFHI
45. The full form of CCI is
- a. Controller of Capital Issue
 - b. Competition Committee of India
 - c. Competition Commission of India
 - d. Competition Controller of India
46. LAF means -----
- a. Liquidity Adjustment Facility
 - b. Liquidity Arrangement Facility
 - c. Liquidity Assistance Facility
 - d. Liquidity Agreement Facility
47. The full form of PIN is -----
- a. Portal Identification Number
 - b. Postal Identification Number
 - c. Personal Identification Number
 - d. Particular Identification Number
48. ECS means-----

- a. Electronic Cash Services
 - b. Electronic Clearing Services
 - c. Electronic Card Services
 - d. Electronic Credit System
49. In call money market, loans are given for a period of -----
- a. 1 to 14 days
 - b. 15 to 50 days
 - c. Upto 181 days
 - d. Upto 364 days
50. Indian Money Market is regulated by -----
- a. RBI
 - b. SBI
 - c. SEBI
 - d. LIC

COMPUTER SYSTEMS & APPLICATIONS

1. A byte consists of _____ bits
 - a. 2
 - b. 4
 - c. 8
 - d. 16
2. URL stands for _____
 - a. Uniform Resource Locator
 - b. United Resource Locator
 - c. Universal Resource Locator
 - d. Uniform Resource Library
3. Web Pages are developed by using:
 - a. HTTP
 - b. HTML
 - c. POP
 - d. SMTP
4. The acronym UTP stands for:
 - a. Uniformly Terminating Port
 - b. Unshielded T-connector
 - c. Unshielded Twisted Pair
 - d. Unshielded Teflon-coated pair
5. The network spanning a number of cities or countries or continents form _____.
 - a. LAN
 - b. MAN
 - c. WLAN
 - d. WAN
6. Which topology requires a central controller or hub?
 - a. Star
 - b. Ring

- c. Bus
 - d. Mesh
7. Of the following ____ is not a protocol.
- a. TCP
 - b. IP
 - c. FTP
 - d. OSI
8. Each web page has a unique address called a ____.
- a. Protocol
 - b. Document name
 - c. URL
 - d. Hostname
9. Which topology fails if the backbone cable fails?
- a. Star
 - b. Bus
 - c. Ring
 - d. Mesh
10. Coaxial Cables run up to ____ metres.
- a. 100
 - b. 200
 - c. 500
 - d. 1000
11. The transmission medium that carries the message is referred to as the ____.
- a. Protocol
 - b. Gateway
 - c. Communication channel
 - d. Receiver
12. The base of hexadecimal system is ____.
- a. 2
 - b. 6
 - c. 10
 - d. 16
13. They break into the security system for non-harmful reasons, like to test the security system. They are called ____
- a. Black hat
 - b. White hat
 - c. Red hat
 - d. Grey hat
14. To indicate that there should be 5 integer and 2 decimal position use ____
- a. Decimal (5,2)
 - b. decimal(7,2)
 - c. decimal(9,2)

- d.decimal(2,5)
15. To view the names of the database in MYSQL ___used.
 - a. Show Tables;
 - b.View Databases;
 - c.show database;
 - d. show databases;
 16. Delete from pay; statement will delete ___the rows from the table pay.
 - a.ALL
 - b.First 5
 - c.LAST 10
 - d.FIRST 10
 17. The Function which gives the square root of x is_____
 - a. ABS(X)
 - b.SQRT(x)
 - c.SQR(X)
 - d.POW(X)
 18. ___function returns the string with all remove Prefixes and suffixes
 - a. LTRIM()
 - b. TRIM()
 - c.Upper()
 - d.Lower()
 19. ___returns Current date and time in MYSQL.
 - a. TIME()
 - b.DATE()
 - c.YEAR()
 - d.NOW()
 20. Which among the following is the correct representation of “float(5,0)”?
 - a.12345.123
 - b.12345.1
 - c.12345
 - d. 123.123
 21. Which Numeric Data type has the largest range?
 - a. Mediumint
 - b. Smallint
 - c. Int
 - d. Tinyint
 22. GRANT,REVOKE are_____
 - a. Schema Statements
 - b.Data statements
 - c.Control statement
 - d. Transaction statements
 23. Storage required for mediumint() datatype is__
 - a.1 byte

- b. 2 byte
 - c. 3 byte
 - d. 4 byte
24. Storage required for DATETIME datatype is _____
- a. 3 bytes
 - b. 8 bytes
 - c. 4 bytes
 - d. 1 bytes
25. . Which of these is a valid call to a function.
- a. CONCAT(A , B)
 - b. CONCAT (A , B)
 - c. CONCAT("A" , "B")
 - d. CONCAT (A, B)
26. Which of these field types would be best to hold a .jpg image?
- a. char
 - b. nchar
 - c. text
 - d. blob
27. ____ relationship there will be only single parent record and single child record.
- a. one to one
 - b. many to many
 - c. one to many
 - d. Relation database
28. ____ is the type of database structure
- a. one to one
 - b. many to many
 - c. one to many
 - d. Relation database
29. Not null, default value are the _____ attributes
- a. Column specification
 - b. Row specification
 - c. Table specification
 - d. Database specification.
30. The statement SELECT CONCAT_WS('-', 'MY', 'S', 'QL'); returns _____
- a. M-Y-S-Q-L
 - b. -MY-SQL-
 - c. MY-S-QL
 - d. -MY-S-QL-
31. The statement used to perform queries on table begins with _____.
- a. Select
 - b. Search
 - c. Query
 - d. Selection

32. To cancel the transaction and not save it we use ____.
- Commit
 - Concat
 - Rollback
 - Create
33. To display unique values for Zone from branch table. The Query will be like.
- Select distinct zone from branch;
 - Select zone from branch;
 - Select zone distinct from branch;
 - Select zone from branch distinct;
34. The ____ mark used to display all the columns from table
- @
 - *
 - &
 - %
35. What is the most common type of join?
- INNER JOIN;
 - JOINED;
 - JOINED TABLE;
 - INSIDE JOIN;
36. The operator \neq means ____
- Equal to
 - not equal to
 - greater than
 - less than
37. _____ Filters out unwanted groups
- Where
 - From
 - Having
 - Select
38. Limit (3, 4) means displays rows from _____
- 3 to 6
 - 4 to 7
 - 4 to 6
 - 3 to 7
39. The intersection of all rows and columns in excel is called as _____
- Workbook
 - Worksheet
 - cell range
 - intersection
40. Which one is not a Function in MS Excel ?
- SUM

- b. AVG
 - c. MAX
 - d. MIN
41. The process of arranging the items of a column in some sequence or order is known as ____
- a. Arranging
 - b. Autofill
 - c. Sorting
 - d. Filtering
42. What command allows you to highlight the cell(s) in a data table that matches your set-up information?
- a. Cell Styles
 - b. Conditional Formatting
 - c. AutoFormatting
 - d. Data Table Styles
43. Keyboard shortcut to repeat the most recent action is
- a. Ctrl + x
 - b. Ctrl + y
 - c. Ctrl + z
 - d. Ctrl + shift + x
44. A workbook may consist of multiple:
- a. Worksheets
 - b. files
 - c. folders
 - d. disks
45. Which of these is an absolute reference
- a. A1
 - b. \$A1
 - c. A\$1
 - d. \$A\$1
46. To evaluate what a series of payments will be worth at some point in the future, which of the following should be used?
- a. PMT
 - b. FV
 - c. PV
 - d. IRR
47. In financial functions if payments are made quarterly then we will have to divide the annual interest rate by _____
- a. 12
 - b. 6
 - c. 4
 - d. 2
48. A _____ is a dynamic summary of data contained in a database.
- a. Table

- b. Pivot table
 - c. Summary
 - d. database
49. An _____ annuity is an annuity in which payments are made at the end of equally spaced periods
- a. Ordinary
 - b. Special
 - c. Regular
 - d. lumpsum
50. In _____ before you print a worksheet or chart, you may want see the output on the screen to check whether the settings you have done are correct or no
- a. Printout view
 - b. Page preview
 - c. Print preview
 - d. Page layout

