



UGC NET Commerce- Previous Years Question Papers

In any UGC NET exam, you will find large number of questions appearing from previous papers. So whatever sources/books/websites/coaching you are preparing from, going through previous papers is a MUST.

So, how to make best use of these question papers ? Start solving papers one by one. While solving each question, try to understand the “entire concept” not just the given “question”. For example, if question is:

Which of following is not one of 4 Ps of marketing?

(A) Product (B) Price (C) Place (D) Process

Now do not just look for the Answer (Option D)? Also find out, what exactly is 4 Ps of marketing? Which management Guru gave this concept? What each P stand for? What are additional 3 Ps for Services? etc. Do not just solve the particular question...Learn the Concept...Questions will not repeat in next exam...Concepts will repeat...You should be equipped handle any question on 4 Ps of Marketing, just because you did one question.

Please mind it that, it will take time. May be 8-10 hours for each paper.... But if you attempt all previous years' papers with this approach, no one can stop you from getting very good score in UGC NET.

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1.) Cardinal utility analysis of consumer's behaviour is based on which combination of the following assumptions:

- (i) Utility is measurable in terms of cardinal numbers.
- (ii) Constancy of the marginal utility of money.
- (iii) Utilities of different goods are interdependent.
- (iv) Gossen's first law of consumption.

Choose the correct answer from the code given below:

Code:

- (A) Only (i), (ii) and (iv)
- (B) Only (iii) and (iv)
- (C) Only (ii), (iii) and (iv)
- (D) Only (i) and (ii)

2.) Given is the information related to a house:

Municipal Value (M.V) Rs.1,50,000

Fair Rent Rs.1,80,000

Standard Rent Rs.1,60,000

Actual Rent Rs.20,000 pm

Municipal tax paid by owner is 20% of M.V. Unrealised rent Rs.40,000 (conditions of rule 4satisfied). What is the annual value of the house?

- (A) RS. 2,10,000
- (B) RS. 1,60,000
- (C) RS. 1,50,000
- (D) RS. 1,70,000

3.) Given below are two statements, one labelled as Assertion and the other labelled as Reason. Read the statements and choose the correct answer using the code given below.

Assertion "A": Technological change and skill requirements have been made a subject of investigation in an organization.

Reason "R": The neo-classical economic theory stated that technological changes require a broader variety of skills and higher average skills from the workers.

Code:

- (A) Both A and R are incorrect.
- (B) A is correct but R is incorrect.
- (C) Both A and R are correct but R is not the right explanation of A.
- (D) Both A and R are correct and R is the right explanation of A.

4.) Which one of the following is not the fund based business of commercial banks?

- (A) RTGS/NEFT transactions
- (B) Acceptance of deposits
- (C) Overdraft facility
- (D) Issuance of letters of credit

5.) Choose the correct code for the following statements correct or incorrect.

Statement I: An identifiable group of people contributing their efforts towards attainment of goals is called organization.

Statement II: In its broadest sense, organization refers to the relationship between the various factors present in a given endeavour.

Code:

- (A) Statement II is correct, but I is incorrect.
- (B) Statement I is correct, but II is incorrect.
- (C) Both the statements I and II are correct.
- (D) Both the statements I and II are incorrect.

6.) Choose the correct code for the following statements being correct or incorrect.

Statement I: The geometric mean of the two regression coefficients of X and Y variables gives the value of the coefficient of correlation.

Statement II: If the population distribution is not normal and a sampling distribution of mean is prepared by taking small sized samples, the sampling distribution of mean is not normal.

Code:

- (A) Statement I is correct, but II is incorrect.
- (B) Both the statements I and II are incorrect.
- (C) Statement II is correct, but I is incorrect.
- (D) Both the statements I and II are correct.

7.) Critical path indicates which one of the following?

- (A) Recorded time of completing a task
- (B) Average time of completing a task
- (C) Longest route of completing a task
- (D) Shortest route of completing a task

8.) Choose the correct code for the following statements being correct or incorrect.

Statement I: Intellectual Property (IP) is a category of property that includes intangible creations of the human intellect.

Statement II: IPR does not include trade secrets and moral rights.

Code:

- (A) Both the statements I and II are correct.
- (B) Both the statements I and II are incorrect.
- (C) Statement I is correct, but II is incorrect.
- (D) Statement II is correct, but I is incorrect.

9.) In which one of the following modes of entry into foreign market are risk and profit potential the highest?

- (A) Direct exporting
- (B) Joint ventures
- (C) Indirect exporting
- (D) Direct investment

10.) For performance assessment of employees, "helping to meet legal requirements" is the application of which one of the following?

- (A) Organizational maintenance purpose
- (B) Developmental purpose
- (C) Administrative purpose
- (D) Documentation purpose

11.) Which of the following is not the assumption of inverse relationship between the price and the quantity demanded?

- (A) income of consumer should remain the same.
- (B) no change in the scale of preference
- (C) no change in the price of substitute goods
- (D) Inflation Rate

12.) X Ltd. forfeited 40 shares of Rs.10 each and on which Rs.4 per share was paid. If the forfeited shares are reissued as Rs.8 per share paid up, what is the minimum price the company must charge?

