

UGC NET Code 08 Commerce 17th Oct 2020 Evening shift

- 1.) Meaning of unpaid seller is:
 - (A) The person who has not paid the price.
 - (B) The person who has sold the goods and received the price.
 - (C) The person who has sold the goods and has not yet received the price.
 - (D) The person who has not sold the goods.

- 2.) Swachh Bharat Abhiyan is an example of
 - (A) Sustainable marketing
 - (B) Social marketing
 - (C) Services marketing
 - (D) Relationship marketing

- 3.) Which type of studies would be most appropriate to use in order to measure changed options of consumers repeatedly?
 - (A) Focus group studies
 - (B) Shadowing studies
 - (C) Longitudinal studies
 - (D) Experimental studies

- 4.) Which type of retailers involve in comparatively low prices as a major selling point combined with the reduced costs of doing business?
 - (A) Convenience stores
 - (B) Discount retailers
 - (C) Limited line retailers
 - (D) Category killer stores

- 5.) Tele-marketing is a part of
 - (A) Viral marketing
 - (B) Social marketing
 - (C) Direct marketing
 - (D) Relationship marketing

- 6.) After concept testing, a firm would engage in which of the following stage in developing and marketing a new product?
 - (A) Test marketing
 - (B) Marketing strategy/development
 - (C) Business analysis
 - (D) Product development

- 7.) A marketer needs to be aware of the criteria by which the effectiveness of their segmentation procedures can be assessed. Which of the following is NOT a criterion for evaluating the resulting market segments?
 - (A) Perishability
 - (B) Size of the resulting segment
 - (C) Measurability
 - (D) Accessibility

- 8.) "Skimming" in e-banking refers to
- (A) Identifying fraudsters copying vital information from credit cards.
 - (B) Multiple transactions by one credit card.
 - (C) Conversion of a debit card into credit card.
 - (D) Excessive charge for online services.
- 9.) Belated return u/s 139(4) can be filled at any time
- (A) Before the expiry of relevant assessment year.
 - (B) Before the expiry of one year from relevant assessment year.
 - (C) Before the expiry of relevant assessment year or before the assessment is complete, whichever is earlier.
 - (D) Before the expiry of one year from the end of the relevant assessment year or before the assessment year, whichever is earlier.
- 10.) Tax audit is compulsory in case of a person carrying on business whose gross turnover exceeds
- (A) Rs. 60 lakhs
 - (B) Rs. 1 crore
 - (C) Rs. 40 lakhs
 - (D) Rs. 2 crores
- 11.) Mr. X is entitled to transport allowance of Rs. 1,800 p.m. for commuting from his residence to office and back and he spends Rs. 1,400 p.m. the exemption shall be allowed of
- (A) Rs. 1,800 p.m
 - (B) Rs. 1,400 p.m
 - (C) Rs. 1,600 p.m
 - (D) Nil
- 12.) Beliefs, attitudes, traditions and expectations which are shared by group members is called
- (A) Group norms
 - (B) Group communication
 - (C) Group cohesiveness
 - (D) Group structure
- 13.) Which of the following method is NOT a part the off-the job training method?
- (A) Sensitivity analysis
 - (B) Transactional analysis
 - (C) Apprenticeship
 - (D) Conference method
- 14.) In a moderately skewed distribution, which of the following equation indicates the relationship among mean, median and mode?
- (A) $\text{Mean} = 2 \text{ Mode} - 3 \text{ Median}$
 - (B) $\text{Mode} = 3 \text{ Median} - 2 \text{ Mean}$
 - (C) $\text{Median} = 3 \text{ Mean} - 2 \text{ Mode}$
 - (D) $\text{Mode} = 3 \text{ Mean} - 2 \text{ Median}$

15.) If on an average, 2 customers arrive at shopping mall per minute, what is the probability that in a given minute, exactly 3 customers will arrive? ($e^{-2} = 0.1353$)

- (A) 0.1804
- (B) 0.3532
- (C) 0.2352
- (D) 0.1404

16.) Goodness of fit of a distribution is tested by

- (A) t-test
- (B) f-test
- (C) Chi-square test
- (D) z-test

17.) In a survey people are chosen from class friends or neighbours for the purpose of knowing their preference for a certain brand of soft drink, is an example of

- (A) Convenience sampling
- (B) Judgement sampling
- (C) Cluster sampling
- (D) Stratified sampling

18.) The following information is available for Ravi Corporation

EPS – Rs. 4

ROI – 18%

Rate of return required by shareholders – 15%

What will be the price per share as per Walter model if the payout ratio is 40%?

