



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.) Which of the following are considered non-parametric tests?

- (a) Mann-Whitney U test
- (b) Kruskal – Wallis test
- (c) *F*-test
- (d) *T*-test
- (e) Chi-square test

Choose the correct option from the following :

- (A) (a), (b) and (e)
- (B) (a), (b) and (c)
- (C) (a), (b), (c) and (d)
- (D) (a), (b), (c) and (e)

2.) Which of the following does NOT fall in the ambit of the objectives of Competition Act, 2002?

- (A) Encourage competition
- (B) Prevent abuse of dominant position
- (C) Prevent monopolistic rights arising out of intellectual property
- (D) Regulate mergers and acquisitions

3.) Which is the most appropriate mode of entry in international business to an enterprise with little experience of international markets?

- (A) Acquisition
- (B) Strategic Alliance
- (C) Joint Venture
- (D) Exporting

4.) Under which of the following situations, the decision outcome on evaluation of investment opportunities vary under NPV and IRR methods per se?

- (a) Time disparity
- (b) Cost disparity
- (c) Life disparity
- (d) Volume disparity

Choose the correct combination of situations :

- (A) (a) and (d) only
- (B) (b) and (d) only
- (C) (a), (b) and (c) only
- (D) (b), (c) and (d) only

5.) Match List-I with List-II

- | List-I | List-II |
|-----------------------------|--------------------------------|
| (a) Net income approach | (i) Inventory management |
| (b) Gordon model | (ii) Capital budgeting |
| (c) Internal rate of return | (iii) Capital structure theory |
| (d) Reorder level | (iv) Dividend theory |

Choose the correct option from those given below:

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

6.) Assertion-A: Brainstorming technique demands generation of a number of alternatives to a problem.

Reason-R: Participants generate as many alternatives as possible without evaluating them in brainstorming sessions.

In the context of above two statements, which of the following codes is correct?

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

7.) Statement I : Though closely related, job evaluation and performance appraisal are not the same.

Statement II : The purpose of job evaluation is to fix the remuneration and other relevant benefits.

In the context of the above two statements, which of the following codes is correct?

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

8.) Match List-I with List-II :

- | List-I | List-II |
|--|----------------------------------|
| (a) Fiscal, monetary and Industrial policies | (i) Social responsibilities |
| (b) Social obligations towards several stakeholders | (ii) Stakeholders/interest group |
| (c) Consumers, shareholders, Suppliers, creditors etc. | (iii) Business ethics |
| (d) Moral principles that defines The right or wrong | (iv) Economic policies |

Choose the correct option from those given below:

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

9.) Currency swap is a method of

- (A) hedging against foreign exchange risk
- (B) speculating in foreign exchange
- (C) leverage instrument used by cooperative banks

(D) mode of payment in international trade

10.) Return of income is submitted under which Section of Income-tax Act?

- (A) Section 138 (1)
- (B) Section 142 (1)
- (C) Section 139 (1)
- (D) Section 129 (1)

11.) Match List-1 with List-II:

List I	List II
(a) Sec 6(i)	(i) Agriculture Income
(b) Sec 10AA	(ii) Leave Travel Concession
(c) Sec 10 (1)	(iii) Resident
(d) Sec 10 (5)	(iv) Leave Salary

Choose the correct option from those given below:

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

12.) As per Section 52 of the Companies Act, 2013, the balance in the Securities Premium Account cannot be utilized for

- (A) Payment of dividend
- (B) Writing off discount on issue of shares
- (C) issue of fully paid-up bonus share
- (D) capital losses

13.) When a company distributes its products through a channel structure that includes one or more resellers, it is known as

- (A) direct marketing
- (B) indirect marketing
- (C) integrated marketing
- (D) none of above

14.) Arrange the following in order of their manifestations:

- (a) Offer
- (b) Acceptance
- (c) Breach of contract
- (d) Contract

Choose the correct option from the following:

- (A) (a), (b), (c) and (d)
- (B) (a), (b), (d) and (c)
- (C) (b), (c), (a) and (d)
- (D) (a), (d), (c) and (b)

15.) Find the marginal revenue of a firm that sells a product at a price of Rs. 10 and the price elasticity of demand for the product is (-)2.