EXPORT MARKETING-I

Q1	Composition of India's Export can be viewed by _____
A	Merchandise / commodities / services Exports
B	Direction of Exports
C	Region wise Exports
D	Opportunities in services sectors

Q2	In India exporters should realize their export proceeds within a period of _____
A	120 days
B	180 days
C	160days
D	320 days

Q3	Some of the _____ especially from developed nation have a negative attitude towards Indian goods
A	Overseas Buyers
B	Domestic Buyers
C	Local Buyers
D	Target Audiences

Q4	India exports a number of agriculture related items. In 2016-2017agriculture exports were _____ of the total merchandise exports of India
A	14%
B	12%
C	13%

D	15%
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Q5	Old technology products may have low or no demand in the home market but such products may have demand in the
A	Developing Countries
B	Developed Countries
C	Least Developed Countries
D	Rich Nations

Q6	The _____ gives number of incentives to the exports to induce them to export, such as Duty drawback, Excise Exemption.
A	Government of Overseas Countries
B	NGOs
C	Government of India
D	Political Leaders

Q7	When there is a misunderstanding in communication and in international trade transaction it is known as
A	Language or Culture Risk
B	Unforeseen Risk
C	Political Risk
D	Commercial Risk

Q8	A country external economics strength depends upon its _____ position
A	Balance of payment
B	Equity of balance
C	Reputation in the world
D	Foreign exchange

Q9)	Top 3 OPEC countries for India's Export include:
A	France, Spain and Russia
B	UAE, Saudi Arabia, Iran
C	North America, Canada and Mexico
D	Singapore, China and Hong Kong

Q10)	Which of the following is importance of export marketing for a 'Firm'
A	Improves International Relations
B	Improves Balance of Payment
C	Better Reputation in the World
D	Leads to better Organizational efficiency

Q11)	Under Region wise India's export trade, major portion of India's export goes to
A	Asian countries
B	Africa
C	Arab Nations
D	Russia

Q12)	Movement of Factor of Production is _____ in export marketing and _____ in domestic marketing.
A	Difficult, Free
B	Free, Difficult
C	Free, restricted
D	Restricted, not allowed

Q13)	Revenue tariff is generally imposed on _____ goods
A	Luxury
B	<i>Necessity</i>
C	Low quality
D	Giffen

Q14)	Under _____ system the total import quantity is fixed without prior consultations with the exporting countries.
A	Unilateral Quota
B	Bilateral Quota
C	Multilateral Quota
D	Tariff/Customs Quota

Q15)	In export marketing, term _____ is defined as a group of countries that come together for enhancing world trade and development
A	Developed nations economic grouping
B	National economic grouping
C	Domestic economic grouping
D	Regional economic grouping

Q16)	Which of the following is a feature of Preferential Trade Arrangement
A	The member nations reduce trade barriers on member nations
B	The member nations collectively impose trade barriers on non members.
C	There are no restrictions on movement of labour and capital within the group
D	The member nations adopt common economic policies

Q17)	SAFTA, NAFTA are the example of _____
------	---------------------------------------

A	Preferential Trade Arrangement
B	Free Trade Area
C	Common market
D	Custom union

Q18)	TRIPs, TRIMs) GATS are _____
A	WTO agreements
B	Tariff barriers
C	Non tariff barriers
D	Regional Economic Groupings

Q19)	When exporters attempt to capture foreign markets by selling goods at _____ prices, such practice is called dumping.
A	High
B	Premium
C	Rock bottom/very less
D	Standard

Q20)	_____ do not affect the price of the imported goods but only the quantity of imports.
A	Non-tariff barriers
B	Tariff barrier
C	Local taxes
D	Octroi

Q21)	Compound duty is a combination of the _____ and _____ on a single product.
A	Specific duty and Countervailing duty
B	Sliding scale duty and Ad-valorem duty
C	Specific duty and Revenue tariff
D	Specific duty and Ad-valorem duty

Q22)	Under Packaging requirement, developed nations allow only _____ type of packaging in their country.
A	Cheap quality
B	Fancy and attractive
C	Recyclable, bio-degradable, eco-friendly
D	Trendy

Q23)	Service sector brings in _____ amount of foreign exchange in the country through exporting.
A	Huge
B	Comparatively less
C	Negligible
D	Zero

Q24)	Which of the following statements is incorrect in case of 'non-tariff barriers'?
A	It is meant for providing the free entry of the goods across nations
B	It do not affect the price of the imported goods
C	It affects the quality and quantity of the goods.
D	These are not imposed in the form of 'tax barriers' or the 'monetary barriers'

Q25	The target for New FTP 2015-20 is to put India's export of goods and services upto _____.
A	US \$ 1000 billion
B	US \$ 800 billion
C	US \$ 900 billion
D	US \$ 1000 billion

Q26	In global market Research following methods are not included _____.
A	Collecting and Recording data
B	Analysing and Interpreting data
C	Reporting of data
D	Collecting only Primary Data

Q27	Global marketing Research means _____.
A	Marketing research related to International markets
B	Marketing research related to National markets
C	Marketing research related to International company
D	Marketing research related to National company

Q28	Mid term review FTP 2015 – 2020 was released in _____.
A	5 th Jan 2018
B	5 th Dec 2018
C	5 th Feb 2018
D	5 th March 2018

Q29	DGFT act as connecting link between government and _____.
A	Exporting community
B	Indian importers
C	Export promotion
D	Finance Ministry

Q30	Restricted items under negative list can be imported or exported with the special permission from _____.
A	Ministry of commerce
B	DGFT
C	Department of Industry
D	Department of Finance

Q31	_____ scheme has been introduced by replacing FPS, FMS, MLFPS, AIIS, VKGUY.
-----	---

A	SEIS
B	EPCG Scheme
C	MEIS
D	EOU Scheme

Q32	The responsibility for the execution of FTP is given to
A	Ministry of commerce
B	DGFT
C	Department of Industry
D	Department of Finance

Q33	The introduces the Export – Import Policy.
A	Government of India
B	Top University professor
C	Finance Minister
D	Railway Minister

Q34	EPCG scheme stands for
A	External Produced Capital Goods
B	Export Promotion Capital Goods Scheme
C	External and Internal Promotion of capital goods.
D	Export Promotion consumer goods scheme

Q35	The office of DGFT is located at
A	New Delhi
B	Mumbai
C	Chennai
D	Hyderabad

Q36	TRIFED is a canalizing Agency mainly deals with
A	Petroleum Products
B	Mineral Ores
C	Mica Waste
D	Gum Karaya

Q37	Bio Technology parks are specialized technological park which are specialized in
A	Capital Technology
B	Nano Technology
C	Bio Technology
D	Technology

Q38	Following item which is not included in the category of prohibited items under negative list ?
-----	--

A	Exotic birds.
B	Beef
C	Human Skeleton.
D	Fur of Domestic Animal

Q39	MDA is available to _____ .
A	Super Star Trading Houses
B	Trading Houses
C	Status Holders
D	Export Houses

Q40	MDA is available to _____ .
A	Super Star Trading Houses
B	Trading Houses
C	Status Holders
D	Export Houses

Q41	Town of Export Excellence will get all _____ under Foreign Trade Policy.
A	Benefits
B	Facilities
C	Promotion
D	Difference

Q42	No routine examination of export and import cargo _____ by the customs.
A	EOUs
B	SEZs
C	AEZs
D	FTP

Q43	The Government agency that does not assist the small units under the IRMAC Scheme is _____ .
A	Khadi and village Industries Commission
B	State and village Development Corporation
C	State Trading Corporation
D	States Small Industries Development Corporation

Q44	Export Advance Authorisations are issued for inputs and export items given under _____ .
A	EPCG
B	SION
C	DEPB
D	DBK

Q45	In IGST, "I" stands for _____ .
-----	---------------------------------

A	Internal
B	Integrated
C	Intra
D	Inter

Q46	_____ is the Apex export promotion Organisation of India.
A	FIEO
B	ITPO
C	IIP
D	EPC