- (A) Rs. 29.87
- (B) Rs. 29.33
- (C) Rs. 28.80
- (D) Rs. 30.63

19.) Suppose that a firm has 20% debts and 80% equity in its capital structure. The cost of debts and cost of equity are assumed to be 10% and 15% respectively. What is the overall cost of capital?

- (A) 11%
- (B) 12%
- (C) 13%
- (D) 14%

20.) A Ltd. has a share capital of 5,000 equity shares of Rs. 100 each having a market value of Rs. 150 per share. The company wants to raise additional funds of Rs. 1,20,000 and offers to the existing shareholders the right to apply for a new share at Rs. 120 for every five share held. What would be the value of right?

- (A) Rs.5
- (B) Rs.6
- (C) Rs.6.5
- (D) Rs.5.5

21.) Which one of the following is the most persuasive and sustaining objectives of financial decision making?

- (A) Profit maximization
- (B) Earnings maximization
- (C) Value maximization
- (D) Cost minimization

22.) Political risk management comes in the ambit of which of the following financial decisions?

- (A) Non-conventional capital budgeting
- (B) International currency arbitrage
- (C) Foreign exchange market
- (D) Multinational capital budgeting

23.) A company purchased a machinery on 01-01-2015 for a sum of Rs. 60,000. The retail price index on the date was 150. What is the value of machinery according to CPP method on 31 December 2015 when the price index was 200?

- (A) Rs. 1,00,000
- (B) Rs. 90,000
- (C) Rs. 80,000
- (D) Rs. 70,000

24.) X and Y are partners in a business sharing profits and losses in the ratio of 3:2. They admit Z as a new partner with $\frac{1}{5}$ share in the profits. Calculate the new profit-sharing ratio of the partners.

- (A) 12:8:5
- (B) 12:8:6
- (C) 12:7:6
- (D) 12:3:7

25.) If Activity ratio of a firm is 80% and capacity ratio is 120%, find out its efficiency ratio.

- (A) 150%
- (B) 100%
- (C) 80%
- (D) 66.67%

26.) When current ratio is 2:1 and if there are equal increases in current assets and current liabilities then what would be the result?

- (A) No change in current ratio
- (B) Increase in current ratio
- (C) Decrease in current ratio
- (D) Current ratio will double

27.) Which one of the following is a correct equation?

- (A) Opening capital = Closing capital + Additional capital – Drawings - Profit
- (B) Opening capital = Closing capital - Additional capital + Drawings - Losses
- (C) Opening capital = Closing capital - Additional capital + Drawings - Profit
- (D) Opening capital = Closing capital - Additional capital – Drawings - Profit

28.) In penetration pricing a business firm seeks to access deeper market penetration by keeping prices _____.

- (A) Higher
- (B) Competitive
- (C) Low
- (D) Flexible

29.) Sub-optimal allocation of resources under monopoly to cause social welfare loss is often inferred as:

- (A) Deadweight loss
- (B) Allocation drifts
- (C) Monopoly loss
- (D) Opportunity loss

30.) Which of the following is the first order condition to profit maximisation?

- (A) $TR - TC$
- (B) $MR = MC$
- (C) MR cuts MC from below
- (D) Slope of MC curve must be higher than that of MR curve

31.) A price ceiling below the equilibrium price often leads to _____

- (A) Commodity glut
- (B) Tax burden on consumer
- (C) Shortage of the commodity and black marketing
- (D) Export of commodity

32.) For a decline in price, Total Revenue (TR) increases if demand is _____

- (A) Elastic
- (B) Inelastic
- (C) Unitary elastic
- (D) Zero elastic

33.) When consumer seeks to be different and exclusive by demanding less of a commodity as more people consumes it. This phenomenon is known as:

- (A) Bandwagon effect
- (B) Snob effect
- (C) Substitution effect
- (D) Price effect

34.) Which of the following policy has lost its sheen consequent to implementation of the GST laws in India?

