



UGC NET Management- 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.) Match List-I with List-II:

List-I (Training Need Assessment Technique)

- (a) Observation
- (b) Questionnaires
- (c) Online technology
- (d) Interviews

List-II (Advantages/Merits)

- (i) Questions can be modified
- (ii) Generates data relevant to work environment
- (iii) Inexpensive
- (iv) Objective

Choose the correct option from those given below:

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

2.) Match List-I with List-II

List-I

- (a) Propitious niche
- (b) Strategic window
- (c) Mission
- (d) Business strategy

List-II

- (i) It focuses on improving competitive position within specific industry that the business unit serves.
- (ii) An extremely favourable market situation so well suited to the firm's competitive advantage that other organisations are not likely to challenge it
- (iii) A unique market opportunity that is available only for a particular time.
- (iv) It is an objective and measurable common thread to highlight and focus the energy of everyone in the direction that the management believes is the best for the best.

Choose the correct option from these given below:

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

3.) Name the theory/concept/thought concerned with designing and shaping jobs to fit the physical abilities and characteristics of individuals so that they can perform their jobs effectively.

- (A) Economics
- (B) Physiology
- (C) Ergonomics
- (D) Psychology

4.) According to BCG matrix, for which one of the following positions of SBU the firm should decide to curtail losses by divesting?

- (A) Star
- (B) Question mark
- (C) Cash cow
- (D) Dog

5.) The following statements relate to marketing

Statement I: "For any business enterprise there are two and only two basic functions: marketing and innovation. These two produce results; all the rest are costs."

Statement II: "The product concept of marketing holds that business can be managed by maximization of production and the resultant lower unit cost and low price."

Which of the following options is correct?

- (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

6.) Entering a foreign market by developing foreign-based assembly or manufacturing facilities is known as

- (A) Exporting
- (B) Licensing
- (C) Joint ownership
- (D) Direct investment

7.) Which among the following is a correct statement?

- (A) Entrepreneur is an employee and intrapreneur is free and the leader of the operation.
- (B) Intrapreneur is an employee and entrepreneur is free and the leader of the operation.
- (C) Entrepreneurship is the change initiative taken within a going concern by the people working in the organisation.
- (D) Intrapreneurship is the change initiative taken by a group of independent people.

8.) According to which of the following approaches of decision making, a manager picks up a course of action that is satisfactory or good enough under the circumstances?

- (A) The Behavioural Approach
- (B) The Bounded Rationality Approach
- (C) The 'Garbage Can' Approach
- (D) The Cooperative Social Systems Approach

9.) The scheme, which has been launched by the MSME Ministry to access the capabilities and credit worthiness of the micro and small enterprises (MSEs), is called:

- (A) Performance and credit rating scheme
- (B) Zero defect zero effect certification
- (C) Performance and economic rating scheme
- (D) Technology upgradation scheme

10.) The credit of taking portfolio theory from abstraction to reality goes to

- (A) Harry Markowitz
- (B) William Sharpe
- (C) Jack Treppnor
- (D) Eugene Fama

11.) If Mr. X pays a well-known fashion innovator such as Calvin Klein for the right to use its name on his apparel and accessories, then Mr. X is using which type of branding?

- (A) Co-branding
- (B) Private branding
- (C) Manufacturer's branding
- (D) Licensed branding

12.) Which of the following statistical techniques should be used when you wish to examine the association between two nominal variables?

- (A) Multiple regression analysis
- (B) Simple correlation coefficient
- (C) Chi-square contingency test
- (D) Pearson correlation coefficient

13.) Firm A acquires firm B. Market price of shares of B is Rs. 20 per share and EPS is Rs. 5, For an exchange ratio of 1.5:1, what was the P/E ratio used in acquiring firm B?

- (A) 4
- (B) 5
- (C) 6
- (D) 2.67

14.) What is the one-month forward price of crude oil trading at \$ 70 a barrel when annual interest rate is 6 percent and monthly storage cost amounts to \$ 0.60?

- (A) \$ 69.75
- (B) \$ 70.25
- (C) \$ 70.95
- (D) \$ 69.05

15.) The following statements relate to organizational culture:

Statement I: Culture is the cumulative preference of some states of life and some organized ways of dealing with basic concerns by members of a society.

Statement II: There are various ways of making employees aware about the organization's culture. These include stories, language, rituals, organizational structure and physical layout and rules and policies.

Which of the following options is correct?

- (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

16.) Data scrubbing is:

- (A) A process to reject data from the data warehouse and to create the necessary indexes.
- (B) A process to load the data in the data warehouse and to create necessary indices.
- (C) A process to upgrade the quality of data before it is moved into a data warehouse.
- (D) A process to upgrade the quality of data after it is moved into a data warehouse.