Q47	ITPO came into existence in the year _____.
A	1965
B	1992
C	2000
D	2005

Q48	_____ is not a commodity board.
A	Coir board
B	Rubber board
C	Coffee board
D	Pepper board

Q49	The members of FIEO account for about _____ of India's export trade.
A	50%
B	60%
C	70%
D	80%

Q50	The main role of EPC is _____.
A	To maximize exports
B	To project good image of Indian products
C	To be an Apex organisation
D	To coordinate export promotion activities

DIRECT TAXES	
1	The Income Tax Act 1961 is applicable _____.
	a. all over India except Andaman & Nicobar
	b. all over India except Maldives
	c. all over India except Jammu & Kashmir

	d. all over India
2	Income received in India whether occurred in India or outside India, the tax incidence in case of resident is
	a. Taxable as per slabs
	b. Exempted from tax
	c. Partly exempted
3	The income received and accrued outside India from a business controlled or profession setup in India, the tax incidence in case of non resident is
	a. Taxable
	b. Non-taxable
	c. Partly taxable
4	_____ is exempted from Income Tax
	a. Interest from Indian company
	b. Dividend from foreign company
	c. Cooperative society dividend
5	The sum of various heads is called as
	a. Taxable income
	b. Total income
	c. Gross total income
6	Any rent or revenue derived from land which is situated in India and is used for agricultural purpose is
	a. Partially taxable
	b. Fully taxable
	c. Exempted from tax
7	Assessment year can be a period of:
	a. only more than 12months
	b. 12 months and less than 12months
	c. only 12months
8	Body of individual should consist of
	a. Individual only
	b. Persons other than individual only
	c. Both individual and non individual persons
	d. Any person

9	Interest credited in State Bank of India Taxable to _____
	a. Resident and Ordinarily Resident
	b. Resident but not ordinarily Resident
	c. Non Resident
	d. Taxable to all type of residential status
10	The income of previous year is chargeable to tax in the _____
	a. Immediately succeeding assessment year
	b. Same previous year
	c. Immediately preceding previous year
	d. Next year of assessment year
11	Payment received by a College lecturer from University for setting question papers
	a. Salary
	b. Income from other sources
	c. Income from business
	d. Exempt income
12	Value of rent free Accommodation provided by the employer _____
	a. is exempt from tax
	b. is a perquisite taxable in case of all employees
	c. is a perquisite taxable in case of only 'specified' employees
	d. is a perquisite taxable in case of only government employees
13	Compensation for termination of employment _____
	a. is not taxable
	b. is taxable as capital gains
	c. is taxable in case of only 'specified' employees
	d. is taxable as 'profit in lieu of salary'
14	Allowances for expenses on Travelling on tour or transfer are _____
	a. exempt upto lower of the amount actually spent or the prescribed limits
	b. exempt fully to the extent actually spent
	c. exempt to the extent of lower of allowance received or the lump-sum amount prescribed, irrespective of actual expenditure
	d. fully taxable
15	Pension received by an employee of the Central or State Government who has been awarded "ParamVirChakra"
	a. is taxable as income from salary
	b. is exempt from tax
	c. is taxed after deducting Rs. 15,000 or 1/3 whichever is lower
	d. is taxable as income from other sources
16	Interest on Securities is exempt under section _____
	a. 10 (12)

	b. 10 (13)
	c. 10 (14)
	d. 10 (15)
17	Government Awards & Rewards is exempt under section _____
	a. 10 (17A)
	b. 10 (17B)
	c. 10 (17C)
	d. 10 (17D)
18	Commutation of Pension is exempt under section _____
	a. 10 (A)
	b. 10 (B)
	c. 10 (C)
	d. 10 (D)
19	Gratuity received during service is _____
	a. Fully Exempt
	b. Fully Taxable
	c. Partly Taxable
	d. Partly Exempt
20	M, who is entitled to salary of Rs. 20,000 p.m. took advance of Rs. 50,000 against the salary in the month of March,2020. The gross salary of M for the assessment year 2020-21 shall be Rs. _____
	a. 2,90,000
	b. 2,40,000
	c. 50,000
	d. 2,50,000
21	Mr. Santosh is owner of two houses namely “Genaraje” at Mulund& “Om Sai” at Thane which are self – occupied . However, apartment at “Om Sai” was let out for 2 months. The computation of this property - “Om Sai” would be _____
	a. Let out
	b. Self-occupied
	c. Partly let out & partly SOHP
	d. Deemed let out
22	Income from subletting of house property is taxable under the head _____
	a. Income from House Property
	b. Income from Other Sources
	c. Profits & Gains of Business or Profession
	d. Capital Gains
23	Find the Gross Annual Value of house property of Nishant if the following is given:

	Municipal value = Rs. 1,00,000; Fair Rent = Rs. 88,000; Standard Rent = Rs. 92,000; Actual Rent = Rs. 89,000
	a. Rs. 1,00,000
	b. Rs. 88,000
	c. Rs. 92,000
	d. Rs. 89,000
24	Municipal tax is allowed as deduction if it is paid by the _____ of the property
	a. Owner
	b. Tenant
	c. Both Owner and Tenant
	d. Housing Society
25	_____ % standard deduction is allowed on annual value
	a. 30
	b. 45
	c. 10
	d. 25
26	Gift received by a lawyer from his mother is _____
	a. Allowed as deduction from gross income of the client
	b. Exempt from tax for the lawyer
	c. Chargeable to tax as income from business for the lawyer
	d. Chargeable to tax as income from other sources for the lawyer
27	Best Doctor Award received by the assessee Doctor during the course of carrying on his profession is taxable under the head _____
	a. Salary
	b. Other sources
	c. Professional Income
	d. Capital Gain
28	If not system of accounting is followed, interest on securities is taxable on _____
	a. due basis
	b. receipt basis
	c. hybrid basis
	d. deemed basis
29	Surya received Rs. 60,000 from his friend on his birthday. What amount is taxable?
	a. Entire amount of Rs. 60,000
	b. Rs. 50,000 is taxable
	c. Rs. 10,000 is taxable
	d. it is fully exempt
30	For computing lottery income, the assessee shall _____

	a. Be entitled to any deduction for purchase of lottery tickets
	b. Not entitled to any deduction for purchase of lottery tickets
	c. Be entitled to deduction upto 10% of total purchase of tickets
	d. Be entitled to deduction upto 50% of total purchase of tickets
31	Capital gain arises from the transfer of
	a. Any asset
	b. Any fixed asset
	c. Any capital asset
	d. Land and building only
32	Short - term capital gain arise on transfer of listed shares and units held by the assessee for not more than
	a. 36 months from the date of acquisition
	b. 12 months from the date of acquisition
	c. 54 months from the date of acquisition
	d. 24 months from the date of acquisition
33	Income from sale of household furniture is
	a. Taxable capital gain
	b. Not taxable as capital gain
	c. Short term capital gain
	d. Long term capital gain
34	What is the date on which Fair Market Value of capital assets acquired is determined?
	a. 1-4-2001
	b. 1-4-1971
	c. 1-4-1981
	d. 1-4-1961
35	Distribution of assets at the time of partial or complete partition of HUF shall
	a. Be regarded as a transfer in the hands of HUF for capital gain purposes
	b. Be regarded as a transfer in the hands of coparceners (members of HUF)
	c. Neither be regarded as transfer in the hands of HUF nor in the hands of coparceners
	d. Be regarded as a transfer in the hands of Karta for capital gain purposes
36	Deduction under section 80c in respect of tuition fee is allowed for the purpose of
	a. an individual only
	b. individual of HUF
	c. any assessee
	d. only HUF
37	Overall deduction u/s 80C (along with deduction u/s 80CCC & 80CCD(1)) allowed is up to Rs.
	a. 1,00,000

	b. 1,50,000
	c. 2,00,000
	d. 2,50,000
38	Mr. Khetan has taken a life insurance policy on his own life on 01-04-2019. The capital sum assured is 1,00,000. He has paid insurance premium of 30,000 during the previous year. He is eligible for deduction under Section 80C amounting –
	a. 30,000
	b. 10,000
	c. 15,000
	d. 20,000
39	The deduction under section 80e is allowed for repayment of interest to the extent of
	a. Rs. 50,000
	b. Rs. 1,00,000
	c. An amount paid as interest during the year
	d. amount paid from last year
40	Under Section 80C the life Insurance Premium paid by a person to effect or to keep in force a life insurance policy on the life of the following person shall not qualify for deduction:
	a. Himself / Herself
	b. Father of the individual
	c. Spouse of the individual
	d. Any child of the individual
41	Where the amount of an expenditure claimed as deduction exceed ₹ 10,000, it should be paid by
	a. Crossed cheque
	b. Cash
	c. Account payee cheque /draft
	d. NEFT /RTGS payment
42	Export incentives received by an assessee are
	a. Exempt
	b. Taxable as business income
	c. Exempt upto certain limits
	d. Only 10% Taxbale
43	An amount paid to a company to be used for scientific research shall be allowed a deduction equal to
	a. 100%
	b. 125%
	c. 150%
	d. 110%