- (A) Rs. 5
- (B) Rs. 10
- (C) Rs. 30
- (D) Rs. 15

16.) Miller-Orr model is used in the management of

- (A) inventory
- (B) leverage
- (C) receivables
- (D) Cash

17.) Following are the steps in the activity-based cost allocation:

- (a) Identification of the main activities
- (b) Collection of cost pool
- (c) Determination of the activity cost drivers
- (d) Calculation of activity driver rate
- (e) Charging the cost of activities to products

Select the correct sequence of the above steps:

- (A) (a), (b), (c), (e) and (d)
- (B) (a), (b), (e), (d) and (c)
- (C) (a), (b), (c), (d) and (e)
- (D) (a), (d), (c), (b) and (e)

18.) Product A requires 10 kgs of material at the rate of Rs. 5 per kg. The actual consumption of material for the manufacturing of product A comes to 12 kg of material at the rate of Rs. 6 per kg. Direct material cost variance is

- (A) Rs. 22 (favourable)
- (B) Rs. 22 (unfavourable)
- (C) Rs. 12 (favourable)
- (D) Rs. 12 (unfavourable)

19.) Which of the following reflects the sum of perceived tangible and intangible benefits and costs to a customer?

- (A) Customer satisfaction
- (B) Customer delight
- (C) Customer value
- (D) Customer expectation

20.) Statement I : Agreement without consideration is always valid.

Statement II : All contracts are agreements but all agreements are not contracts.

In the context of the other two statements, which one of the following codes is correct?

- (A) Statements I and II both are correct
- (B) Both Statements I and II are incorrect
- (C) Statement I is incorrect and Statement II is correct
- (D) Statement I is correct but Statement II is incorrect

21.) SIDBI was set up as a subsidiary of IDBI to

- (A) takeover the functions of small business financing of IDBI
- (B) takeover the venture capital operation of IDBI
- (C) reconstruct and rehabilitate the sick and closed industrial units financed by IDBI
- (D) facilitate, finance and promote India's foreign trade

22.) Quantitative import restrictions that limit the quantity of a product being imported is called

- (A) embargo
- (B) quota
- (C) trade restraint
- (D) import tariff

23.) The retail supply chain does NOT include

- (A) manufactures
- (B) retailers
- (C) wholesalers
- (D) regulators

24.) Which among the following is NOT a correct statement?

- (A) Hedge funds are not mutual funds
- (B) Hedge funds can be sold to public
- (C) Investors in mutual funds must pay various fees and expenses
- (D) Mutual funds provide economics of scale to investment decisions

25.) Following are the information for a house property:

Municipal Value Rs. 4,50,000

Fair Rental Value Rs. 5,00,000

Standard Rent Rs. 4,80,000

Actual Rent Rs. 4,20,000

What is the gross annual value of the house property?

- (A) Rs. 4,80,000
- (B) Rs. 5,00,000
- (C) Rs. 4,20,000
- (D) Rs. 4,50,000

26.) Capital structure and leverage decisions come in the ambit of

- (A) investment decisions
- (B) distribution decisions
- (C) financing decisions

(D) dividend decisions

27.) The essence of the law of diminishing returns is

- (A) inelastic production
- (B) negative marginal production
- (C) declining total production
- (D) declining average production

28.) The attitude based on beliefs, opinion, knowledge or information about the particular event which the employees possess is

- (A) behavioral attitude
- (B) positive attitude
- (C) cognitive attitude
- (D) affective attitude

29.) One belt, one road initiative (BRI) is NOT intended to

- (A) trade protectionism
- (B) strengthening logistic and supply chain
- (C) improve cost competitiveness
- (D) rebalance trade dominance

30.) Which of the following types of goodwill is considered to be the best?

- (A) Dog goodwill
- (B) Cat goodwill
- (C) Rat goodwill
- (D) Cow goodwill

31.) Which of the following are the rights of a Statutory Auditor?

- (a) To receive remuneration
- (b) To attend Board of Director's Meeting
- (c) To attend the General Meeting
- (d) To visit the branch office

Choose the correct answer from the following:

- (A) (a) and (b)
- (B) (a), (b) and (d)
- (C) (a), (c) and (d)
- (D) (a), (b), (c) and (d)

32.) A 'sale and lease back' arrangement is more suitable for a lessee having

- (A) liquidity crisis
- (B) surplus fund
- (C) high profit
- (D) no-profit no-loss

33.) What is the probability that sum of outcomes on pair of dice is equal to 8?