- (A) Rs.2 per share
- (B) Rs.10 per share
- (C) Rs.4 per share
- (D) Rs.8 per share

13.) A company proposes to introduce a new product in the market. The company wants to maintain P/V Ratio at 25%. If variable cost of the product is Rs.300, what will be the selling price?

- (A) RS.400
- (B) RS.100
- (C) RS.200
- (D) RS.300

14.) According to Donald Kirkpatrick, training programmes can be evaluated at four levels. Indicate the code of correct sequence from the following:

- (i) Result
- (ii) Reaction
- (iii) Learning
- (iv) Behaviour

Choose the correct answer from the code given below:

Code:

- (A) (ii), (iii), (iv), (i)
- (B) (iv), (iii), (ii), (i)
- (C) (iii), (iv), (i), (ii)
- (D) (i), (ii), (iii), (iv)

15.) Arrange the following stages of staffing in correct sequence and indicate the code of correct sequence.

- (i) Performance appraisal
- (ii) Recruitment
- (iii) Transfers
- (iv) Selection
- (v) Induction and orientation

Choose the correct answer from the code given below:

Code:

- (A) (ii), (i), (iv), (v), (iii)
- (B) (i), (ii), (iv), (v), (iii)

- (C) (iv), (ii), (v), (iii), (i)
 (D) (ii), (iv), (v), (i), (iii)

16.) Which one of the following demands states consumers are adequately buying all the products put into the marketplace?

- (A) Irregular demand
 (B) Overfull demand
 (C) Full demand
 (D) Latent demand

17.) Given below are two statements, one labelled as Assertion and the other labelled as Reason. Read the statements and choose the correct answer using the code given below.

Assertion "A": The multilateral trading system is an attempt by governments to make the business environment stable and predictable.

Reason "R": Promising not to raise trade barriers can be as important as lowering one, because the promise gives businesses a clearer view of their future market opportunities.

Code:

- (A) A is correct but R is incorrect.
 (B) Both A and R are incorrect.
 (C) Both A and R are correct and R is the right explanation of A.

18.) Which one of the following is not an advantage of external recruitment?

- (A) Scope for resentment, jealousies and heartburn are avoided
 (B) Benefits of new skills, new talents and new experiences to organizations are available
 (C) Compliance with reservation policy becomes easy
 (D) Good performance is rewarded

19.) The probable error of the coefficient of correlation "R" is calculated by which one of the following formulae?

- (A) $0.6745 \sqrt{\frac{1-r^2}{n}}$
 (B) $0.6745 \frac{(1-r^2)}{\sqrt{n}}$
 (C) $0.6745 \frac{1+r^2}{\sqrt{n}}$
 (D) $0.6745 \frac{(1+r^2)}{n}$

20.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) Balance of trade
 (b) Current account
 (c) Balance of payments
 (d) Capital account

List II

- (i) Imports and exports of goods and services and unilateral transfer of goods and services
 (ii) Transactions leading to changes in the financial assets and liabilities of a country

- (iii) All economic transactions between a county's residents and residents of other countries
- (iv) Value of exports and imports of a country

Code:

- (A) (a)-(iv), (b)-(i), (c)-(iii), (d)-(ii)
- (B) (a)-(iv), (b)-(iii), (c)-(ii), (d)-(i)
- (C) (a)-(i), (b)-(ii), (c)-(iii), (d)-(iv)
- (D) (a)-(iii), (b)-(ii), (c)-(iv), (d)-(i)

21.) Which one of the following is not the advantage of database management system?

- (A) Centralized control
- (B) Shared data
- (C) Improved data integrity
- (D) High acquisition costs

22.) Combined leverage can be used to measure the relationship between

- (A) EBIT and EPS
- (B) Sales and EPS
- (C) PAT and EPS
- (D) Sales and EBIT

23.) Given below are two statements, one labelled as Assertion and the other labelled as Reason. Read the statements and choose the correct answer using the code given below.

Assertion "A": Databases assist in market segmentation, especially behavioural segmentation such as developing loyalty segments.

Reason "R": Customer Relationship Management (CRM) databases have become an asset for the analysis of customer behaviour.

Code:

- (A) Both A and R are correct and R is the right explanation of A.
- (B) A is correct but R is not correct.
- (C) Both A and R are incorrect.
- (D) Both A and R are correct but R is not the right explanation of A.

24.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I(Type of Interview)

- (a) Structured
- (b) Unstructured
- (c) Mixed
- (d) Behavioural

List II(Usual Application)

- (i) A realistic approach that yields comparable answers plus in-depth insights
- (ii) Useful to understand applicant's reasoning and analytical abilities under modest stress
- (iii) Useful for valid results, especially when dealing with large number of applicants
- (iv) Useful when the interviewer tries to probe personal details of the candidate to analyse why they are not fit for the job

Code:

- (A) (a)-(iii), (b)-(i), (c)-(ii), (d)-(iv)
- (B) (a)-(iii), (b)-(iv), (c)-(i), (d)-(ii)

- (C) (a)-(i), (b)-(iv), (c)-(ii), (d)-(iii)
- (D) (a)-(iv), (b)-(ii), (c)-(i), (d)-(iii)

25.) Which one of the following statements is not true?