44	Perquisite received by the assessee during the course of carrying on his business or profession is taxable under the head.
	a. Salary
	b. Other source
	c. Business / Professional Income
45	Depreciation is allowed in case of
	a. Tangible fixed assets only
	b. Intangible assets only
	c. Tangible and intangible assets
46	Eligible assesses for claiming deduction u/s 35 D are _____
	a. Indian and foreign companies
	b. Foreign companies and non-resident non-corporate assesses
	c. Indian companies and resident non-corporate assesses
47	Payments to specified persons which are unreasonable are _____.
	a. Allowed u/s 40 A (2)
	b. Disallowed u/s 40 A (2)
	c. Allowed u/s 40 A (3)
48	d. Disallowed u/s 40 A (3)
	Net Profit as per Profit & Loss is Rs. 5,30,000 , Depreciation as per Income Tax Rs. 1,30,000 , Depreciation as per Profit & Loss is Rs. 2,00,000 what will be the taxable business income
	a. Rs. 5,30,000
	b. Rs. 6,00,000
49	c. Rs. 4,60,000
	d. Rs. 8,60,000
	_____ is allowed as deduction under business & profession
	a. Actual Bad debts
50	b. Reserve for Bad debts
	c. Reserve for Doubtful debts
	d. Reserve for discount on Debtors
	Bad debts recovered Rs. 25,000. During the year 2019-20. Which was allowed as Bad debts as business expenditure for the assessment year 2018-19. Is
a. Allowed as business expenses in the Assessment year 2020-21	
b. Allowed as business income in the Assessment year 2020-21	
c. Dis allowed as business expenses in the Assessment year 2020-21	
d. Dis allowed as business income in the Assessment year 2020-21	

FINANCIAL ACCOUNTING SEM-VI B.COM

1. Accounting for amalgamation is governed by
 - a) Accounting Standard 1
 - b) Accounting Standard 13
 - c) Accounting Standard 14
 - d) Accounting Standard 11
2. Under the Companies Act, 1956,
 - a) absorption' includes 'amalgamation'
 - b) amalgamation' includes 'absorption'
 - c) amalgamation' excludes 'absorption'
 - d) internal reconstruction' includes 'external reconstruction'
3. On amalgamation, Sinking Fund A/c appearing on the Liabilities side in the balance sheet of the vendor company
 - (a) is closed by credit to Purchasing Company A/c
 - (b) is closed by credit to Realisation A/c
 - (c) is closed by credit to Equity Shareholders A/c
 - (d) is closed by debit to Realisation A/c
4. The difference between the purchase consideration and the net assets of the vendor company, if any, is either debited to the Goodwill Account or credited to the Capital Reserve Account
 - (a) if the amalgamation is in the nature of merger as defined under AS 14
 - (b) if the amalgamation is in the nature of purchase as defined under AS 14
 - (c) if the purchase consideration is calculated under Net Assets method
 - (d) if the amalgamation is in the nature of external reconstruction as defined under the Companies Act
5. If there is a provision (RDD) against the debtors, such debtors are transferred to the Realisation a/c at
 - (a) Net Amount i.e. Debtors less RDD
 - (b) Current Market Value
 - (c) Gross Amount of Debtors
 - (d) 50% amount of Debtors
6. Average rate
 - a) is the exchange rate at the balance sheet date
 - b) is the mean of the exchange rates in force during a period
 - c) is the ratio for exchange of two currencies
 - d) is the rate at which an asset could be exchanged between knowledgeable, willing parties in an arm's length transaction
7. Money held and assets and liabilities to be received or paid in fixed or determinable amounts of money
 - a) Current items
 - b) Non-monetary items
 - c) Monetary items

- d) Forward Exchange Contract
8. Which of the following statements is false?
- a) At each balance sheet date, foreign currency monetary items should be reported using the closing rate
 - b) At each balance sheet date, non-monetary items which are carried in terms of historical cost denominated in a foreign currency should be reported using the exchange rate at the date of the transaction
 - c) At each balance sheet date, non-monetary items, which are carried at fair value denominated in a foreign currency should be reported using the exchange rates that existed when the values were determined
 - d) At each balance sheet date, foreign currency monetary items should be reported using the average rate during the year
9. X ltd exported goods worth \$15,000 on 1st April 2019. Payment of \$15,000 was received on 1st June 2019. On 1 April 2019 \$1=₹65 , 1st June 2019 \$1=₹67. On 1st June 2019 x ltd will record _____
- a) Foreign exchange fluctuation (Loss) ₹30,000
 - b) Foreign exchange fluctuation (Gain) ₹30,000
 - c) Foreign exchange fluctuation (Loss) ₹25,000
 - d) Foreign exchange fluctuation (Gain) ₹25,000
10. The exchange rate at the balance sheet date is known as
- a) Average Rate
 - b) Closing Rate
 - c) Non-monetary Rate
 - d) Monetary Rate
11. A company can be liquidated in any of following ways under the Companies Act, 2013 after 1-4-2017
- a) Compulsory winding-up by the Tribunal
 - b) Voluntary winding-up by the Members or Creditors
 - c) Winding-up under the supervision of the Court
 - d) No winding up procedures.
12. Liability for compensation under Workmen's Compensation Act is treated as
- a) Secured creditor
 - b) Over-riding preferential creditor
 - c) Preferential creditor
 - d) Unsecured creditor
13. List 'A' in statement of affairs gives the list of
- a) Assets specifically pledged
 - b) Assets not specifically pledged
 - c) Preferential creditors
 - d) Unsecured creditors
14. Bills were discounted to the extent of ` 10,000 of which bills of ` 4,000 are likely to be dishonored. Hence, the liability to rank in respect of these bills will be
- a) 10,000

- b) 4,000
- c) 6,000
- d) 14,000

15. Loss on Liquidation transfer to

- a) Equity shares holder
- b) Preference share holder
- c) Debenture holder
- d) Creditors

16. As per SEBI guidelines, the underwriting commission on equity shares

- a) 10 per cent of the issue price
- b) 5 per cent of the issue price
- c) 2.5 per cent of the issue price
- d) 2 per cent of the issue price

17. Unmarked applications refers to

- a) Applications bearing the stamp of the underwriters
- b) Applications from public received directly by the company without bearing any stamp of underwriters
- c) Applications issued by the company to underwriters
- d) Applications carrying the signatures of public who applied for shares

18. As per SEBI guidelines, commission payable to underwriters for underwriting Preference shares or Debentures upto ` 5 lakhs, should not exceed

- a) 5%
- b) 2.5%
- c) 10%
- d) 1.5%

19. Underwriting done by single under writer is called as

- a) Sole underwriting
- b) Joint Underwriting
- c) Company Underwriting
- d) Sub underwriting

20. A company issue 10000 Equity share which were underwritten by X. The company received application of 15000 share. Hence X Limited will get commission on issue price of Share