- (A) Monetary policy
- (B) Fiscal policy
- (C) Trade policy
- (D) Exim policy

35.) Reverse Repo Rate is a tool used by the Reserve Bank of India primarily to _____

- (A) Inject liquidity

- (B) Absorb liquidity
- (C) Protect bank credit
- (D) Build reserve

36.) A multinational firm is the one which _____

- (A) Source supplies from multiple countries
- (B) Exports production to multiple countries
- (C) Control and operates production facilities in multiple countries
- (D) Has consular access in multiple countries

37.) Grouping of countries committed to remove all the barriers to the free flow of goods and services between themselves and also pursue independent external trade policies is called

- (A) Free trade area
- (B) Custom union
- (C) Common market
- (D) Economic union

38.) Intellectual Property Rights (IPRs) protect the use of information and ideas that are of

- (A) Social value
- (B) Moral value
- (C) Commercial value
- (D) Ethical value

39.) Uppsala model for internationalisation of business operations is not valid for _____

- (A) Manufacturing organisations
- (B) Services organisations
- (C) Agribusiness enterprises
- (D) Trading enterprises

40.) Who coined the metaphor “Invisible hand” in the Theory of Moral Sentiments?

- (A) Milton Friedman
- (B) David Ricardo
- (C) Michael Porter
- (D) Adam Smith

41.) The defenders of the sustainability approach toward Corporate Social Responsibility (CSR) points out that _____

- I. All economic activity exists within a biosphere that support all life.
- II. The success of business must be judged only against profitability.
- III. People have a strong ethical duty to cause no harm and only a prime facie duty to prevent harm.
- IV. Business sole responsibility is to fulfil the economic functions they were designed to serve.
- V. Customer service is most important.

Choose the correct answer from the options given below:

- (A) I, II only
- (B) II, III, IV only
- (C) I, III only
- (D) I only

42.) Objective of energy management and audit invariably includes which of the following in a business enterprise?

- I. Minimising cost of energy consumption.
- II. Minimising waste in energy consumption.
- III. Scaling harmful impacts of pollution on health of the natives.
- IV. Minimising environmental degradation.

Choose the correct answer from the options given below:

- (A) I, II, III only
- (B) II, III, IV only
- (C) I, II, IV only
- (D) I, II, III, IV only

43.) Which of the following aptly aims to alleviate financial stress of the borrowers at bottom of the pyramid by reducing their cost of credit in news of Covid-19 pandemic?

- I. A generic loan moratorium to the borrowers
- II. Two percent interest subvention on Shishu Loans under the Pradhan Mantri Mudra Yojana
- III. Provisioning Rs. 1,500 Crore for Animal Husbandry Infrastructure Fund (AHIDF) to help investment in dairying, meat processing and animal feed plants.
- IV. Loans up to 1 crore within 59 minutes through an online portal.

Choose the correct answer from the options given below:

- (A) I, II, III only
- (B) I, II, IV only
- (C) II, III only
- (D) IV only

44.) Organisational socialization is one very important aspect of orientation, the introduction of new employee to the enterprise. Which of the following is/are not designed for the socialization of new managers?

- I. Acquisition of work skills and ability
- II. Adoption of appropriate role behaviour
- III. Adjustment to the norm and values of the work group
- IV. Filling a vacant position

Choose the correct answer from the options given below:

- (A) I, II only
- (B) II, III only
- (C) III, IV only
- (D) IV only

45.) Which of the following are true of the Goods and Services Tax (GST) introduced in India in recent times?

- I. It is a destination-based tax
- II. It benefits producing states more
- III. It benefits consuming states more
- IV. It is a progressive taxation
- V. It is an umbrella tax to improve ease of doing business

Choose the correct answer from the options given below:

- (A) II, IV, V only

- (B) I, III, IV only
- (C) I, IV, V only
- (D) I, III, V only

46.) Which of the following truly describe govt. intervention in the MSME space in view of Covid-19 pandemic?

- I. Provisioning of collateral free automatic loans worth Rs.3 lakh crores.
- II. Provision of 100% guarantee coverage to banks and NBFCs on principal and interest for loans to NBFCs.
- III. Redefined MSMEs to include both investment and turnover criteria.
- IV. Created a war chest of Rs. 3,00,000 crores for the MSMEs loans and employment protection.
- V. Allocated Rs. 3,00,000 crores for the MSMEs loan moratorium and waiver.

Choose the correct answer from the options given below:

- (A) I, II, III only
- (B) II, III, IV only
- (C) III, IV, V only
- (D) I, III, IV only

47.) The consumer's price sensitivity is/are influenced by

- I. Who bears the cost
- II. What percentage of total expenditure does the product represent
- III. Who bears the cost and type of retailer from where customer purchases
- IV. Consumption of product by the consumer
- V. Knowledge about the product

Choose the correct answer from the options given below:

- (A) I, II, V only
- (B) II, IV only
- (C) I, II, IV only
- (D) I, II, IV, V only

48.) Which of the following are readily accepted distinguishing characteristics of the services that create unique strategic challenges?