- (A) Long-term liabilities due for payment within a year should be treated as current liabilities.
- (B) Cost of sales is a better numerator than sales while calculating stock turnover.
- (C) Conversion of debentures into preference shares will decrease debt-equity ratio.
- (D) Higher operating ratio indicates higher profits.

26.) Given below are two statements, one labelled as Assertion "A" and the other labelled as Reason "R". Read the statements and choose the correct answer using the code given below.

Assertion "A": There exists excess capacity of the production for the firms if these incur losses.

Reason "R": Their production level has to remain below their economic capacity level.

Code:

- (A) "A" is correct but "R" is incorrect.
- (B) Both "A" and "R" are correct but "R" is not the right explanation of "A".
- (C) "A" is incorrect but "R" is correct.
- (D) Both "A" and "R" are correct and "R" is the right explanation of "A".

27.) Which among the following is not included in seven Ps of marketing mix given by Booms and Bitner?

- (A) Process
- (B) People
- (C) Politics
- (D) Physical Evidence

28.) A and B are partners in a firm sharing profits in the ratio of 3:2. They admit X as a partner for 1/3 share in profits of the firm. The new profit-sharing ratio of A, B and X is

- (A) 3:2:2
- (B) 3:2:1
- (C) 6:4:5
- (D) 3:2:3

29.) Under sec. 194 IB of the Income Tax Act, 1961 an individual or HUF (who is not required to get his accounts audited u/s 44 AB) who is responsible for paying to a resident any rent, shall deduct income tax, for the use of any land and building or both, if the rent exceeds

- (A) Rs. 25,000 per month
- (B) Rs. 15,000 per month
- (C) Rs. 40,000 per month
- (D) Rs. 50,000 per month

30.) In which one of the following forms of worker's participation in management is the role of the workers council not just advisory but the management is under a moral obligation to acknowledge, accept and implement the unanimous decision of the council?

- (A) Administrative Participation
- (B) Consultative Participation
- (C) Associative Participation
- (D) Decisive Participation

- 31.) Which one of the following is not true for introducing multiple brands in a category?
- (A) Attracting consumers seeking variety who may otherwise have switched to another brand
 - (B) Yielding economies of scale in advertising, sales, merchandising and physical distribution
 - (C) Increasing shelf presence and retailer dependence in the store
 - (D) Decreasing internal competition within the firm

- 32.) Bretton Woods Conference resulted into the establishment of which of the following?
- (A) IMF and IDA
 - (B) IDA and ADB
 - (C) IMF and IBRD
 - (D) IBRD and IFC

33.) Match the items of List I with items of List II and choose the correct answer from the code given below.

List I

- (a) NPA
- (b) SLR
- (c) Repo Rate
- (d) CRR

List II

- (i) The percentage of deposits to be kept with RBI in the form of cash.
- (ii) The rate at which RBI lends money to commercial banks.
- (iii) Loans and advances not paid for more than 90 days.
- (iv) The percentage of net demand and time liabilities to be kept in the form of liquid assets.

Code:

- (A) (a)-(iii), (b)-(ii), (c)-(iv), (d)-(i)
- (B) (a)-(ii), (b)-(iii), (c)-(iv), (d)-(i)
- (C) (a)-(iii), (b)-(iv), (c)-(i), (d)-(ii)
- (D) (a)-(iii), (b)-(iv), (c)-(ii), (d)-(i)

34.) Which of the following variables is not known in Internal Rate of Return method of capital budgeting?

- (A) Discount rate
- (B) Amount of cash outflows
- (C) Amount of cash inflows
- (D) Life of the project

35.) To examine whether the company is pursuing its best opportunities with respect to markets, products, and channels is the purpose of which one of the following types of marketing control?

- (A) Annual-plan control
- (B) Profitability control
- (C) Strategic control
- (D) Efficiency control

36.) Which of the following are included in the international liquidity? Indicate the correct code.

- i) Foreign exchange reserve

- ii) Borrowing capacity of the various countries
- iii) Gold reserves

Choose the correct answer from the code given below:

Code:

- (A) (ii) and (iii)
- (B) (i), (ii) and (iii)
- (C) (i) and (iii)
- (D) (i) and (ii)

37.) Given below are two statements, one labelled as Assertion "A" and the other labelled as Reason "R". Read the statements and choose the correct answer using the code given below.

Assertion "A": Training aids in encouraging and achieving self-development and self-confidence.

Reason "R": It helps a person handle stress, tension, frustration and conflict.

Code:

- (A) Both "A" and "R" are correct but "R" is not the right explanation of "A".
- (B) Both "A" and "R" are incorrect.
- (C) "A" is correct but "R" is not correct.
- (D) Both "A" and "R" are correct and "R" is the right explanation of "A".