17.) Assertion "A": Corporate governance is an important instrument of investor protection.

Reason "R": Strong corporate governance is indispensable to resilient and vibrant capital markets.

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

18.) The income or gain expected from the second best use of resources lost due to the best use of the scarce resources is known as

- (A) Marginality principle
- (B) Opportunity cost
- (C) Incremental principle
- (D) Equi-marginal principle

19.) Which one of the following is true for a monopoly firm that operates at the level of output where $MR = MC$?

- (A) If $AR > AC$, there is abnormal profit for the firm
- (B) If $AR = AC$, there is abnormal profit for the firm

(C) If $AR > AC$, the film earns only normal profit

(D) If $AR < AC$, the film earns only normal profit

20.) The money spent for repairs of a motor car used by the business is a

(A) Revenue Expenditure

(B) Capital Expenditure

(C) Deferred Revenue Expenditure

(D) Contingent Expenditure

21.) The mistake of paying more attention to the specific products of a company offers than to the benefits and experience produced by these products is known as

(A) Marketing phobia

(B) Marketing trivia

(C) Marketing myopia

(D) Marketing inertia

22.) Which out of the following is the principal financial institution for the promotion, financing and development of industries in the small scale sector and to coordinate the functions of other institutions engaged in similar activities?

(A) Infrastructure Development Finance Company Limited

(B) Industrial Finance Corporation of India Limited

(C) Industrial Development Bank of India

(D) Small Industries Development Bank of India

23.) In which Amendment of the Constitution, the Government of India made a pioneering attempt to provide for 'workers' participation in management in industry', by suitable legislation in the Directive Principles of State Policy?

(A) The Constitution (42 Amendment Act), 1976

(B) The Constitution (41 Amendment Act), 1975

(C) The Constitution (46 Amendment Act), 1977

(D) The Constitution (40 Amendment Act), 1972

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

List-I: (Decision making Bias)

- (a) Anchoring Bias
- (b) Escalation of commitment
- (c) Confirmation Bias
- (d) Hindsight Bias

List-II (Explanation)

- (i) Represents a case of selective perception.
- (ii) Refers to our staying with a decision even if there is clear evidence it's wrong.
- (iii) Tendency to believe falsely, after the outcome is known
- (iv) Tendency to fixate on initial information and fail to adequately adjust for subsequent information.

Choose the correct option from those given below:

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

25.) Feasibility analysis is the process of determining if a business idea is viable. It consists of four areas of feasibility analysis. Identify the correct combination.

- (A) Product/service feasibility; Industry/target market feasibility; Organizational feasibility; Human resource feasibility
- (B) Industry/target market feasibility; Organisational feasibility; Human resource feasibility; Leadership feasibility
- (C) Financial feasibility; Product/service feasibility; Industry/target market feasibility; Organizational feasibility
- (D) Industry/target market feasibility; Organizational feasibility; Financial feasibility; Leadership feasibility

26.) The Industrial Disputes Act, 1947 has provided a machinery for settlement of industrial disputes. Which amongst the following machinery has NOT been provided under the Act?

- (A) Works Committee
- (B) Collective Bargaining
- (C) National Tribunal
- (D) Voluntary Arbitration

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

List-I

- (a) Expatriates
- (b) Home-country nationals
- (c) Third-country nationals
- (d) Host-country nationals

List-II

- (i) Citizens of the country in which the multinational company has its headquarters
- (ii) Non-citizens of the countries in which employees are working
- (iii) Citizens of a country other than the parent or the host country
- (iv) Citizens of the countries in which employees are working

Choose the correct option from those given below:

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

28.) Following are two statements with regard to product life cycle (PLC):

Statement I: Product sales pass through distinct stages of PLC, each posing different challenges, opportunities and problems to the seller

Statement II: A company's positioning and differentiation strategy must change as its product, market and competitors change over the product life cycle.

Which of the following options is correct?

- (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

29.) Which are the asset-related covenants adopted by financial institutions while granting a loan?

- (a) Maintenance of working capital position in terms of a minimum current ratio
- (b) Prohibition on disposal of promoters' shareholding

- (c) Restriction on creation of further charge on asset
- (d) Ban on sale of fixed assets without the lender's consonance

Which one of the following options is most appropriate?

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

30.) Which of the following institutions is responsible for the execution of the India's import-export policies?