- I. Inflexibility
- II. Perishability
- III. Inseparability
- IV. Intangibility
- V. Inscrutability

Choose the correct answer from the options given below:

- (A) II, III, IV only
- (B) I, II, III, IV only
- (C) III, IV, V only
- (D) II, IV only

49.) Suppose a customer who purchases only two goods is making a utility – maximising choice and then the price of one of the goods decreases. What will happen?

- I. The consumer's purchasing power will increase
- II. The consumer's total utility will increase
- III. The consumer's money income will increase

Choose the correct answer from the options given below:

- (A) I, III only
- (B) I, II only
- (C) II, III only
- (D) I, II, III only

50.) Which of the following could be problems with consumer interviews?

- I. A non-random sample
- II. The identification problem
- III. Response bias

Choose the correct answer from the options given below:

- (A) I, II only
- (B) II, III only
- (C) I, III only
- (D) II only

51.) Process costing is appropriate for which of the following firms?

- I. Logistics and Transportation firms
- II. Pharmaceutical and healthcare firms
- III. Tourism and hospitality firms
- IV. Oil refining firms

Choose the correct answer from the options given below:

- (A) I, III only
- (B) II, III only
- (C) I, II, III only
- (D) IV only

52.) In order to calculate capital adequacy ratio, the banks are required to take into consideration, which of the following risks?

- I. Credit risk
- II. Market risk
- III. Operational risk

Choose the correct answer from the options given below:

- (A) I, III only
- (B) I, II only
- (C) II, III only
- (D) I, II, III only

53.) Identify on which of the three mutually reinforcing pillars Basel-III capital regulations are based?

- I. Minimum capital standards
- II. Supervisory review of capital adequacy
- III. Credit risk management
- IV. Market discipline
- V. Management control

Choose the correct answer from the options given below:

- (A) I, II, III only
- (B) I, II, IV only

(C) III, IV, V only

(D) I, III, IV only

54.) Which of the following are sufficient to determine shutdown point of multi commodity firm in the short run?

I. Variable cost of operations

II. Marginal revenue received

III. Average variable cost of operations

IV. Average marginal revenue received

Choose the correct answer from the options given below:

(A) I, II only

(B) III, IV only

(C) I, II, III only

(D) II, III, IV only

55.) Survey instruments used to assess customer perception of service quality are called

I. CETSCALE

II. SERVQUAL

III. SERVPERF

IV. Six Sigma

V. RSQS

Choose the correct answer from the options given below:

(A) I, II only

(B) II, III only

(C) II, III, IV only

(D) II, III, IV, V only

56.) Channel conflicts can be

I. Vertical

II. Horizontal

III. Diagonal

IV. Circular

V. Triangular

Choose the correct answer from the options given below:

(A) I, III only

(B) II, III only

(C) I, II only

(D) I, II, III only

57.) Which of the following retail analytic applications involve(s) the use of search techniques to gain insights into customer's buying pattern?

I. Factor analysis

II. Regression analysis

III. Data mining

IV. Data scrapping

V. Data cloning

Choose the correct answer from the options given below:

(A) I, II only

- (B) II, III only
- (C) I, III, IV only
- (D) III only

58.) Which of the following narratives describe Fischer (Irving) effect?

- I. Nominal interest rate is equal to a real interest plus an expected rate
- II. Real interest rate is equal to nominal interest rate minus expected rate of inflation
- III. Exchange rate differential between two currencies is explained by interest-inflation rate differential
- IV. Exchange rate differential between two currencies is explained by comparative cost advantage and purchasing power parity

Choose the correct answer from the options given below:

- (A) I, II, III only
- (B) I, II only
- (C) III, IV only
- (D) II, III, IV only

59.) Which of the following include problems in forecasting?

- I. Estimates becoming more reliable the further you forecast into the future
- II. Specification error
- III. Cyclical variation
- IV. Stationarity in data series
- V. Consistency in data series

Choose the correct answer from the options given below:

- (A) I, II only
- (B) II, III, IV only
- (C) II, III only
- (D) I, III only

60.) Which of the following is/are hold(s) true to successfully practice price discrimination?

- I. The firm must be a pure monopoly
- II. The firm must possess market power
- III. It must be difficult for consumers in on market to sell to consumers in the other market

Choose the correct answer from the options given below:

- (A) I, II only
- (B) II, III only
- (C) I, III only
- (D) III only

61.) In a monopolistically competitive market, which of the following hold true?