38.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) Compensation received by an employee from his employer on termination of job
- (b) Pension received by the widow of an employee
- (c) Foreign allowance for rendering services abroad
- (d) Children hostel allowance

List II

- (i) Exemption up to specified limit
- (ii) Profits in lieu of salary
- (iii) Income from other sources
- (iv) Fully exempt from tax

Code:

- (A) (a)-(ii), (b)-(iii), (c)-(iv), (d)-(i)
- (B) (a)-(iii), (b)-(iv), (c)-(ii), (d)-(i)
- (C) (a)-(iv), (b)-(iii), (c)-(i), (d)-(ii)
- (D) (a)-(ii), (b)-(iv), (c)-(iii), (d)-(i)

39.) Advertising method in which a commercial is broadcast simultaneously on several radio stations and/or television channels is known as

- (A) Road block
- (B) Road side
- (C) Intensified campaign
- (D) Exclusive drive

40.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) Direct investment overseas aimed at manufacturing products not manufactured by the firm in the home country.
- (b) Direct investment in a foreign country aimed to sell the output of the firm's domestic production.
- (c) Direct investment overseas aimed at providing inputs for the firm's production process in the home country.
- (d) Foreign firms investing overseas and taking control over foreign assets.

List II

- (i) Inward FDI
- (ii) Backward Vertical FDI
- (iii) Conglomerate FDI
- (iv) Forward Vertical FDI

Code:

- (A) (a)-(i), (b)-(iv), (c)-(ii), (d)-(iii)
- (B) (a)-(iii), (b)-(ii), (c)-(i), (d)-(iv)
- (C) (a)-(iv), (b)-(iii), (c)-(ii), (d)-(i)
- (D) (a)-(iii), (b)-(iv), (c)-(ii), (d)-(i)

41.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) Income elasticity less than unity
- (b) Cross elasticity less than unity
- (c) Cross elasticity less than zero
- (d) Income elasticity less than zero

List II

- (i) Competitive goods
- (ii) Inferior goods
- (iii) Superior goods
- (iv) Complementary goods

Code:

- (A) (a)-(iv), (b)-(i), (c)-(ii), (d)-(iii)
- (B) (a)-(i), (b)-(ii), (c)-(iii), (d)-(iv)
- (C) (a)-(iv), (b)-(iii), (c)-(i), (d)-(ii)
- (D) (a)-(iii), (b)-(i), (c)-(iv), (d)-(ii)

42.) Which one of the following modes is not an example of Direct and Database marketing communication?

- (A) Mailings
- (B) Catalogues
- (C) Telemarketing
- (D) Social media marketing

43.) "Everyone benefits when the focus is on common interest and promotion of harmony" is the underlying assumption of which one of the following approaches to industrial relations?

- (A) Marxist approach
- (B) Pluralistic approach

- (C) Unitary approach
- (D) Human Relations approach

44.) The Industrial Policy, 1956 has been prompted by which combination of the following developments?

- (i) Adoption of the Constitution of India.
- (ii) Implementation of Economic Planning.
- (iii) Acceleration of Economic Growth and Industrialisation.
- (iv) Availability of Sufficient Funds for Investment in Public Sector.

Choose the correct answer from the code given below:

Code:

- (A) Only (ii) and (iv)
- (B) Only (ii), (iii) and (iv)
- (C) Only (i), (ii) and (iv)
- (D) Only (i) and (ii)

45.) Banking Ombudsman Scheme was introduced by RBI with effect from

- (A) 2005
- (B) 1998
- (C) 2001
- (D) 1995

46.) Sales of a firm are Rs.40 lacs; variable costs RS.10 lacs; fixed costs RS.15 lacs; interest Rs.5 lacs. Combined leverage of the firm will be

- (A) 3
- (B) 8
- (C) 2
- (D) 2.5

47.) Corporations are controlled and directed by which one of the following?

- (A) Corporate mechanism
- (B) Corporate governance
- (C) Corporate ethics
- (D) Corporate codes

48.) Which one of the following is not the function of the Reserve Bank of India?

- (A) Custodian of Cash Reserves of Commercial Banks
- (B) Accepting deposits and advancing loans to public
- (C) Controller of credit
- (D) Issue of Bank notes

49.) 'Finance for exporting companies' as part of major programmes of the Exim Bank of India does not include

- (A) Term loans
- (B) Working capital
- (C) Overseas investment finance
- (D) Post-shipment credit

50.) A firm has inventory turnover of 3 and cost of goods sold is RS.2,70,000. With better inventory management, the inventory turnover is increased to 5. This would result in

- (A) Decrease in inventory by Rs.36,000
- (B) Increase in inventory by Rs.54,000
- (C) Decrease in inventory by Rs.90,000
- (D) Increase in cost of goods sold by Rs.20,000

51.) Which one of the following is not the basic function of WTO?

- (A) To facilitate the implementation, administration and operation of trade agreements
- (B) To settle differences and disputes among its member countries
- (C) To facilitate the expansion and balanced growth of international trade
- (D) To carry out periodic reviews of the trade policies of its member countries

52.) Which of the following statements is/are true?