- (A) Chief Controller of Imports and Exports
- (B) Federation of Indian Export Organizations
- (C) Export Promotion Councils and Commodity Boards
- (D) Director General of Foreign Trade (DGFT)

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

List-I

- (a) Product line
- (b) Depth of product
- (c) Width of product mix
- (d) Length of product line

List-II

- (i) Total number of items under each product/brand in the line
- (ii) Number of products/brands in the line
- (iii) Group of closely related products
- (iv) Number of product lines

Choose the correct option from those given below:

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

32.) India's Trade Policy, 2015-20 stipulates to raise India's share in world exports to—

- (A) 5.0 percent
- (B) 2.5 percent
- (C) 3.5 percent
- (D) 4.5 percent

33.) The cooperative bank came into existence with the enactment of the Co-operative Credit Societies Act, 1912. Which among the following does not come under the structure of co-operative bank?

- (A) State Co-operative Bank
- (B) Land Development Bank
- (C) Regional Rural Bank
- (D) Primary Agricultural Credit Societies

34.) If risk free return is 8 percent and the expected return on a market portfolio is 12 percent, the required return on a stock is 15 percent. What is stock beta?

- (A) 0.75
- (B) 1.75
- (C) 1.25
- (D) 2.75

35.) AB Ltd. manufactures filing cabinets. For the current year, the company expects to sell 4,000 cabinets involving a loss of Rs. 2,00,000. Only 40 percent of the plant's normal capacity is being utilised during the current year. The fixed costs for the year are Rs. 10,00,000 and fully variable costs are 60 percent of the sales value. What is the break- even point in terms of sales value?

- (A) Rs. 25,00,000
- (B) Rs 20,00,000
- (C) Rs. 16, 66,667
- (D) Rs. 30,00,000

36.) Re-engineering, a radical redesign of business processes, is an essential and integral to which of the following strategies?

- (A) Expansion strategy
- (B) Diversification strategy

- (C) Growth strategy
- (D) Turnaround strategy

37.) Respondents of a recent sample survey provided names of friends they thought would be likely users of a new product. These friends were contacted, completed a survey, and asked to supply names of other likely users. Which method of sampling has been used in this survey?

- (A) Judgemental
- (B) Snowball
- (C) Expert
- (D) Quota

38.) An airline offering special lounge for waiting is an example of which one of the following differentiators of the service offer?

- (A) Differentiation through special constituents
- (B) Differentiation through the experience
- (C) Differentiation through brand image
- (D) Differentiation through pricing

39.) International Fisher Effect suggests that a home currency will

- (A) Appreciate if the current home interest rate exceeds the current foreign interest rate
- (B) Depreciate if the current home interest rate exceeds current foreign interest rate
- (C) Appreciate if the current home inflation rate exceeds the current foreign inflation rate
- (D) Depreciate if the current home inflation rate exceeds the current foreign inflation rate

40.) Match List-I with List-II

List-I

- (a) Gate Keeper
- (b) Supporter
- (c) Consensus Tester
- (d) Harmonizer

List-II

- (i) Encourages silent or shy members to contribute to the discussion

- (ii) Explores with the group if all group members agree with the decision
- (iii) Reduces tension in the group, reconciles differences and explores opportunities
- (iv) Invites all group members one by one to speak and encourages people to participate

Choose the correct option from those given below:

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

41.) Which, of the following statements is true?

- (A) The Spearman correlation coefficient is a measure of the association between two interval variables.
- (B) The Pearson correlation coefficient is designed to capture the extent of linear association between variables.
- (C) In regression analysis, the dependent variable is treated as a fixed variable, while the independent variable is random.
- (D) The Pearson correlation coefficient can range from +2.0 to -2.0.

42.) The correlation coefficient is the _____ of two regression coefficients,

- (A) Geometric mean
- (B) Arithmetic mean
- (C) Harmonic mean
- (D) Median

43.) Which one of the following demand forecasting methods is NOT a survey method?

- (A) Delphi method
- (B) End use method
- (C) Graphical method
- (D) Complete enumeration method

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

List-I (Market structure)

- (a) Perfect competition
- (b) Monopoly
- (c) Monopolistic competition
- (d) Oligopoly

List-II (Feature)

- (i) Product is differentiated
- (ii) Homogeneous or differentiated products
- (iii) Factors of production are freely mobile between firms
- (iv) Legal restrictions on entry of new firms

Choose the correct option from those given below:

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

45.) Which of the following approaches was added by Quinn to the Mintzberg's modes of strategic decision making?

- (A) Entrepreneurial approach
- (B) Logical incrementalism approach
- (C) Adaptive approach
- (D) Planning approach

46.) Which of the following institutions prepares and publishes FDI confidence index annually?