- I. Firms are small relative to the total market
- II. No firm has any market power
- III. There is easy entry and exit in the market
- IV. Few firms have market power
- V. There is no easy entry and exit in the market

Choose the correct answer from the options given below:

- (A) I, III, V only
- (B) II, III only

- (C) I, II only
- (D) I, III only

62.) Span of management is determined by

- I. Manager's training
- II. Manager's personal qualities
- III. Subordinates training
- IV. Trade union

Choose the correct answer from the options given below:

- (A) II, III, IV only
- (B) I, II, III only
- (C) I, III, IV only
- (D) I, II, IV only

63.) The shutdown refers to complete cessation or closing down of the business. It involves which of the following?

- I. No buying or selling
- II. No manufacturing
- III. Shifting of business from one place to another place
- IV. Assets to be sold or disposed off
- V. Returning capital to owners

Choose the correct answer from the options given below:

- (A) I, II, IV, V only
- (B) I, II, III, IV only
- (C) I, II, III, V only
- (D) I, III, IV, V only

64.) Which of the following are false?

- I. Partners are not bound to carry on the business of the firm to the greatest common advantage.
- II. Where a partner is entitled to interest on capital subscribed by him, such interest shall be payable whether or not there are profits.
- III. An outgoing partner has a right to claim a share in the profits of the firm till his account is finally settled.
- IV. A partner may be expelled from the firm only with the consent of all other partners.

Choose the correct answer from the options given below:

- (A) I, II, IV only
- (B) I, III, IV only
- (C) II, IV, III only
- (D) III, IV only

65.) Which of the following are related to vouching of sales?

- I. Dispatch of goods
- II. Sales book
- III. Direct notes
- IV. Credit notes

Choose the correct answer from the options given below:

- (A) II, IV only
- (B) I, IV only

- (C) II, I only
- (D) II, III only

66.) Match List I with List II

List I

- I. Ad-hoc team formed to solve unusual problem
- II. Suitable when there are large numbers of small projects
- III. Status-free and hierarchy-free organization
- IV. Digital or dot com organization

List II

- 1. Virtual organization
- 2. Task force
- 3. Free form organization
- 4. Matrix organization

Choose the correct answer from the options given below:

- (A) I-3, II-1, III-4, IV-2
- (B) I-1, II-2, III-4, IV-3
- (C) I-2, II-4, III-3, IV-1
- (D) I-4, II-1, III-2, IV-3

67.) Match List I with List II

List I

- I. $P(H_i/E) = P[(H_i \cap E)/P(E)]$
- II. $P(E_2/E_1) = P[(E_1 \cap E_2)/P(E_1)]$
- III. $P(E_1 \cap E_2) = P(E_1) \times P(E_2)$
- IV. $P(E_1 \cup E_2) = P(E_1) + P(E_2)$

List II

- 1. Theorem of addition
- 2. Theorem of multiplication
- 3. Conditional probability
- 4. Baye's theorem

Choose the correct answer from the options given below:

- (A) I-1, II-4, III-2, IV-3
- (B) I-4, II-3, III-2, IV-1
- (C) I-3, II-4, III-2, IV-1
- (D) I-4, II-3, III-1, IV-2

68.) Match List I with List II

List I

- I. Inability to pay interest
- II. Liquidity crisis
- III. Inefficient collection of receivables
- IV. Return of shareholder's fund being much higher than the overall return on investment

List II

- 1. Current ratio
- 2. Debt turnover ratio
- 3. Interest coverage ratio
- 4. Debts equity ratio

Choose the correct answer from the options given below:

- (A) I-3, II-1, III-2, IV-4
- (B) I-3, II-2, III-1, IV-4
- (C) I-2, II-3, III-1, IV-4
- (D) I-1, II-2, III-3, IV-4

69.) Match List I with List II

List I (Market forms)

- I. Perfect competition
- II. Monopoly
- III. Monopolistic competition
- IV. Oligopoly

List II (Distinctive featured)

- 1. Price rigidity
- 2. Product improvements
- 3. Homogenous products
- 4. Price discrimination

Choose the correct answer from the options given below:

- (A) I-2, II-1, III-4, IV-3
- (B) I-4, II-3, III-1, IV-2
- (C) I-3, II-4, III-2, IV-1
- (D) I-1, II-2, III-3, IV-4

70.) Match List I with List II

List I (Cost concept)

- I. Sunk cost
- II. Marginal cost
- III. Investment cost
- IV. Implicit cost

List II (Description)