- a) 15000 Share
- b) 10000 Share
- c) 5000 Share
- d) 25000 Share

21. LLP is created by.....

- a) Law
- b) Contract
- c) Proposal
- d) Agreement

22. Cessation as partner in LLP is by giving Day's prior notice to the LLP.

- a) 30
- b) 45
- c) 60
- d) 90

23. Partners in LLP are to enter into any contract.

- a) Free
- b) Restricted
- c) As per mutual understanding
- d) Non Eligible

24. Procuring Designated Partners Identification number of The LLP is subject to Section

- a) 7(1)
- b) 7(6)
- c) 7(9)
- d) 13(3)

25. The Maximum number of partners LLP can have is

- a) 7
- b) 50
- c) 2
- d) No Limit

COST ACCOUNTING SEM-VI B.COM

1. Materials Requisition Note_____
 - a. Authorizes and records the issue of materials for use
 - b. Records the return of unused materials
 - c. Records the transfer of materials from one store to another
 - d. Classified record of materials, issues, returns and transfers

2. This is debited with all purchases of materials for the stores and credited with all issues of materials_____
 - a. General Ledger Adjustment Account
 - b. Stores Ledger Control Account
 - c. Work-in-Progress Ledger
 - d. Finished Goods Control Account

3. Material amounting to Rs. 58,300 is purchased on credit. The entry in Cost Ledger under non-integrated System is_____
 - a. Purchases A/c Dr. 58,300
 To Sundry Creditors A/c 58,300
 - b. Stores Ledger Control A/c Dr. 58,300
 To General Ledger Adjustment 58,300
 - c. Purchases A/c Dr. 58,300
 To Cost Ledger control A/c 58,300
 - d. Work-in-Progress Control A/c Dr. 58,300
 To General Ledger Adjustment A/c 58,300

4. Journal entry for absorption of production overheads in non-integrated accounts is_____
 - a. Production Overhead A/c Dr.
 To Cost Ledger Control A/c
 - b. Work-in-Progress A/c Dr.
 To Production Overhead Control A/c
 - c. Overhead Adjustment A/c Dr.
 To Production Overhead A/c
 - d. Finished Stock Control A/c Dr.
 To WIP Ledger Control A/c

5. The double entry for factory cost of production in a cost ledger is_____
 - a. Cost of Sales A/c Dr.
 To Finished Goods Control A/c
 - b. Finished Goods Control A/c Dr.
 To WIP Control A/c
 - c. Costing Profit and Loss A/c Dr.
 To Finished Goods Control A/c
 - d. WIP Control A/c Dr.

To Finished Goods Control A/c

6. Material supplied to site and destroyed by accident is _____
 - a. Debited to Loss by Accident A/c and credited to Contract A/c
 - b. Debited to Contract A/c and credited to Loss by Accident A/c
 - c. Credited to Insurance Claim A/c and debited to Contract A/c
 - d. Credited to Contract A/c and debited to Insurance Claim A/c

7. The cost of any sub-contracted work is _____
 - a. A direct expense of a contract and is debited to the contract account
 - b. An indirect expense of a contract and is debited to the contract account
 - c. A direct expense of a contract and is debited to the client account
 - d. An indirect expense of a contract and is debited to the client account

8. Contract Price is Rs. 10,00,000 work certified is 60% cash received is 80% of work certified which is Rs. 4,80,000 work certified will be _____
 - a. Rs. 4,80,000
 - b. Rs. 6,00,000
 - c. Rs. 6,20,000
 - d. Rs. 3,40,000

9. Work certified is less than 25% of the contract price. The transfer to P & L A/c will be _____
 - a. 1/3rd of Notional profits
 - b. NIL
 - c. 2/3rd of Notional profits
 - d. 100% of Notional profits

10. Cash received Rs. 2,00,000. It is 80% of work certified. The work certified is _____
 - a. Rs. 2,50,000
 - b. Rs. 1,50,000
 - c. Rs. 2,00,000
 - d. Rs. 1,75,000

11. Normal loss is calculated as _____
 - a. Percentage of Input Quantity
 - b. Percentage of Input Value
 - c. Percentage of Output Quantity
 - d. Percentage of Sales

12. Unit Cost is equal to _____
 - a. $\text{Normal Cost} \div \text{Normal Output}$
 - b. $\text{Total Cost} \div \text{Normal Output}$
 - c. $\text{Normal Cost} \div \text{Total Output}$

- d. $\text{Total Cost} \div \text{Total Output}$
13. 12,000 kg of a material were input to a process in a period. The normal loss is 10% of input. There is no opening or closing work-in-progress. Output in the period was 10,920 kg. What was the abnormal gain/loss in the period?
- Abnormal gain of 120 kg
 - Abnormal loss of 120 kg
 - Abnormal gain of 1,080 kg
 - Abnormal loss of 1,080 kg
14. By-products and main products are differentiated by _____
- Number of units per processing period
 - Weight or volume of outputs per period
 - The amount of sales value per unit
 - Scrap value
15. If the Input is 8,400 units, Normal loss 15% and Output 7,500 units, then abnormal gain is _____ units.
- 700
 - 300
 - 360
 - 400
16. Compute Contribution if Sales is Rs. 4,00,000, Fixed Cost is Rs. 1,00,000 and Variable Cost is Rs. 2,00,000.
- Rs.3,00,000
 - Rs.2,00,000
 - Rs. 1,00,000
 - Rs.5,00,000
17. An increase in fixed cost results in _____
- Increase in margin of safety
 - Increase in break-even point
 - Increases in contribution
 - Increase in P/V Ratio
18. Contribution margin is known as _____
- Marginal income
 - Gross Profit
 - Net income
 - Net Profit
19. Margin of safety is referred to as _____
- Excess of actual sales of fixed cost

- b. Excess of actual sales over variable cost
 - c. Excess of actual sales over break even sales
 - d. Excess of budgeted sales over fixed costs
20. At the break-even point, which equation will be true_____
- a. Variable cost - fixed cost = contribution
 - b. Sales - fixed cost = contribution
 - c. Sales = Variable cost + fixed cost
 - d. Sales - contribution = fixed cost
21. Excess of actual cost over standard cost is a_____
- a. Favourable variance
 - b. Unfavourable variance
 - c. Abnormal Gain
 - d. Normal Loss
22. Labour cost variance is a difference between_____
- a. Standard Labour Rate – Actual Labour Rate
 - b. Standard Labour Rate + Actual Labour Rate
 - c. Standard Labour Cost and Actual Labour Cost
 - d. Standard Labour Hours – Actual Labour Hours
23. Standard Material 1,000 kg, Actual Material 900 kg, Standard Price Rs.12 per kg, Actual Price Rs.16 per kg, what is the Material Cost Variance_____
- a. Rs.2,400 (F)
 - b. Rs.1,600 (F)
 - c. Rs.1,200 (F)
 - d. Rs.2,400 (A)
24. Cost driver for maintenance are_____
- a. No. of machine break downs
 - b. Maintenance schedule
 - c. Activity levels
 - d. No. of machine break down, maintenance schedule, activity levels
25. The costing technique that produces a stipulated profit when a product is sold at its estimated market-driven price is termed_____
- a. Life cycle costing
 - b. Product costing
 - c. Target costing
 - d. Standard costing

BUSINESS ECONOMICS SEM-VI B.COM

1. Ricardian theory assumes perfect mobility of labor -----
 - a. Within the country
 - b. Between the countries
 - c. Both within and between the countries
 - d. Between the districts

2. The classical theory of international trade is based on assumptions of -----
 - a. Money cost differences
 - b. Law of returns
 - c. Elasticity of demand
 - d. Inelasticity of demand

3. Ohlin theory of international trade is also known as -----
 - a. Traditional theory of international trade
 - b. Opportunity cost theory of international trade
 - c. Modern theory of international trade
 - d. Inter-regional theory of international trade

4. The rate at which the goods are exchanged between the countries is called-----
 - a. Terms of trade
 - b. Cost of trade
 - c. Barter trade
 - d. Purchasing power of the country

5. Gross barter terms of trade takes into account -----
 - a. All the items
 - b. Only services
 - c. Trade items and unilateral payments
 - d. Reciprocal demand