- (i) Tax-shield on depreciation and interest is an important variable both for the lessor and the lessee.
- (ii) Lease transactions in India are governed by the Lease Act.
- (iii) A lessee should evaluate the lease options against the buying option.
- (iv) As per AS-19, financial lease is shown in the balance sheet of the lessee as an asset.

Choose the correct answer from the code given below:

Code:

- (A) Only (ii)
- (B) (i) and (iv)
- (C) (i), (iii) and (iv)
- (D) (ii), (iii) and (iv)

53.) Merger of two companies under the Board for Industrial and Financial Reconstruction(BIFR) supervision is known as

- (A) Negotiated merger
- (B) Offer for sale
- (C) Reverse merger
- (D) Arranged merger

54.) On fulfilling certain conditions, for an undertaking set up in special economic zones, deduction under section 10 AA of the Income Tax Act is allowed for

- (A) 5 years
- (B) Unlimited period
- (C) 15 years
- (D) 10 years

55.) Which one of the following items is not a part of job specification?

- (A) Initiative
- (B) Emotional characteristics
- (C) Location
- (D) Judgement

56.) For the following two statements regarding infrastructural services in the county, choose the correct code for the statements being correct or incorrect.

Statement I: Most infrastructure services are provided by public monopolies which generally suffer with severe problems like lack of accountability, low productivity, poor financial performance and over-employment.

Statement II: There is a need now to induce more private sector investment and participation in provision of social overheads as it may encourage better risk sharing, accountability, monitoring and management of infrastructure sector.

Code:

- (A) Both I and II are correct.
- (B) I is incorrect, but II is correct.
- (C) I is correct, but II is incorrect.
- (D) Both I and II are incorrect.

57.) Choose the correct for the following statements being correct or incorrect.

Statement I: An option which gives its holder the privilege of selling to other party a fixed amount of some stock at a stated price on or before a predetermined date is known as call option.

Statement II: In an option, the holder has the privilege of purchasing from other party a fixed amount of some stock at a stated price on or before a predetermined date is known as put option.

Code:

- (A) Both the statements I and II are incorrect.
- (B) Statement II is correct, but I is incorrect.
- (C) Statement I is correct, but II is incorrect.
- (D) Both the statements I and II are correct.

58.) Second generation reforms in our country do not comprise of which one of the following?

- (A) Exploiting the knowledge based global economy
- (B) Clean environment
- (C) Population control measures
- (D) Growing Indian transnational corporations

59.) If a perpendicular on X-axis from the point of intersection of both 'less than' and 'more than' frequency curves is drawn, it gives the value of

- (A) Mode
- (B) Median
- (C) Third quartile
- (D) Arithmetic mean

60.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) Job context
- (b) Job-related tangibles and intangibles
- (c) Work activities
- (d) Work performance

List II

- (i) Procedures used
- (ii) Work schedule
- (iii) Work standards
- (iv) Services rendered

Code:

- (A) (a)-(i), (b)-(iv), (c)-(ii), (d)-(iii)
- (B) (a)-(iv), (b)-(iii), (c)-(i), (d)-(ii)
- (C) (a)-(iii), (b)-(iv), (c)-(ii), (d)-(i)
- (D) (a)-(ii), (b)-(iv), (c)-(i), (d)-(iii)

61.) Which among the following is not an internal factor of pricing decision?

- (A) Consumer behaviour for given product
- (B) Position of product in product cycle
- (C) Consumer's expectation from company by past pricing
- (D) Price elasticity as per sales of product

62.) Who among the following is not an observer country of the SAARC?

- (A) Iran
- (B) Canada
- (C) China
- (D) USA

63.) Which one of the following is not the correct property of normal distribution?

- (A) Uni-modal distribution
- (B) Standard deviation is the sole parameter of the distribution
- (C) Continuous distribution
- (D) Equality of central values (Mean, Mode and Median)

64.) Which one of the following statements is not true?

- (A) Depreciation is a source of funds.
- (B) Any transaction that increases working capital is a source of funds.
- (C) Profits earned from non-operating activities is added to net profit while calculating profits from operations.
- (D) Major source of working capital in the long run, is profits from operations.

65.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) Behaviour referent
- (b) Focus of attention for interventions
- (c) Conflict handling
- (d) Job categories and grades

List II

- (i) Wide ranging cultural, structural and personnel strategies
- (ii) Manage climate and culture
- (iii) Few
- (iv) Values/mission

Code:

- (A) (a)-(iv), (b)-(ii), (c)-(i), (d)-(iii)
- (B) (a)-(iii), (b)-(i), (c)-(ii), (d)-(iv)
- (C) (a)-(iv), (b)-(i), (c)-(ii), (d)-(iii)
- (D) (a)-(i), (b)-(ii), (c)-(iv), (d)-(iii)

66.) Which one of the following statements is correct?