- (A) 6/36
- (B) 5/36
- (C) 4/36
- (D) 3/36

34.) New reform in India banking system include

- (a) Digitization of bank operations
- (b) Banking consolidation
- (c) Borrowing from Government
- (d) Agency work

Choose the correct option from the following:

- (A) (a) and (b)
- (B) (c) and (d)
- (C) (b), (d) and (c)
- (D) (a), (c) and (d)

35.) The channel alternatives is NOT to be assessed on the basis of

- (A) economic criteria
- (B) control criteria
- (C) adaptive criteria
- (D) accumulation criteria

36.) Which of the following commodities is kept outside the purview of GST?

- (A) Tobacco products
- (B) Petroleum products
- (C) Edible oils
- (D) Insurance products

37.) Match List-I with List-II :

List-I

(Theories of Profit)

- (a) Risk theory of profit
- (b) Innovation theory of profit
- (c) Rent theory of profit
- (d) Dynamic theory of profit

List-II

(Economists)

- (i) Schumpeter
- (ii) Walker
- (iii) Hawley
- (iv) Clark

Choose the correct option from those given below :

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

38.) Which of the following committees is related to the investor protection?

- (A) Bhagwati Committee

- (B) N. K. Mitra Committee
- (C) J. R. Verma Committee
- (D) L. C. Gupta Committee

39.) Chalapathi Rao Committee was constituted for restructuring of

- (A) State Financial Corporation in India
- (B) Commercial banks in India
- (C) Co-operative Banks in India
- (D) Regional Rural Banks in India

40.) A statement of change in financial position typically would NOT disclose the effect of

- (A) share capital issued to acquire productive facilities
- (B) dividends on share declared
- (C) cash dividend declared but not yet paid
- (D) purchase and retirement of treasury stock

41.) Which of the following is an instance of non-conventional dumping?

- (A) Sporadic dumping
- (B) Predatory dumping
- (C) Reverse dumping
- (D) Persistent dumping

42.) For a very large population the ratio between $SE\bar{x}$ and σ is 8:40. The sample size n will be

- (A) 5
- (B) 25
- (C) 32
- (D) 48

43.) 'Motivation-force or level of efforts is not equal to satisfaction and performance' is propounded by

- (A) Porter-Lawler model
- (B) Vroom's expectancy theory
- (C) X and Y theory
- (D) Adam's equity theory

44.) X is an individual of 55 years of age having gross total income Rs. 3,50,000. What is the tax liability for assessment year 2018-19?

- (A) Rs. 5,000
- (B) Rs. 2,500
- (C) Rs. 2,580
- (D) Rs. 3,000

45.) Statement I : t -test and F -test are based on the identical assumptions.

Statement II: t -test is used for comparison between two groups whereas F -test is used for comparison between more than two groups.

In the context of the above two statements, which of the following codes is correct?

- (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

46.) Match List-I with List-II

List-I

- (a) Cyber Crime
- (b) Doctrine of Caveat Emptor
- (c) Dishonor of Bill
- (d) Patent and Copyrights

List II

- (i) Intellectual Property Right Act
- (ii) Negotiable Instrument Act
- (iii) Sale of Goods Act
- (iv) The Information Technology Act

Choose the correct option from those given below:

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

47.) In tax laws, donation to approved and notified association for scientific research is allowed as

- (A) 125% of the donation
- (B) 100% of the donation
- (C) 175% of the donation
- (D) 150% of the donation

48.) Match List-I with List-II

List I

- (a) 80 TTA
- (b) 80 CCD
- (c) 80 E
- (d) 80 EE

List II

- (i) Deduction in respect of payment of interest on loan taken for higher education
- (ii) Deduction in respect of interest on loan taken for residential house property
- (iii) Deduction in respect of interest on deposits in savings account
- (iv) Deduction in respect of contribution to national pension system

Choose the correct option from those given below:

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

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

49.) Assertion-A: At times, a business may face the situation where it has to shut down its operations.

Reason-R: If the revenue is less than its variable cost, the operation should be closed down.

In the context of above two statements, which of the following codes is correct?

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

50.) Which among the following is NOT true about BASEL?

- (A) Initially it was named as committee of Banking Regulations and Supervisory Practices (CBRS)
- (B) BASEL was established by the Central Bank Governors of fifteen countries
- (C) It was established by the end of 1974
- (D) Disturbances in the international currency and banking markets were responsible for its establishment

51.) Excess capacity is NOT noticed in which of the following market conditions?

- (A) Monopoly
- (B) Monopolistic competition
- (C) Oligopoly
- (D) Perfect Competition

52.) In which of the following pricing policies, a firm charges higher initial price for the product and reduces it over time as the demand at higher price is satisfied?