6. The offer curve of a country is based on-----
 - a. Price of exports
 - b. Price of imports
 - c. Relative prices of two commodities
 - d. Prices of consumer goods

7. Which one of the following is an argument for free trade?
 - a. Protect domestic industries

- b. Promotes self-sufficiency
 - c. Helps diversification of industries
 - d. Promotes the efficient allocation of world resources
8. Protectionist policy-----
- a. Encourages international specialization
 - b. Promotes global production
 - c. Helps to prevent dumping
 - d. Reduces government intervention in trade
9. A free trade area is a trade bloc where
- a. countries agree to reduce or eliminate tariff barriers on all goods imported from other member nation
 - b. countries agreed to reduce or eliminate tariff barriers on selected goods imported from other number Nations
 - c. Countries agree to have a common unified tariff against non – members
 - d. all barriers are eliminated to allow free movement of goods, services, capital and labour
10. _____ is the alliance of multiple countries pursuing common goals.
- a. regionalism
 - b. Multilateralism
 - c. Trade agreement
 - d. Socialism
11. A tariff expressed as either a specific or an ad valorem rate, whichever is higher, is known as
- a. General tariff
 - b. Mixed tariff
 - c. Compound tariff
 - d. Countervailing tariff
12. The objective of tariff is to-----
- a. Raise government revenue.
 - b. Create demand
 - c. Increase import
 - d. Increase prices
13. In what way devaluation helps a country?
- a. Improvement in balance of payment situation
 - b. Discourages exports
 - c. Encourages imports
 - d. Worsens trade

14. Devaluation results in
- Cheaper exports
 - Cheaper imports
 - Immediate increase in domestic prices
 - Fall in exports
15. Rich countries have balance of payment deficit -----
- Sometimes
 - Always
 - Never
 - Every year
16. GATS deals with trade in -----
- Services
 - Patent
 - Copyright
 - Trademark
17. Tariffs and quotas are used to restrict the flow of international trade and capital. These are examples of:
- expenditure-changing policies
 - direct controls
 - expenditure-switching policies
 - indirect controls
18. Foreign direct investment is included in
- Trade account
 - Current account
 - Capital account
 - Gift account
19. Under flexible exchange rate system, the exchange rate is determined by _____
- central bank,
 - market forces,
 - commercial banks,
 - RBI
20. Purchasing Power Parity Theory was propounded by _____
- David Ricardo
 - Gustav Cassel
 - Adam Smith
 - Alfred Marshall

21. Hedging refers to _____.
- foreign exchange speculation
 - the acceptance of foreign exchange risk
 - interest rate arbitrage
 - the covering of a foreign exchange risk
22. -----was introduced as a transitional measure and entailed a dual exchange rate system
- FERA
 - FEMA
 - LERMS
 - SEBI
23. Vehicle currency is _____.
- a currency issued by RBI
 - a currency of IMF
 - a standard internationally accepted currency
 - currency issued by FED
24. FEMA stands for -----
- Foreign Exchange Management Act
 - Foreign Exchange Marketing Act
 - Foreign Exchange Import Act
 - Foreign Exchange Export Act
25. Which one of the following is not an objective of commercial trade policy ?
- To preserve foreign exchange reserves
 - To determine the rate of interest
 - To protect domestic industries from foreign competition
 - To maintain favorable balance of payments

COMMERCE SEM-VI B.COM

1. _____ is a process of managing human resources to improve individual, group and organizational effectiveness.
 - a. Human Resource Development
 - b. Human Resource Management
 - c. Performance Appraisal
 - d. Job satisfaction

2. Human Resource Planning does not involve the following _____
 - a. Comparison of HR requirements and supply
 - b. Corrective action, if there is a shortage or surplus
 - c. Conducting training need analysis
 - d. Forecasting human resource supply

3. The compensation function of human resource management describes that _____.
 - a. Employees must be rewarded and recognized for their performance
 - b. Employees must be trained to improve their skills and develop their attitudes
 - c. Employees must develop emotional quotient and spiritual quotient
 - d. Employees must file a written complaint if they have any grievance

4. The labour relations function of human resource management is concerned with _____.
 - a. Canteen and crèche facilities
 - b. Safety measures and medical aid
 - c. Grievance handling and dispute settlement
 - d. Compensation and incentives

5. In human resource planning function, if there is surplus of employees in the organization, the management may _____.
 - a. Terminate employees
 - b. Provide on-the-job training
 - c. Provide off-the-job training
 - d. Hire employees

6. In approaches of job design, Time Study was initially developed by _____ in 1880.
 - a. Abraham Maslow
 - b. F. W. Taylor
 - c. Daniel H. Pink
 - d. Douglas McGregor

7. The correct example of a career path is:
 - a. Unskilled -Semi skilled –Skilled- Specialist- Foremen/Supervisor
 - b. Unskilled- Skilled -Semi skilled- Specialist- Foreman/Supervisor
 - c. Unskilled- Skilled -Semi skilled -Foreman/ Supervisor -Specialist

- d. Unskilled -Semi skilled- Skilled- Foreman/ Supervisor- Specialist
8. Following are the steps in succession planning _____
- Identification of successors- Identification of the positions- Grooming of successors
 - Identification of the positions- Identification of successors- Grooming of successors
 - Grooming of successors -Identification of successors- Identification of the positions
 - Identification of the positions- Identification of successors -Motivation of successors
9. Participative counselling is also called as _____ counselling.
- Directive
 - Non-directive
 - Cooperative
 - Active
10. Transactional leaders normally adopt _____ style of leadership.
- Autocratic
 - Bureaucratic
 - Laissez Faire
 - Participative
11. A _____ is a senior employee who sponsors and supports a less-experienced employee.
- Mentor
 - Facilitator
 - Leader
 - Teacher
12. Transactional leadership was first described by _____.
- James McGregor in 1978
 - Max Weber in 1947
 - Maslow in 1945
 - Herzberg in 1946
13. In Vroom's Expectancy theory, the meaning of Expectancy is _____.
- Advancement
 - Award
 - Probability of achieving that outcome
 - Accounting
14. _____ is the Formula of Vroom's Expectancy Theory.
- Motivation = Valence/Expectancy
 - Motivation = Valence x Instrumentality x Expectancy
 - Motivation = Valence x Indifference x Expectancy
 - Motivation = Expectancy / Valence
15. The theory which asserts that motivation depends upon the strength of a tendency to act in a certain way, which in turn depends on the strength of an expectation that the act will

be followed by a given outcome and on the attractiveness of that outcome to the individual is called _____.

- a. Maslow's hierarchy of needs
- b. McGregor's Theory X and Theory Y
- c. Vroom's Expectancy Theory
- d. Pink's Theory of Motivation

16. Authoritarian leadership style will best suit _____ type of employees.

- a. Theory Y
- b. Theory Z
- c. Theory A
- d. Theory X

17. _____ method does not measure employee morale.

- a. Spying
- b. Morale Survey
- c. Exit Interview
- d. Rewards and Recognition

18. The concept of Emotional Quotient was proposed and explained by _____ in 1985.

- a. Edwin Flippo
- b. Dalton McFarland
- c. Michael Jucious
- d. Waye Payne

19. Every industrial establishment with ____ or more workers must set up grievance redressal machinery to resolve disputes arising out of individual grievances.

- a. 30
- b. 50
- c. 20
- d. 35

20. Which among the following are not the causes of grievance among employees in the organisation?

- a. Wages and Salaries
- b. Family Disputes
- c. Working Conditions
- d. Welfare Facilities

21. _____ popularized the concept of learning organisation through his book 'The Fifth Discipline'.