- 1. Change in total cost for a unit change in output
- 2. Value of inputs owned and used in production
- 3. Costs that are unaffected by firm decision
- 4. Total increase in costs resulting from a decision

Choose the correct answer from the options given below:

- (A) I-2, II-1, III-4, IV-3
- (B) I-1, II-3, III-4, IV-2
- (C) I-4, II-2, III-3, IV-1
- (D) I-1, II-2, III-3, IV-4

71.) Match List I with List II

List I (Theoretical foundations of global trade)

- I. Absolute cost advantage
- II. Factor endowment theory
- III. National competitive advantage
- IV. Comparative cost advantage

List II (Economists)

- 1. Michael Porter

2. David Ricardo
3. Hecksher and Ohlin
4. Adam Smith

Choose the correct answer from the options given below:

- (A) I-4, II-3, III-1, IV-2
- (B) I-3, II-2, III-1, IV-4
- (C) I-1, II-4, III-3, IV-2
- (D) I-3, II-4, III-2, IV-1

72.) Match List I with List II

List I

- I. Indian Contract Act
- II. Right to Information Act
- III. Information Technology Act
- IV. Competition Act

List II

1. 2002
2. 1872
3. 2005
4. 2000

Choose the correct answer from the options given below:

- (A) I-1, II-2, III-3, IV-4
- (B) I-2, II-4, III-1, IV-3
- (C) I-3, II-4, III-2, IV-1
- (D) I-2, II-3, III-4, IV-1

73.) Match List I with List II

List I

- I. Relationship banking
- II. Merchant Banking
- III. Indigenous banking
- IV. Development banking

List II

1. Dealing in hundis and acceptance of deposits
2. Widening the entrepreneurial base and assist in a rapid rate of industrial growth
3. Engaged in the business of capital issue management
4. Creating, maintaining and enhancing strong relationship with customers

Choose the correct answer from the options given below:

- (A) I-4, II-2, III-1, IV-3
- (B) I-2, II-3, III-1, IV-4
- (C) I-4, II-3, III-1, IV-2
- (D) I-2, II-1, III-4, IV-3

74.) Match List I with List II

List I

- I. 80GGC
- II. 80GG
- III. 80GGA

IV. 80GGB

List II

1. Deduction in respect of rent paid
2. Deduction in respect of contribution given by company to political parties
3. Deduction in respect of contribution given by any person to political parties
4. Deduction in respect of certain donations for scientific research

Choose the correct answer from the options given below:

- (A) I-3, II-1, III-2, IV-4
- (B) I-3, II-2, III-4, IV-1
- (C) I-3, II-1, III-4, IV-2
- (D) I-1, II-2, III-3, IV-4

75.) Match List I with List II

List I (International product life cycle stage)

- I. Introduction
- II. Growth
- III. Maturity
- IV. Decline

List II (International competition)

1. Companies from other high-income countries increase exports to the innovating country
2. Competitors from other high-income countries may begin production in developing countries
3. A few competitors at home
4. Competitors in other high-income countries begin production for their domestic markets

Choose the correct answer from the options given below:

- (A) I-3, II-4, III-1, IV-2
- (B) I-3, II-1, III-4, IV-2
- (C) I-2, II-4, III-1, IV-3
- (D) I-4, II-2, III-1, IV-3

76.) What is the correct sequence of distribution of amount realised under section 154 of CGST rules?

- I. Appropriated against the administrative cost of the recovery process
- II. Appropriated against any other amount due from defaulter under the Act of IGST Act, 2017.
- III. Appropriated against the amount due to be recovered from defaulter.
- IV. Balance amount, if any shall be refunded to the defaulter

- (A) I, II, IV, III
- (B) I, III, II, IV
- (C) III, I, II, IV
- (D) III, II, I, IV

77.) Arrange the following in correct sequence.

- I. Income under the different heads of income
- II. Deduction from gross total income
- III. Adjustment of losses of the current year and earlier years
- IV. Rounding off

Choose the correct answer from the options given below

- (A) I, III, II, IV
- (B) I, II, III, IV

(C) I, II, IV, III

(D) I, IV, II, III

78.) Which of the following industry verticals received boost amid covid-19 pandemic lockdowns?

I. Online education, gaming and entertainment

II. E-commerce and E-payment infrastructure

III. Retailing and pharmaceuticals

IV. Hospitality and healthcare services

V. Manufacturing and MSMEs

Choose the correct answer from the options given below:

(A) I, II, IV only

(B) I, III, V only

(C) I, II, III only

(D) III, IV, V only

79.) Arrange the following management functions in logical sequence of getting things done.