- (A) Peak load Pricing
- (B) Incremental Pricing
- (C) Skimming
- (D) Penetration Pricing

53.) Credit worthiness score in India ranges between

- (A) 300 to 600
- (B) 300 to 900
- (C) 500 to 1000
- (D) 900 to 1600

54.) Assertion-A: Reserve Bank of India is an important regulatory and administrative authority to execute FEMA provisions.

Reason-R: Being monetary authority and custodian of foreign exchange, Reserve Bank of India enjoys requisite expertise of FEMA administration.

In the context of the above two statements, which one of the following option is correct.

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

55.) Match List-I with List-II.

List I

$$(a) j = \frac{\bar{x} - M_0}{\sigma}$$

$$(b) j = \frac{Q_3 - Q_1 - 2M_e}{Q_3 - Q_1}$$

$$(c) j = \frac{P_{90} + P_{10} - 2P_{50}}{P_{90} - P_{10}}$$

List II

- (i) Kelly's coefficient of skewness
- (ii) Bowley's measure of skewness
- (iii) Karl Pearson's coefficient of skewness

Choose the correct option from those given below :

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

56.) After US dollar, which of the following currencies has largest weightage in determining the value of SDR?

- (A) Japanese Yen
- (B) Chinese Yuan (Renminbi)
- (C) Euro
- (D) British Pound

57.) In which of the following commodities, when a consumer spends so much that negative income effect overwhelms the positive substitution effect so as the underlying demand curve is positively sloped?

- (A) Inferior goods
- (B) Superior goods
- (C) Giffen goods
- (D) Normal goods

58.) Redeemable preference shares of Rs. 2,00,000 are to be redeemed at par for which fresh equity shares of Rs. 80,000 are issued at a discount of 10%. What amount should be transferred to Capital Redemption Reserve Account?

- (A) Rs. 2,00,000
- (B) Rs. 1,20,000
- (C) Rs. 1,28,000
- (D) Rs. 72,000

59.) Match List-I with List-II

List-I

- (a) Interbank call market
- (b) Commercial bills
- (c) Commercial papers
- (d) Treasury bills

List II

- (i) Money Market
- (ii) Promissory note
- (iii) Short-term maturity
- (iv) Government papers

Choose the correct option from those given below:

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

60.) Which of the following does NOT come under the definition of 'information' as per the Right to Information Act (RTI Act), 2005?

- (A) Logbooks
- (B) Data material held in electronic form
- (C) File noting
- (D) Circular

61.) Which of the following are included in digital payment system?

- (a) RTGS
- (b) Demand draft
- (c) NEFT
- (d) Cheque

Choose the correct option from the following:

- (A) (a), (c) and (d)
- (B) (b) and (d) only
- (C) (a) and (c) only
- (D) (b), (c) and (d)

62.) Which among the following is NOT included in negotiable instrument?

- (A) Cheque
- (B) Demand Draft
- (C) Promissory Note
- (D) Mutual Fund

63.) Deduction u/s 37(1) is allowed under tax laws for those expenditures which are

- (A) revenue
- (B) capital

- (C) both revenue and capital
- (D) deferred revenue expenses

64.) Assertion-A: U-shaped long-run average cost curve is based on the assumption that economies of scale prevails at small levels of production and diseconomies of scale prevails at larger level of production.

Reason-R: Decreasing returns to scale arises primarily because as the scale of operation increases, it becomes even more difficult to manage the firm effectively.

In the context of the above two statements, which one of the following codes is correct?

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

65.) Match List-I with List-II

List I List II

- (a) Ind AS-16(i) Income Tax
- (b) Ind AS-38(ii) Leasing
- (c) Ind AS-17 (iii) Intangible Assets
- (d) Ind AS-12(iv) Property, plant and equipment

Choose the correct option from those given below:

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

66.) 'Doctrine of Caveat Emptor' means

- (A) buyer should make payment well in time
- (B) buyer should be beware of all aspects of buying
- (C) buyer will be responsible for the whole payment
- (D) buyer will not be responsible at any cost

67.) Which of the following is true about India Trade Policy (Export-Import), 2015-2019?