- a. Peter Senge
- b. Peter Drucker
- c. Tom Peters
- d. Daniel Goleman

22. The _____ Welfare schemes are differ from organisation to organisation and from industry to industry.
- Statutory
 - Non-statutory
 - Personal
 - Professional
23. _____ employment provides flexibility benefits for both -the firms and for the employees.
- Part time
 - Full time
 - Flexi time
 - Fixed time
24. The sexual Harassment of women at workplace Act, _____ is a legislative Act in India.
- 2016
 - 2015
 - 2014
 - 2013
25. _____ is a method of training wherein trainees are trained in an environment that closely resembles actual work place.
- Role play
 - Simulation,
 - Work place training
 - Lecture

TAXATION SEM-VI B.COM

Q1. Which of the following is not a bill passed by parliament for the implementation of GST in India-----

- [a] The Central GST Act ,2017
- [b]The State GST Act ,2017
- [c] The Integrated GST Act,2017
- [d] Indian Companies Act , 1932

Q2.GST is not levied on which of the following-----

- [a] Tea
- [b] Coffee
- [c] Sugar
- [d] Alcoholic Liquor for Human Consumption

Q3.----- is levied on Inter-State supply of goods and / or Services.

- [a] CGST
- [b] SGST
- [c] IGST
- [d] CGST + SGST

Q4. On Petroleum Crude, High Speed Diesel, Motor Spirit (commonly known as Petrol) , Natural Gas, and Aviation Turbine Fuel -----

[a] GST will never be levied

[b] GST will be levied from a date to be notified on the recommendations of the GST Council

[c] GST will be levied, but will be exempt

[d] GST will not be levied.

Q5. ----- is kept out of ambit of GST

[a] Tobacco

[b] Washing Machine

[c] Pan Masala

[d] Real Estate Sector

Q6. ----- is not included in the term Goods under GST Law

[a] Movable Property

[b] Actionable Claims

[c] Securities

[d] Growing Crops

Q7. Which one of the following is true?

(a) Entire income of any trust is exempted from GST

(b) Entire income of a registered trust is exempted from GST

(c) Incomes from specified/defined charitable activities of a trust are exempted from GST

(d) Incomes from specified/defined charitable activities of a registered trust (u/s 12AA of Income Tax Act) are exempted from GST

Q8. Services by a Non-Profit entity (Registered or Unregistered) are exempted –

- (a) If they are to its own members provided the contribution received is up to Rs.7500 , per month from a member
- (b) If they are to its own members, provided the contribution received is up to Rs. 7500 per month from a member towards sourcing goods/services from any third person for common use of members
- (c) If they are to its own members, provided the contribution is less than Rs. 7500 per month from a member towards sourcing goods/services from any third person for common use of members
- (d) If they are to its own members, provided the contribution is up to Rs. 7500 per month per member for common use specified members

Q9.What is the rate applicable under CGST to a registered person being a manufacturer opting to pay taxes under composition scheme?

- (a) 2.5%
- (b) 1%
- (c) 0.5%
- (d) No composition for manufacturer

Q10. What is the threshold limit of turnover in the preceding financial year for opting to pay tax under composition scheme for a trader in Mumbai?

- (a) Rs. 30 lacs
- (b) Rs. 10 lacs
- (c) Rs. 150 lacs
- (d) Rs. 75 lacs

Q11. What is the maximum rate prescribed under UTGST Act?

- (a) 14%
- (b) 28%
- (c) 20%
- (d) 30%

Q12.If Tobacco leaves procured from an Agriculturist by a registered person, then: (a) Reverse charge is applicable

(b) Normal charge is applicable

(c) Joint charge is applicable

(a) only i

(b) ii & iii

(c) Only ii

(d)) only iii

Q13. Integrated Goods and Service Tax means tax levied under the IGST Act on the supply of any goods and / or services in the course of _____ trade or commerce.

(a) Intra-state

(b) business

(c) Inter-state

(d) international

Q14. Mr. Vinay manufactured 1200 litre of finished products, sold at price of Rs. 10 per liter as follows
Goods sold within State 200 litre , Goods sold in inter-State sale - . 1000 liter.

Further, CGST and SGST rate on the finished product of dealer is 6% and 6% respectively. Further IGST rate is 12%.

Calculate tax liability of IGST to be paid after tax credit.

(a) IGST ₹ 1440

(b) IGST ₹ 1220

(c) IGST ₹ 1200

(d) IGST ₹ 2160

Q15. To take input tax credit in time, the person should pay the supplier of goods and services within _____.

a) 30 days.

b) 60 days

c) 120 days

d) 180 days

Q16. ITC can be claimed by a registered person for _____

- a) Taxable supplies for business purpose
- b) Taxable supplies for non-business purpose
- c) Exempted supplies
- d) Non-taxable supplies

Q17. Tax paid on goods and services under _____ Act is allowable both under SGST Act and CGST Act.

- a) IGST
- b) CGST
- c) SGST
- d) VAT

Q18. GST, TDS provisions can apply where total value of such supply, under a contract, exceeds rupees _____.

- a) 1 Lakh
- b) 1.5 Lakhs
- c) 5 Lakhs
- d) 2.5 Lakhs

Q19. Under GST law value of supply –

- a) shall not include GST paid
- b) shall include GST paid
- c) shall include taxes other than GST
- d) shall not include any tax

Q20. Mr. Kumar sold goods worth Rs. 40,000 to Mr. Lalu on 2.8.2019, but the payment was received from Mr. Lalu on 2.10.2019. Time of supply is–

- a) 2.8.2019

- b) 2.10.2019
- c) either 2.8.2019 or 2.10.2019
- d) 30.10.2019

Q21. What is time of supply of goods, in case of forward charge?

- a) Date of issue of invoice
- b) Due date of issue of invoice
- c) Date of receipt of consideration by the supplier
- d) Earlier of date of issue of invoice & Due date of issue of invoice

Q22. _____ means aggregate value of all taxable supplies, exempt supplies, export of goods or services or both and inter-state supplies

- a) Sales turnover
- b) Aggregate Turnover
- c) Transaction value
- d) Outward supply

Q23. Which one of these statements is true?

- a) Transaction value of supply includes taxes, duties, cesses and charges except GST if charged separately by supplier
- b) For a ticket having basic fare of Rs. 10,000/- going to Bangalore, value of supply for the air travel agent shall be Rs. 1,000/-
- c) If the value of supply is not determinable according to any rule, then it can be taken at 90% of the cost of manufacture
- d) Transaction value includes discount given at the time of supply

Q24. Which of the following will be excluded from the computation of 'aggregate turnover'?

- a) Value of taxable supplies
- b) Value of exempt Supplies

- c) Non-taxable supplies
- d) Value of inward supplies on which tax is paid on reverse charge basis

Q25

Mr. Vaishak having his professional setup in Mumbai, gives the following details of services provided by him:

Date	Amount (Rs.)
01/03/2020	4,00,000
03/03/2020	8,00,000
07/03/2020	5,00,000
10/03/2020	3,50,000
24/03/2020	5,00,000

From which date is he liable to register under GST?

- a) 24/03/2020
- b) 03/03/2020
- c) 10/03/2020
- d) 07/03/2020

EXPORT MARKETING SEM-VI B.COM

Q1)	Exporters must be _____ in designing and redesigning the products.
A	Proactive
B	Reactive
C	Effective
D	Responsive

Q2)	European Union insists on mentioning the amount of _____ used on horticultural products.
A	Medicines
B	Food products
C	Insecticides and pesticides
D	Labelling

Q3)	Which of the following is an 'Internal Factor' affecting pricing in export marketing
A	Economic conditions in the country like recessions
B	Competition in the market which can be high or low
C	Financial incentives decisions take by the government
D	Credit policy of the company like longer or shorter credit period to be given to importer

Q4)	Amul Masti Dahi is an example of _____.
A	Corporate extension
B	Brand extension
C	Individual extension
D	Diversification

Q5)	Under _____ INCO term, the seller is responsible for packaging and loading goods onto a truck at their transport hub or port.
A	Ex Works
B	Free Carrier
C	Carriage Paid To
D	Carriage and Insurance Paid To

Q6)	Which of the following is a function of packaging?
A	Used in custom clearance
B	Carries consignee detail
C	Provide information about ingredients of the product
D	Contains and protect the product.