I. Planning

II. Staffing

III. Organising

IV. Coordinating

V. Controlling

VI. Directing

Choose the correct answer from the options given below

(A) I, II, III, IV, VI, V

(B) I, III, II, VI, IV, V

(C) I, III, II, IV, VI, V

(D) I, III, II, IV, V, VI

80.) Sequence the following CSR eligibility criteria and spending as per the provisions of the Indian Companies Act 2013.

I. Positive net worth of Rs. 500 crores or more

II. Two percent of average profit spends on CSR

III. Net profit of Rs. 5 crore or more in given financial year

IV. Turnover of Rs. 1,000 crore or more

V. Penal action for non-compliance

Choose the correct answer from the options given below

(A) V, II, IV, III, I

(B) II, V, I, III, IV

(C) I, IV, III, II, V

(D) III, II, I, IV, V

81.) Sequence the steps in CRM process?

I. Developing CRM programmes

II. Collection of customer data

III. Analyzing customer data

IV. Identify the target customers

V. Implementing programs

Choose the correct answer from the options given below

- (A) I, II, III, V, IV
- (B) II, III, IV, I, V
- (C) II, III, I, V, IV
- (D) III, IV, V, I, II

82.) Sequence the following activities in the process of standard costing

- I. Establishing standard costs
- II. Measurement of actual costs
- III. Identifying variances and causes of variance
- IV. Disposing the variances to cost and profit centres
- V. Comparison of actual and standard costs

Choose the correct answer from the options given below

- (A) I, II, V, III, IV
- (B) I, II, III, IV, V
- (C) I, II, V, IV, III
- (D) I, II, IV, III, V

83.) Sequence the following activities in the process of accounting

- I. Journalising the transaction in the ledger of accounts
- II. Recording of the business transaction in the books of entry
- III. Preparation of annual financial statements
- IV. Preparation of trial balance
- V. Deriving meaningful inferences for business decisions

Choose the correct answer from the options given below

- (A) I, II, III, IV, V
- (B) I, II, IV, V, III
- (C) IV, III, V, II, I
- (D) II, I, IV, III, V

84.) Sequence the following in the capital budgeting process

- I. Cash flow estimation
- II. Identify discounting rate
- III. Project selection decision
- IV. Determination of NPV

Choose the correct answer from the options given below

- (A) I, II, III, IV
- (B) I, II, IV, III
- (C) IV, I, II, III
- (D) II, I, IV, III

85.) Which of the following are correct about TDS certificates?

- I. TDS on salary payment- Form 16
- II. TDS on non-salary payment- Form 16A
- III. TDS on rent- Form 16 B
- IV. TDS on sale of property- Form 16 C

Choose the correct answer from the options given below:

- (A) I, II only

- (B) I, III only
- (C) I, IV only
- (D) II, III only

86.) Given below are two statements:

Statement I: Contracts whose objects or consideration are unlawful are void.

Statement II: Contracts in restraint of legal proceedings are void

In the light of the above statements, choose the most appropriate answer from the options given below:

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

87.) Given below are two statements: One is labelled as Assertion A and the other is labelled as Reason R:

Assertion A: Workers participation in management is involvement of workers only in such areas of activities of the enterprises where they can make positive contribution

Reason R: Workers may not be competent enough to understand and appreciate the managerial aspects of the enterprise.

In the light of the above statements, choose the most appropriate answer from the options given below:

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

88.) Given below are two statements: One is labelled as Assertion A and the other is labelled as Reason R:

Assertion A: Credit flows to agriculture and SME sector have increased in recent years

Reason R: Reserve Bank of India has gradually relaxed various controls in credit market.

In the light of the above statements, choose the most appropriate answer from the options given below:

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

89.) Given below are two statements: One is labelled as Assertion A and the other is labelled as Reason R:

Assertion A: TRIMs and TRIPs provisions facilitate and promote FDI

Reason R: TRIMs and TRIPs provisions remove restrictions and address capital flow.

In the light of the above statements, choose the most appropriate answer from the options given below:

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

90.) Given below are two statements: One is labelled as Assertion A and the other is labelled as Reason R:

Assertion A: Equilibrium price of a commodity is the price at which the quantity demanded of the commodity equals the quantity supplied

Reason R: Equilibrium is the condition once determined tends to persist in time.