- (A) UNCTAD
- (B) WTO
- (C) A. T. Kearney
- (D) MSCI

47.) For a situation where 100 misprints are distributed randomly throughout the 100 pages of a book, the probability that a page selected at random will contain at most one misprint will be

- (A) 0.724
- (B) 0.728

(C) 0.732

(D) 0.736

48.) Which out of the following is NOT true about consumer satisfaction?

(A) Consumer satisfaction is a post consumption phenomenon

(B) Consumer satisfaction is a mild, positive emotional state resulting from a favourable appraisal of a consumption outcome

(C) Consumer satisfaction results from a cognitive appraisal

(D) Consumer satisfaction is not different from consumer loyalty. Both are same concepts

49.) Which one of the following is NOT correct for National Income?

(A) Gross National Product (GNP) > Gross National Income (GNI)

(B) Gross Domestic Product (GDP) = GNP less Net Income from Abroad

(C) Net National Product (NNP) = GNP less Depreciation

(D) Net Domestic Product (NDP) = NNP less Net Income from Abroad

50.) Study the data given below:

Net profit for the year ending 31-12-17 after preference dividend and tax- Rs. 1,00,000

No. of equity shares as on 1-1-2017- 50,000

No. of 12% convertible debentures of Rs. 100 each- 1,00,000

Each debenture is convertible into 10 equity shares. The tax rate applicable to the company is 30%. The diluted earning per share will be

(A) Rs.3.06

(B) Rs.2.00

(C) Rs.3.68

(D) Rs.4.40

51.) Which one of the following involves selling at a loss to gain access to a market and perhaps to drive competition?

(A) Persistent dumping

(B) Predatory dumping

(C) Reverse dumping

(D) Sporadic dumping

52.) Organisations encounter many different forces for change which may be external or internal. Which among the following does NOT come under the external forces of change?

- (A) Technological advancement
- (B) Workforce diversity
- (C) Change in leadership
- (D) Competition in the market

53.) Cash Flow Analysis is an important financial tool for the management. Its chief advantages are

- (a) Helps in cash management
- (b) Helps in external financial management
- (c) Helps in internal financial management
- (d) Discloses the movements of cash

Which of the following options is correct?

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

54.) The ratio between customer's perceived benefits and the resources they use to obtain those benefits is known as

- (A) Customer satisfaction
- (B) Customer value
- (C) Customer retention
- (D) Customer loyalty

55.) What is the market price per share (face value = Rs.100) as per Walter model if the profitability rate of the company is 16 percent, payout ratio is 80 percent and the cost of capital is 10 percent?

- (A) Rs. 169.20
- (B) Rs. 182.90

(C) Rs. 179.20

(D) Rs. 180.90

56.) Which one amongst the following is NOT social security legislation?

(A) Employees' Compensation Act, 1923

(B) Employees' State Insurance Act, 1948

(C) Payment of Wages Act, 1936

(D) Payment of Gratuity Act, 1972

57.) What refers to the stock of employee skills, knowledge and capabilities that may not show up in a balance sheet but have significant impact on a firm's performance?

(A) Human Resource Planning

(B) Human Resource Management

(C) Human Capital

(D) Number of Employees

58.) Statement I: All ideas are opportunities.

Statement II: An opportunity is an idea that has the qualities of being attractive, durable and timely.

Which of the following options is correct?

(A) Both the statements are correct

(B) Both the statements are incorrect

(C) Statement I is correct while statement II is incorrect

(D) Statement I is incorrect while statement II is correct

59.) For which of the following types of goods the demand increases rapidly with the increase in consumer's income but slows down with further increases in income?

(A) Inferior goods

(B) Essential consumer goods

(C) Normal goods

(D) Luxury and prestige goods

60.) Which of the following modules is NOT a part of a typical ERP system?

- (A) The Corporate Management (CM) Module
- (B) The Asset Management (AM) Module
- (C) The Human Resource (HR) Module
- (D) The Project System (PS) Module

61.) Evaluate the statements according to Aaker model of defining brand identity/equity:

Statement I: A particularly important concept for building brand equity is brand identity that represents what the brand stands for and promises to customers

Statement II: The core identity is most likely to change as the brand travels to new markets and products.

Which of the following options is correct?

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

62.) Which of the following were two major criteria for the first official definition of small-scale industry coined in the year 1950?

- (A) The size of gross investment in fixed assets and the strength of the work force
- (B) The size of gross investment in fixed assets and the annual turnover
- (C) The strength of the workforce and the annual turnover
- (D) The annual turnover and the annual profit

63.) If actual production of units is lower than the budgeted level of production, which of the following costs would be lower than the budgeted costs?