Q7)are international shipping agreements used in the transportation of goods between a buyer and a seller.
A	FOB
B	CIF
C	C & F
D	FOB, CIF and C&F

Q8)	In case of export of diamonds which transport is more suitable
A	Air
B	Sea
C	Air and sea
D	Rail

Q9)	If the export company has limited monetary and non-monetary resources then it should adopt
A	Direct channel of distribution
B	Indirect channel of distribution
C	Domestic Distribution channel
D	Regional Distribution channel

Q10)	The units exports goods through State Corporations
A	Large sector
B	Small sector
C	Regional Units
D	Local Units

Q11)	From the following data calculate FOB Cost Ex factory Cost Rs. 2,00,000 Labour Cost Rs. 10,000 Packing Cost Rs. 8,000 Transportation Cost Rs. 12,000
A	Rs. 2,00,000
B	Rs. 2,30,000
C	Rs. 2,12,000
D	Rs. 2,10,000

Q12)	_____ is a sales promotion techniques which is consumer oriented
A	Discounts
B	Salary Bonuses
C	Stock Return
D	Dealers conference

Q13)	Personal Selling enables the exporter to identify _____
A	Competitors' target market
B	Government policies related to export
C	Company's prospective buyers
D	Competitors' strength and weakness

Q14)	Under _____ method, the buyer may receive the title and other documents after signing a time draft promising to pay at a later date
A	Documents against Installment
B	Documents against Acceptance
C	Documents against Credit
D	Documents against Payment

Q15)	If the financial position or credit worthiness of buyer is weak/unknown and the economic or political situation in buyer's country is unstable, then which method of payment is safest for the Indian exporter?
A	Payment in Advance
B	Open Account Method
C	Payment against shipment on consignment
D	Documentary bills

Q16)	_____ is a practice in which one company sells to another company its obligations to make purchase in a given country
A	Counter Purchase
B	Negotiating
C	Switch Trading
D	Shadow Price

Q17)	Pick the correct procedure of obtaining export finance (1)processing of application (2)loan agreement (3)monitoring of accounts (4) loan application to bank (5)sanctioning of loan (6)loan disbursement by bank (7)repayment of loan by exporter (8)maintenance of accounts
A	4 – 2 – 1 – 5 – 3 – 8- 7 – 6
B	8 – 3 – 5 – 2 – 1 – 7 – 4 – 6
C	4 – 1 – 5 – 2 – 6 – 8 – 3 – 7
D	8 – 4 – 1 – 5 – 6 – 2 – 7 – 3

Q18)	Post shipment finance is available to those _____ who have actually shipped the goods.
A	Indian Exporters
B	Indian importers
C	Foreign Importers

D	Foreign exporters
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Q19)	_____ is sanctioned by financial institution abroad to Indian exporters who raise funds to finance their projects abroad.
A	Guarantee for Foreign Currency Loans
B	Advance Payment Guarantee
C	Guarantee for Payment of Retention Money
D	Performance Guarantee

Q20)	Which of the following is not a main objectives and purposes of EXIM bank
A	Financing of export and imports of goods and services
B	Financing of joint ventures in foreign countries.
C	Co-financing global and regional development agencies
D	Giving domestic loans to the Indian citizens

Q21)	SIDBI stands for:
A	Small Investment Development Bank of India
B	Subsidiary Industry Development Bank of India
C	Small Industries Development Bank of India
D	Subsidiary Investment Development Bank of India

Q22)	A status holder exporter obtains ____ from FIEO.
A	Shipping bill
B	Mate's receipt
C	IEC
D	RCMC

Q23)	Consular invoice is issued in ____ copies.
A	Five
B	Two
C	Three
D	Four

Q24)	The exporter can appeal against the rejection note within ____ days from the date of the receipt of rejection note.
A	7
B	10
C	5
D	2

Q25)	Which of the following statement is applicable for 'Procedure of Export under Letter of Undertaking (LUT)'
A	Only selective registered person shall be eligible for it like a status holder or a person who has received the due foreign inward remittances not be less than Rs 1 Crore, in preceding year
B	In the event of breach or failure in performance, the Government shall invoke the bank guarantee to make good all the loss / damages.
C	A Bank Guarantee will have to be furnished to the Commissioner as a security
D	Guarantee should cover amount of tax involved in the export based on estimated tax liability as assessed by exporter himself

COMPUTER SYSTEMS & APPLICATIONS SEM-VI B.COM

1. Commercial transactions done with the help of handheld devices like smartphones is called _____.
 - a. M commerce
 - b. E- commerce
 - c. E business
 - d. Sales

2. The most commonly used form of payment in e-commerce is _____.
 - a. Petro Card
 - b. Paypal Card
 - c. Digital Card
 - d. Credit Card

3. Which of the following businesses utilize the content provider business model?
 - a. Amazon.com
 - b. eBay.com
 - c. CNN.com
 - d. Facebook

4. _____ refers to the complexity and content of information on a product, which is traded in e commerce.
 - a. Global reach
 - b. Ubiquity
 - c. Richness
 - d. Interactivity

5. In public key encryption _____ key remains secret and is used to decrypt the message.
 - a. Public
 - b. Private
 - c. Protected
 - d. Both Public and Private

6. _____ Protocol ensures that the credit card information about the customer remains confidential.
 - a. FTP
 - b. STP
 - c. SET
 - d. HTP

7. The best Products to sell in B2C e-commerce are:
 - a. Small Products
 - b. Digital Products
 - c. Speciality Products
 - d. Fresh Products

8. Which of the following is a useful security mechanism when considering business strategy and IT?
- Encryption
 - E-cash
 - E-check
 - E-commerce
9. Which of the following is not the key element of a business model?
- Value Proposition
 - Competitive advantage
 - Market strategy
 - Universal standards
10. _____ represent the type of e-commerce where persons can share or exchange information without a Central web server.
- C2C
 - B2C
 - B2B
 - P2P
11. When referring to a cell in another worksheet (same workbook) the sheet reference is always _____ while the cell reference may be _____
- absolute, relative
 - relative, absolute
 - mixed absolute
 - relative mixed
12. If cell A3 contains 10 and cell A4 contains 15 then what is the return value of the formula =OR(A3 >9, A4 <5)
- True (1)
 - False (0)
 - 25
 - 5
13. Workbook that contains link to another workbook is called as _____
- source workbook
 - linked workbook
 - dependent workbook
 - reference workbook
14. A formula can contain
- Only Mathematical symbols
 - Only logical symbols
 - Only cell references
 - Mathematical symbols, logical symbols and cell references

15. Which formula can add the all the numeric values in the range of cells ignoring those which are not numeric and place the result in a different cell

- a) Count
- b) Countif
- c) Sum
- d) Average

16. Values used with a function are called

- a. Argument
- b. Parameter
- c. Variable
- d. constant

17. In case after typing a function name we get the following error message:_____ It means that there may be a spelling mistake in typing the function name

- a. #NAME!
- b. #NAME?
- c. !NAME?
- d. !NAME#

18. What type of chart will you use to compare performance of two employees in the year 2016 ?

- a. Column Chart
- b. Line Chart
- c. Pie Chart
- d. bubble Chart

19. The_____ function obtains it's time and date from the computer's clock

- a. Today
- b. Now
- c. Current
- d. Days360

20. Filtering list means

- a. hiding all rows
- b. hiding all rows except those that satisfy a particular condition
- c. hiding all column
- d. hiding all columns except those that satisfy a particular condition

21. Various controls such as text box, command button, option button can be selected from_____.

- a. form designer
- b. properties window
- c. Toolbox window
- d. project Explorer

22. An action that is recognized by a form or a control is called as_____.

- a. Property
- b. Method
- c. Event
- d. Procedure

23. IDE stands for_____

- a. Integrated Distant Environment
- b. Integrated Department Environment
- c. Instant Deposit Environment
- d. Integrated Development Environment

24. What will be the output of the following Visual Basic Code?

```
For I=1 to 6 step 2  
    Print I  
Next I
```

- a. 1 2 3 4 5 6
- b. 1 3 5 6
- c. 1 3 5 7
- d. 1 3 5

25. What is the correct statement when declaring and assigning the value of 100 to an Integer variable called numPeople?

- a. Dim numPeople =
- b. Dim numPeople = Int(100)
- c. numPeople = 100
- d. Dim numPeople As Integer = 100