- (A) SEBI has been constituted under the Securities (Contract and Regulation) Act, 1956.
- (B) SEBI is constituted from amongst the directors of various stock exchanges.
- (C) The purpose of issuing different types of rules and regulations by SEBI is to bring monetary gains to investors.
- (D) One of the objectives of setting up SEBI is to protect the interests of investors.

67.) Choose the correct code for the following statements being correct or incorrect.

Statement I: When the two securities returns are perfectly positively correlated, the risk of their portfolio is just a weighted average of the individual risks of the securities. In such case, diversification does not provide risk reduction but only risk averaging.

Statement II: Total risk of a portfolio of two risk securities can be completely eliminated when their returns are perfectly negatively correlated and their proportionate holdings in the portfolio are inversely related to the relative individual risks of the securities.

Code:

- (A) Statement I is correct, but II is incorrect.
- (B) Both the statements I and II are correct.
- (C) Both the statements I and II are incorrect.
- (D) Statement II is correct, but I is incorrect.

68.) Which of the following is not a method of preparation of cash budget?

- (A) Proforma Balance Sheet method
- (B) Adjusted Net Income method
- (C) Receipts and Payments method
- (D) Cash Cycle method

69.) Banks are required to classify Non-Performing Assets into

- (A) Sub-standard assets, doubtful assets, and loss assets
- (B) Doubtful assets, and bad debts
- (C) Standard assets, and sub-standard assets
- (D) Doubtful assets, bad debts and loss assets

70.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) AS-1
- (b) AS-3
- (c) AS-10
- (d) AS-19

List II

- (i) Accounting for fixed assets
- (ii) Disclosure of accounting policies
- (iii) Leases and its accounting
- (iv) Cash flow statements

Code:

- (A) (a)-(iii), (b)-(iv), (c)-(ii), (d)-(i)
- (B) (a)-(ii), (b)-(iv), (c)-(i), (d)-(iii)

- (C) (a)-(i), (b)-(ii), (c)-(iii), (d)-(iv)
(D) (a)-(iii), (b)-(i), (c)-(iv), (d)-(ii)

71.) Indicate the most popular route of privatization adopted by the Government of India in recent decades.

- (A) Cross Holdings
(B) Spontaneous Privatisation
(C) Strategic sale
(D) Management-Employee Buyout

72.) Choose the correct code for the following statements being correct or incorrect.

Statement I: FX Spot is an agreement between two parties to buy one currency against selling another currency at an agreed price for settlement on the spot date.

Statement II: The date of maturity of a forward contract is more than two business days in future.

Code:

- (A) Both the statements I and II are incorrect.
(B) Statement I is correct, but II is incorrect.
(C) Both the statements I and II are correct.
(D) Statement II is correct, but I is incorrect.

73.) Foreign investment can be made through which of the following routes?

- (i) Foreign Direct Investment (FDI)
(ii) Foreign Portfolio Investment (FPI)
(iii) Private Equity Investment (PEI)
(iv) Foreign Venture Capital Investors (FVCI)

Choose the correct answer from the code given below:

Code:

- (A) (i) and (iv)
(B) (i), (ii), (iii) and (iv)
(C) (i), (iii) and (iv)
(D) (i), (ii) and (iv)

74.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) Rival Firms
(b) Technology
(c) Improving Quality
(d) Ethics in Business

List II

- (i) External Environment
(ii) Social and Cultural Environment
(iii) Internal Environment
(iv) Global Environment

Code:

- (A) (a)-(iv), (b)-(i), (c)-(ii), (d)-(iii)
(B) (a)-(iii), (b)-(i), (c)-(iv), (d)-(ii)
(C) (a)-(ii), (b)-(iii), (c)-(iv), (d)-(i)

(D) (a)-(i), (b)-(ii), (c)-(iii), (d)-(iv)

75.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I (Propounder of Theory)

- (a) Dr. William Ouchi
- (b) Douglas McGregor
- (c) Frederick Herzberg
- (d) A.H. Maslow

List II(Theory of Motivation)

- (i) X Theory
- (ii) Need Hierarchy Theory
- (iii) Z Theory
- (iv) Hygiene Theory

Code:

- (A) (a)-(ii), (b)-(iii), (c)-(iv), (d)-(i)
- (B) (a)-(ii), (b)-(i), (c)-(iii), (d)-(iv)
- (C) (a)-(iii), (b)-(i), (c)-(iv), (d)-(ii)
- (D) (a)-(iv), (b)-(i), (c)-(iii), (d)-(ii)

76.) Which of the following statements is/are false?

- (i) Capital profits can never be distributed as dividends to the shareholders.
- (ii) Dividends are paid out of profits and, therefore, do not affect the liquidity position of the firm.
- (iii) Every company should follow the policy of low dividend payment.
- (iv) Walter's model suggests that dividend payment does not affect the market price of the share.

Choose the correct answer from the code given below:

Code:

- (A) (i), (ii) and (iii)
- (B) (i), (ii), (iii) and (iv)
- (C) (iii) and (iv)
- (D) (ii), (iii) and (iv)

77.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) Mobile defense
- (b) Contraction defense
- (c) Position defense

List II

- (i) Occupying the most desirable position in consumer's minds, making the brand almost impregnable.
- (ii) The leader stretches its domain over new territories through market broadening and market diversification.
- (iii) Large companies give up weaker markets and reassign resources to stronger ones.