- (A) Variable cost per unit
- (B) Total variable cost
- (C) Total fixed cost
- (D) None of the above

64.) A firm's competitive advantage over its competitor is best described by the

- (A) Difference between buyers' willingness to pay (WTP) and suppliers' willingness to sell (WTS) is greater than the competitor's difference between the WTP and WTS
- (B) Combined valuation of businesses more than the individual sum of businesses
- (C) Winner businesses win more than the loser's lose
- (D) Superiority of the corporate strategy over its business strategy

65.) Today's new generation knowledge workers and professionals competing for career advancement and ready to work longer hours and work almost seven days a week is called

- (A) Hard working employees
- (B) Bonded labour
- (C) Willing slaves
- (D) Forced workers

66.) Exponential distribution comprises which of the following characteristics?

- (a) It is discrete distribution
- (b) It is a family of distributions
- (c) It is skewed to the left
- (d) The x values range from zero to infinity

Which one of the following options is most appropriate?

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

67.) Linux is the most well-known and widely used

- (A) Open source operating system
- (B) Java platform
- (C) Communication software
- (D) System software

68.) Which of the following institutions is known as the 'soft loan window' of the World Bank?

- (A) International Monetary Fund

- (B) International Development Agency
- (C) International Finance Corporation
- (D) Asian Development Bank

69.) NITI Aayog, GOI, has launched a scheme to develop ecosystem for women entrepreneurship in India. Identify the scheme out of the following:

- (A) Women Empowerment Agency
- (B) Women Entrepreneurship Platform
- (C) Naari Shakti Aayog
- (D) Women Knowledge Center

70.) Read the following regarding PERT and CPM:

- (a) PERT is probabilistic in nature and CPM is deterministic in nature.
- (b) PERT is most suitable for new as well as old projects but CPM is of great value for projects that are repetitive.
- (c) PERT focuses primarily on time element and attaches lesser significance to the cost. On the contrary, the CPM puts strong emphasis on cost.
- (d) PERT is activity-oriented and CPM is event-oriented.

Which one of the following options is most appropriate?

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

71.) Depreciation charged on fixed assets in the Funds Flow Statement is/are

- (a) Source of funds
- (b) An application of funds
- (c) Sources of funds in limited sense
- (d) Added back to the operating profit to find out funds from operations

Which one of the following options is correct?

- (A) (a) and (d) only
- (B) (b) only

- (C) (d) only
- (D) (c) and (d) only

72.) A large firm operating over a wide geographical area can speed up its collection by

- (A) Concentration banking
- (B) Centralised collection
- (C) Playing the float
- (D) Discretionary payment

73.) Authority is the right to make decisions to direct the work of others and to give orders. In this context match List-I with List-II:

List-I

- (a) Line Authority
- (b) Staff Authority
- (c) Line Manager
- (d) Staff Manager

List-II

- (i) Gives a manager the right to advice other managers or employees
- (ii) Traditionally gives managers the right to issue orders to other managers or employees
- (iii) A manager who assists and advises the manager
- (iv) A manager who is authorised to direct the work of subordinates is responsible for accomplishing the organisation's tasks

Choose the correct option from those given below:

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

74.) Which one of the following is NOT an integral part of credit policy of a business firm?

- (A) Credit standards
- (B) Credit terms
- (C) Collection policy

(D) Credit rating

75.) The DuPont approach breaks down the earnings power on the shareholders' book value (RoE) as

- (A) Net Profit Margin \times Total Assets Turnover \times Equity Multiplier
- (B) Total Assets Turnover \times Gross Profit Margin \times Debt Ratio
- (C) Total Assets Turnover \times Net Profit Margin
- (D) Total Assets Turnover \times Gross Profit Margin \times Equity Multiplier

76.) Which national institute has set up/established a 'Centre for Research in Entrepreneurship Education and Development (CREED)' with the objective to broaden the frontier of entrepreneurship research?

- (A) Indian Institute of Management, Ahmedabad
- (B) Entrepreneurship Development Institute of India
- (C) Delhi University
- (D) Institute of Rural Management, Anand

77.) The system of collective bargaining as a method of settlement of industrial disputes has been adopted and provided under

- (A) The Industrial Disputes Act, 1947
- (B) The Trade Unions Act, 1926
- (C) The Industrial Employment (Standing Orders) Act, 1946
- (D) The Taft-Hartley Act, 1947

78.) The ethical decision 'Same Job, Same Wage' is used under which criterion?

- (A) Rights
- (B) Utilitarianism
- (C) Justice
- (D) Culture

79.) Balassa Index is often used as a tool to measure the

- (A) Relative trade performance of individual countries in particular commodities
- (B) Comparative cost advantage of nations