- (a) Doubling the exports (both merchandise and services)
- (b) Achieve 3.5% share in global exports
- (c) Introduced two new schemes (MEIS and SEIS)
- (d) Introduced simplified Aayat-Niryat Form

Choose the correct answer from the following:

- (A) (a) and (b) only
- (B) (a) and (c) only
- (C) (a), (b) and (c) only
- (D) All are correct

68.) The social environment of the job affects people and is also affected by them and not by management alone, is the main proposition of

- (A) contingency theory of organization
- (B) system theory of organization
- (C) classical theory of organization
- (D) Neo-classical theory of organization

69.) Amount unutilized in capital gain account scheme for which exemption claimed u/s 54 shall be treated as long-term capital gain, if

- (A) 2 years have expired from the date of transfer
- (B) 2 years have expired from the date of deposit
- (C) 3 years have expired from the date of transfer
- (D) 3 years have expired from the date of deposit

70.) List out from the given statements the important ethical principles that a business should follow:

- (a) To take the necessary action for the development of the concerned industry or business.
- (b) Pay taxes and discharge other obligations promptly.
- (c) To ensure the best utilization of the human resources.
- (d) Refrain from secret kickbacks or pay-offs to customers, suppliers, administrators, etc.
- (e) Ensure payment of fair wages and fair treatment of employees.

Choose the correct answer from the options given below:

- (A) (c), (d) and (e)
- (B) (b), (d) and (e)
- (C) (a), (b) and (c)
- (D) (a), (c) and (e)

71.) If two regression coefficients are -0.8 and -0.2 , then the value of coefficient of correlation is

- (A) -0.16
- (B) -0.50
- (C) $+0.40$
- (D) -0.40

72.) Redressal mechanism for consumer disputes under Section 9 of the Consumer Protection Act envisages a

- (A) single-tier system
- (B) two-tier system
- (C) three-tier system
- (D) open system independent of hierarchy

73.) Statement I: If the tax liability has been reduced within the legal framework, it is tax planning.

Statement II: If tax liability has been reduced to get benefit of deduction available under the income tax, it is called tax evasion.

In the context of the above two statements, which one of the following codes is correct?

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

74.) Promoting team spirit, harmony and unity within in the organization is the principle of

- (A) order
- (B) scalar chain
- (C) spirit de corps
- (D) equity

75.) Consumer behavior does NOT consist which of the following activities?

- (A) Obtaining
- (B) Consuming
- (C) Disposition
- (D) Producing

76.) Which one is NOT true regarding the Market Stabilization Scheme (MSS)?

- (A) It absorbs surplus liquidity of enduring nature arising out of large capital flows.
- (B) It absorbs surplus liquidity through sale of short-dated government securities and treasury bills
- (C) Mobilized surplus liquidity is held in the MSS account with the Reserve Bank of India
- (D) MSS account liquidity can be used for normal government expenditure of capital nature

77.) Organization structure that shows a unique combination of strategy, structure and management process is known as

- (A) free-form organization
- (B) virtual organization
- (C) network organization
- (D) horizontal organization

78.) Which among the following institutions is NOT a part of World Bank group?

- (A) International Development Association (IDA)
- (B) International Monetary Fund (IMF)
- (C) International Finance Corporation (IFC)
- (D) Multilateral Investment Guarantee Agency (MIGA)

79.) Which one of the following is used for international money transfer?

- (A) RTGS
- (B) NEFT
- (C) SWIFT
- (D) DD

80.) SUGAM is also known as

- (A) ITR-1

- (B) ITR-2
- (C) ITR-3
- (D) ITR-4

81.) Match List 1 with List II

List I (Trade and Finance Institution)

- (a) WTO
- (b) IMF
- (c) FAO
- (d) EU

List II (Headquarters)

- (i) Brussels
- (ii) Geneva
- (iii) Washington
- (iv) Rome

Choose the correct option from those given below:

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

82.) Building long-term mutually satisfying relations with key customers, suppliers, distributors in order to earn and retain their long-term preference and business is known as

- (A) relationship marketing
- (B) social marketing
- (C) niche marketing
- (D) service marketing

83.) Which of the following is the predecessor of the IRDA Act, 1999?

- (A) The Insurance Act, 1938
- (B) The Life Insurance Corporate Act, 1956
- (C) The Marine Insurance Act, 1963
- (D) The Public Liability Insurance Act, 1991

84.) Which of the following are NOT sources of secondary data?

- (a) Interview
- (b) Questionnaire
- (c) Observation
- (d) Unpublished thesis
- (e) Annual Report

Choose the correct option from the following:

- (A) (a), (d) and (e)
- (B) (b), (c) and (d)
- (C) (c), (d) and (e)

(D) (a), (b) and (c)

85.) Under which of the following situations, economies of scale exists to the potential and persists?

- (A) When firm is too small and too specialized
- (B) When firm's decision to hire inputs do not result in an increase in the input costs
- (C) When firm is too large and over-diversified
- (D) When long-run cost of producing a unit falls as the output increases

86.) Peter F. Drucker noted the relationship between selling and marketing in which of the following terms?