Code:

- (A) (a)-(i), (b)-(ii), (c)-(iii)
- (B) (a)-(ii), (b)-(iii), (c)-(i)
- (C) (a)-(i), (b)-(iii), (c)-(ii)

(D) (a)-(ii), (b)-(i), (c)-(iii)

78.) Cost plus pricing is considered appropriate for which combination of the following?

- (i) Product Tailoring
- (ii) Public Utility Pricing
- (iii) Refusal Pricing
- (iv) Monopoly Pricing

Choose the correct answer from the code given below:

Code:

- (A) Only (ii), (iii) and (iv)
- (B) Only (i) and (ii)
- (C) Only (i), (ii) and (iii)
- (D) Only (iii) and (iv)

79.) "Skimming" in e-banking is a method of

- (A) Transferring cash from one account to another account.
- (B) Converting Debit Card into Credit Card.
- (C) Intimating the customer about his heavy withdrawals.
- (D) Stealing credit card information.

80.) Given below are two statements, one labelled as Assertion "A" and the other labelled as Reason "R". Read the statements and choose the correct answer using the code given below.

Assertion "A": Among all methods of charging depreciation on fixed assets, diminishing balance method is the best method.

Reason "R": Diminishing balance method of charging depreciation has been permitted under the Income Tax Act, 1961 for claiming deduction for depreciation.

Code:

- (A) Both "A" and "R" are correct but "R" is not the correct explanation of "A".
- (B) "A" is correct but "R" is not correct.
- (C) "A" is incorrect but "R" is correct.
- (D) Both "A" and "R" are correct and "R" is the correct explanation of "A".

81.) Which one of the following is agricultural income under Income Tax Act?

- (A) Income from dairy farm, poultry farm, etc.
- (B) Income from sale of replanted trees where denuded parts of the forest are replanted and subsequent operations in forestry are carried out.
- (C) Dividend from a company engaged in agriculture.
- (D) Income from the land used for storing agricultural produce.

82.) Choose the correct code for the following statements being correct or incorrect.

Statement I: Thousands of employees die every day in factories due to accidents.

Statement II: To make an accident-free plant adds to cost and decreases productivity.

Code:

- (A) Statement I is correct, but II is incorrect.
- (B) Statement II is correct, but I is incorrect.
- (C) Both the statements I and II are correct.
- (D) Both the statements I and II are incorrect.

83.) The monopoly involves a social cost mainly due to its emphasis on which one of the following?

- (A) Charging different prices from different categories of buyers of the same product.
- (B) Earning net profit in all possible situations.
- (C) Attempting to stall entry of other firms in the market.
- (D) Lower output at a higher cost in a normal profit situation.

84.) Given below are two statements, one labelled as Assertion “A” and the other labelled as Reason “R”. Read the statements and choose the correct answer using the code given below.

Assertion “A”: A low debt-equity ratio is generally recommended for a newly started business.

Reason “R”: During the initial years of the business, debt servicing will prove to be less burdensome.

Code:

- (A) “A” is correct but “R” is not correct.
- (B) “A” is not correct but “R” is correct.
- (C) Both “A” and “R” are correct and “R” is the correct explanation of “A”.
- (D) Both “A” and “R” are correct and “R” is not the correct explanation of “A”.

85.) Production function based on which combination of the main characteristics of the inputs from the following:

- (i) Substitutability
- (ii) Complementarity
- (iii) Flexibility
- (iv) Specificity

Code:

- (A) Only (ii), (iii) and (iv)
- (B) Only (i), (ii) and (iv)
- (C) Only (i) and (ii)
- (D) Only (iii) and (iv)

86.) The companies having business in a large number of countries around the world at present are called

- (A) Multinational Enterprises (MNEs)
- (B) Multinational Corporations (MNCs)
- (C) Global Corporations (GCs)
- (D) Transnational Corporations (TNCs)

87.) Which of the following sources of finance has an implicit cost of capital?

- (A) Equity share capital
- (B) Retained earnings
- (C) Debentures
- (D) Preference share capital

88.) Choose the correct code for the following statements being correct or incorrect.

Statement I: A well-chosen marketing channel must be aligned to company’s marketing strategy with respect to segmentation, targeting and positioning.

Statement II: Marketing channel are set of interdependent organizations participating in the process of making the product available for the use of consumption.

Code:

- (A) Statement I is correct, but II is incorrect.
- (B) Both the statements I and II are incorrect.
- (C) Statement II is correct, but I is incorrect.
- (D) Both the statements I and II are correct.

89.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) Claims
- (b) Fringe benefits
- (c) Perquisites

List II

- (i) Company car, club membership, paid holidays, furnished house
- (ii) Telephone/mobile allowance, internet allowance, medical allowance
- (iii) Canteen, uniform, accident relief

Code:

- (A) (a)-(ii), (b)-(iii), (c)-(i)
- (B) (a)-(ii), (b)-(i), (c)-(iii)
- (C) (a)-(i), (b)-(ii), (c)-(iii)
- (D) (a)-(iii), (b)-(ii), (c)-(i)

90.) Choose the correct code for the following statements being correct or incorrect.