In the light of the above statements, choose the most appropriate answer from the options given below:

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

Comprehension (Ques 91-95)

Read the following passage carefully and answer questions from 91 to 95

A mutual fund is a special type of investment institution which acts as an investment conduit. It pools the savings of relatively small investors in a well diversified portfolio of sound investment. Mutual funds issue securities (known as units) to the investors (known as unit holders) in accordance with the quantum of money invested by them. The profit (or losses) are shared by investors in proportion to their investments. A mutual fund is set up in the form of a trust which has (i) a sponsor, (ii) trustee, (iii) Asset management company (AMC) and (iv) Custodian. The trust is established by the sponsor who is like promoter of a company. The trustees of the mutual fund hold its property for the benefit of unit-holders. The trustees are vested with the general power of superintendence and direction over AMC. They monitor the performance and compliance of The SEBI regulations by the mutual fund. The AMC manages the funds by making investment in types of securities. The custodian holds the securities of the various schemes of the mutual fund in its safe custody. As an investment intermediary, mutual funds offer a variety of services/advantages to the relatively small investors who, on their own, cannot successfully construct and manage an investment portfolio mainly due to the small size of their funds, lack of expertise/experience and so on. This inter-alia, include convenience in terms of lower denomination of investment and liquidity, lower risk through diversification, expert management and reduced transaction cost due to economies of scale.

91.) Who among the following monitors the compliance of SEBI regulations by the mutual fund?

- (A) Sponsor
- (B) Trustee
- (C) AMC
- (D) Custodian

92.) The sponsor of a mutual fund is similar to

- (A) Sole proprietor of a firm
- (B) Partner of a partnership firm
- (C) Promoter of a company
- (D) Director of a company

93.) AMC manages funds by investing in

- (A) Stock market securities only
- (B) Credit instruments only

- (C) Government bonds only
- (D) Various types of securities

94.) Which among the following is not a part of mutual funds trust?

- (A) Sponsor
- (B) Custodian
- (C) Depository
- (D) Trustees

95.) Mutual fund is

- (A) Investment intermediary
- (B) Venture capitalist
- (C) NBFC
- (D) Non-profit organization

Comprehension (ques 96-100)

Read the case and answer the mentioned questions carefully

The famous Taj palace hotel and towers became the centre of one of the most deadly terrorist attack in the Indian sub continent on 26 Nov. 2018. The employee's behaviour during the crisis saved the lives of nearly 300 guests. The condition of Taj after this was so disastrous that it would have been profitable to leave the hotel as it is rather than reopening it.

However, Taj made remarkable effort to recovering not just to restore its damaged installations but also to ensure customer satisfaction as well as to uplift the spirit of all employees and staff.

The employee of Taj is viewed as an asset and is the real profit centre. "The criterion of the Taj people philosophy displays our commitment to and belief in our people" says Bernard Martyis, is former senior VP,HR. In it is "Special Thanks and Recognition System" (STARS) it aims at rewarding employees across all levels. The employee can earn points on the recommendation of colleagues or guests. Taj People Philosophy (TPP) covered all the aspects of and employee career planning from his joining till the death. Taj also implemented the popular performance management system called Balance Score Card in which employee could reviews his performance and make improvements.

96.) Hiring the right people for organization like Taj hotel requires which of the following?

- I. Compete to get best employees
 - II. Hire for competency and inclination
 - III. Be the most preferred employer
 - IV. Choose the most talented
- Choose the correct answer from the options given below

- (A) I, II
- (B) II, III
- (C) I, II, III
- (D) II, III, IV

97.) Developing the employees to provide service quality does require which of the following?

- I. Training of employees
- II. Continuous instruction with employees
- III. Setting standard for employees
- IV. Recognize and reward the employees across all levels

Choose the correct answer from the options given below

- (A) I, II
- (B) III, IV
- (C) Only I
- (D) I, II, III, IV

98.) Providing necessary support system for employees requires which of the following?

- I. Friendly environment
- II. Providing all the equipment and system needed by employees to deliver service
- III. Internal controls
- IV. Service oriented process

Choose the correct answer from the options given below

- (A) Only I
- (B) II, III
- (C) I, II, III
- (D) II, III, IV

99.) Retaining the best people by Taj did not include

- (A) Making them as a part of vision
- (B) Promoting them out of turn
- (C) Rewarding the employees
- (D) Treating employees as customers

100.) Which approach did not help Taj to restore its glory?

- (A) Collective bargaining
- (B) Customer retention
- (C) Treating employee as customer
- (D) Implementation of performance management system