- (A) Marketing is a subsidiary component of selling
- (B) The aim of marketing is to make selling superfluous
- (C) The aim of selling is to make marketing superfluous
- (D) Selling and marketing are essentially the same thing

87.) Shopping goods have which of the following features?

- (a) These products are generally durable in nature
- (b) Consumers generally compare the goods of various sellers and then buy such goods
- (c) Per unit price of these goods is generally high
- (d) These goods are regularly and continuously in demand
- (e) These goods are sold as a result of aggressive promotional efforts

Choose the right answer from the options given below:

- (A) (c), (d) and (e)
- (B) (a), (b) and (c)
- (C) (b), (c) and (d)
- (D) (a), (c) and (e)

88.) The current market price of a company's share is Rs. 90 and the expected dividend per share next year is Rs. 4.5. If the dividend is expected to grow at a constant rate of 8%, the shareholder's required rate of return will be

- (A) 8%
- (B) 5%
- (C) 20%
- (D) 13%

89.) A firm consumes 90000 units of a certain item of raw material in its production process annually. It costs Rs. 3 per unit, the cost per purchase order is Rs. 300 and the inventory carrying cost is 20% per year. What is the EOQ?

- (A) 9470 units
- (B) 9487 units
- (C) 9480 units
- (D) 9840 units

90.) Which of the following characteristics are related to relationship marketing?

- (a) Product feature orientation
- (b) Product benefit orientation
- (c) Frequent consumer contact
- (d) High concern for quality

Choose the correct option from the following:

- (A) (b), (c) and (d)
- (B) (a), (b) and (c)
- (C) (a), (c) and (d)
- (D) (a), (b) and (d)

91.) Assertion: According to Net Income (NI) approach, capital structure decision is relevant in the valuation of firm.

Reason: A firm can change its total value and its overall cost of capital by change in the degree of leverage in its capital structure.

In the context of the above two statements, which one of the following options is correct?

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

92.) Following are the events of an organizational culture:

- (a) Customer orientation and employee policies
- (b) Quality orientation, directing and motivating styles
- (c) Decision-making, products and services and responsibilities to society
- (d) Reaction to competitors and gratitude towards nation
- (e) Role ambiguities, trade union and policies

Select the correct sequence for the above events:

- (A) (a), (b), (d) and (e)
- (B) (a), (c), (d) and (e)
- (C) (b), (c), (d) and (e)
- (D) (a), (b), (c) and (d)

93.) Match List-I with List-II

List I (Objectives of business firms)

- (a) Maximization of firm's growth rate
- (b) Managerial utility function
- (c) Satisfying behaviour
- (d) Sales Maximization

List II (Hypothesis)

- (i) Baumol's hypothesis
- (ii) Marris hypothesis
- (iii) Williamson hypothesis
- (iv) Cyert-March hypothesis

Choose the correct option from those given below:

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

94.) A company issues 10% irredeemable preference shares. The face value per share is Rs. 100, but the issue price is Rs. 95. What is the cost of preference shares?

- (A) 10.63%
- (B) 10.73%
- (C) 10.83%
- (D) 10.53%

95.) Which one of the following analyses is suitable for risk-return analysis in financial decisions?

- (A) CAPM analysis
- (B) SWOT analysis
- (C) Capital gearing
- (D) EVA analysis

96.) Statement I: The arithmetic mean is an all-purpose average.

Statement II: Median and mode are called positional averages.

In the context of the above two statements, which one of the following codes is correct?

- (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

97.) Study the following information:

Covariance between X and Y series = -17.8

Standard deviation of X series = 6.6

Standard deviation of Y series = 4.2

No. of pairs of observation = 20

The coefficient of correlation is

- (A) - 0.642
- (B) 0.642
- (C) 0.253
- (D) - 0.253

98.) Which one of the following is NOT the pre-requisite of price discrimination?

- (A) Firm must have monopoly power
- (B) Product has multiple close substitutes and different uses
- (C) Markets are separated and segmented
- (D) Price elasticity of product must differ in different markets

99.) The arithmetic mean of 10 items is 50. If each item is increased by 5, then new arithmetic mean would be

- (A) 50
- (B) 55
- (C) 60
- (D) 45

100.) Which of the following is NOT main stage in a customer relationship life cycle?

- (A) Customer acquisition
- (B) Customer development
- (C) Customer satisfaction
- (D) Customer annoyance