Statement I: If the value of β_2 , i.e. $\frac{\mu_4}{\sigma_4}$, of a distribution gives the value more than 3, its curve is platykurtic.

Statement II: In a moderately asymmetrical distribution, the standard deviation is 1.25 times of mean deviation.

Code:

- (A) Statement I is correct, but II is incorrect.
- (B) Statement II is correct, but I is incorrect.
- (C) Both the statements I and II are correct.
- (D) Both the statements I and II are incorrect.

91.) The theory suggesting that the patterns of international trade are determined by factor endowment rather than productivity was propounded by which one of the following?

- (A) Adam Smith
- (B) Michael Porter
- (C) David Ricardo
- (D) Heckscher and Bertil Ohlin

92.) Which one of the following initiatives is not the strategy for managing shortage of employees in an organization?

- (A) Offer incentives to postpone retirement
- (B) Attempt to reduce turnover
- (C) Employee training

(D) Hire temporary employees

93.) Which of the following statements relating to the sampling theory are correct?

- (i) The values of the statistical measures based on the sampled units are called values of statistic.
- (ii) In the simple random sampling technique, the element of the population and the unit of the sample are different.
- (iii) Snow-ball sampling technique is a probability based sampling technique.
- (iv) The 'law of statistical regularity' and the 'law of large numbers' are the main bases of the sample to become representative of the population.

Choose the correct answer from the code given below:

Code:

- (A) (ii) and (iii)
- (B) (i) and (iv)
- (C) (ii), (iii) and (iv)
- (D) (i), (ii) and (iii)

94.) Which one among the following is the oldest form of organization?

- (A) Committee Organization
- (B) Line Organization
- (C) Project Organization
- (D) Functional Organization

95.) Given below are two statements, one labelled as Assertion "A" and the other labelled as Reason "R". Read the statements and choose the correct answer using the code given below.

Assertion "A": Purchase decisions are not based on how customers perceive prices but on the marketer's stated price.

Reason "R": Customers may have a lower price threshold, below which prices signal inferior or unacceptable quality, and an upper price threshold where the product appears not worth the money.

Code:

- (A) "A" is incorrect but "R" is correct.
- (B) Both "A" and "R" are correct and "R" is the right explanation of "A".
- (C) Both "A" and "R" are correct and "R" is not the right explanation of "A".
- (D) Both "A" and "R" are incorrect.

96.) Given below are two statements, one labelled as Assertion "A" and the other labelled as Reason "R". Read the statements and choose the correct answer using the code given below.

Assertion "A": Consumers need to be given legal protection against certain trade practices and business methods.

Reason "R": Protection as per market forces and 'Caveat Emptor' is not enough as perfectly competitive market is an economist's dream and consumer sovereignty is a myth.

Code:

- (A) "A" is correct but "R" is incorrect.
- (B) Both "A" and "R" are correct and "R" is the right explanation of "A".
- (C) "A" is incorrect but "R" is correct.
- (D) Both "A" and "R" are correct but "R" is not the right explanation of "A".

97.) Which one of the following is the main government agency responsible for development and monitoring international trade in India?

- (A) Department of Commerce
- (B) Export Promotion Council
- (C) Indian Institute of Foreign Trade
- (D) Federation of Indian Export Organisations

98.) Choose the correct code for the following statements being correct or incorrect.

Statement I: Punctuality and team spirit among employees of an organization has great contribution in enhancing profits of the business but they do not appear as an asset in the balance sheet.

Statement II: Financial statements do not reflect the correct financial position of a business.

Code:

- (A) Both the statements I and II are correct.
- (B) Statement I is correct, but II is incorrect.
- (C) Both the statements I and II are incorrect.
- (D) Statement I is incorrect, but II is correct.

99.) When RBI reduces CRR, it results into

- (A) Decrease in deposits
- (B) Increase in lendable resources
- (C) Decrease in lendable resources
- (D) Increase in deposits

100.) Match the items of List I with the items of List II and choose the correct answer from the code given below.

List I

- (a) The economy was characterized by small regional suppliers who sold goods on a local basis
- (b) Standardized, branded goods were sold at national level
- (c) Era of market differentiation based on demographic, socio-economic and life style factors
- (d) Technological advancements, especially in the area of digital communication, allow marketers to communicate with individual consumers or very small groups

List II

- (i) Mass marketing
- (ii) Hyper-segmentation
- (iii) Segmentation
- (iv) Fragmentation

Code:

- (A) (a)-(i), (b)-(ii), (c)-(iii), (d)-(iv)
- (B) (a)-(iv), (b)-(i), (c)-(iii), (d)-(ii)
- (C) (a)-(iv), (b)-(i), (c)-(ii), (d)-(iii)
- (D) (a)-(i), (b)-(iv), (c)-(ii), (d)-(iii)