

UGC NET Code 08 Commerce 17th Oct 2020 Morning shift

- 1.) As per Section 80G maximum deductions allowed for any cash donation is up to _____.
(A) Rs. 1,000
(B) Rs. 2,000
(C) Rs. 5,000
(D) Rs. 10,000
- 2.) Surcharge of 10% (percent) is payable by an Individual where the total income exceeds:
(A) Rs. 7,50,000
(B) Rs. 8,50,000
(C) Rs. 50,00,000
(D) Rs. 20,00,000
- 3.) In continuous compounding, the time it takes to double the sum grossly follows 'Rule of 69'. If it is changed to discrete compounding, the relevant rule of thumb is _____.
(A) Rule of 69.3
(B) Rule of 72
(C) Rule of 84
(D) Rule of 64
- 4.) In marketing DSA stands for _____.
(A) Delivery Staff Agent
(B) Direct Supplier Agent
(C) Direct Selling Agent
(D) Distribution and Supply Agent
- 5.) Which of the following are correct statements with regard to NBFC in India?
I. All NBFCs should be registered with RBI
II. NBFCs cannot accept demand deposits.
III. NBFCs do not form part of the payment and settlement system and cannot issue cheques drawn on itself.
IV. Deposit insurance facility of Deposit Insurance and Credit Guarantee Corporation is not available to depositors of NBFCs.
Choose the correct answer from the options given below:
(A) I, II, III only
(B) I, II, III, IV only
(C) I, II, IV only
(D) I, IV only
- 6.) Which of the following explains the declining slope of indifference curves?
I. Diminishing marginal utility
II. Diminishing marginal rate of substitutions between the commodities
III. Diminishing marginal rate of technical substitution
IV. Ordinal measurement of utilities
V. Diminishing marginal utility if money
Choose the correct answer from the options given below:
(A) I and IV only

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

7.) Out of the following statements which of them explains the difference between enculturation and acculturation as a part of Cross-Cultural Training?

- I. Enculturation refers to the process of learning and adopting host cultural norms, and acculturation is the process of learning our own native culture.
- II. Enculturation is an anthropological term used for socialisation like acculturation.
- III. Both terms refer to the process of learning through social interaction.
- IV. Enculturation refers to the process of learning our own culture, and acculturation refers to the process of learning host cultural norms.

Choose the correct answer from the options given below:

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

8.) Which of the following is not correct with respect to matrix organisation?

- (A) It is the combination of fundamental and product organisation
- (B) Functional departments are not permanent fixtures of a matrix organisation
- (C) Product departments are created as the need for them arises
- (D) Team members have functional home when they are not needed on a project

9.) Which of the following are true about delivering customer value?

- I. A company can go alone in creating customer value
- II. Company must work within a broader network of partners to accomplish customer value.
- III. Individual companies and brands compete; their entire value delivery networks don't.
- IV. Individual companies and brands don't compete; their entire value delivery networks do
- V. Value = Contribution/cost (offer higher contribution through product or service to clients and lowers the cost)

Choose the correct answer from the options given below:

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

10.) Out of the following statements, which is not correct about RTI Act, 2005?

- I. The RTI Act came into force on October 13, 2005.
- II. Any citizen may request information from a Public Authority (Both govt. and private).
- III. Reply for information asked can be given within 30 days.
- IV. There is nominal application fees that are needed to pay to get the information under the RTI application.
- V. For getting information, applicant has to pay Rs. 10/- per page of information for Central Govt. Departments.

Choose the correct answer from the options given below:

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

- (C) III and V only
- (D) II, III, IV and V only

11.) In which of the following stages of product life cycle a company reduces sales promotion to take advantage of heavy consumer demand?

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

12.) Which of the following is not correct about properties of correlation coefficient?

- I. Depends on the origin
- II. Depends on the scale
- III. Depends on both origin and scale
- IV. Is independent with respect to origin
- V. Is independent with respect to scale

Choose the correct answer from the options given below:

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

13.) A manufacturing enterprise monthly consumes 1,350 units of raw material at the cost of Rs. 20 per unit. Determine its economic order quantity given the ordering cost of Rs. 2,400 and carrying cost of inventory being 30 percent of the price paid.

- (A) 3,600 units
- (B) 2,400 units
- (C) 4,800 units
- (D) 2,700 units

14.) Some doctors charge patients for missed appointments because the services value existed only at the point and disappeared when the patients did not show up, is an example of which one of the following four service characteristics?

- (A) Inseparability
- (B) Intangibility
- (C) Variability
- (D) Perishability

15.) In Leontief production function, L is considered as

- (A) Structural constraint in the production process.
- (B) Degree of homogeneity.
- (C) Binding constraint in the production process.

16.) As per Carroll Model, the four level of Corporate Social Responsibility are:

- (A) Physical, economic, legal and social
- (B) Physical, economic, legal and ethical
- (C) Philanthropic, economic, legal and ethical
- (D) Philanthropic, economic, social and ethical

17.) Which of the following does not come under the definition of “Information” under RTI Act, 2005?

- (A) Logbooks
- (B) Circulars
- (C) File notings in the process
- (D) Data material held in any electrical form

18.) Match List I with List II

List I

- I. Mezzanine capital
- II. Private equity
- III. Global Depository Receipts
- IV. Venture capital

List II

1. It is the speedy source of finance less regulated by the regulatory environment of debt and capital markets.
2. It is long-term capital embraced by the high net worth and high-risk appetite investors.
3. It is an equity instrument issued in overseas markets and is listed and traded on bourses on OTC basis.
4. It refers to subordinated debt or preferred equity that allows firms to borrow additional capital beyond the level's lenders are willing to finance through the bank loans.

Choose the correct answer from the options given below:

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

19.) In which of the following situations, the payback period method is advised for evaluation of investment opportunities?

- I. Overleveraged businesses
- II. Cash rich businesses
- III. Uncertain market conditions
- IV. Stable market conditions

Choose the correct answer from the options given below:

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

20.) Match List I with List II

List I

- I. Bayes' theorem
- II. Conditional probability
- III. Theorem of complimentary events
- IV. Theorem of addition

List II

1. $P(\bar{E}) = 1 - P(E)$

2. $P(E_1 \cup E_2) = P(E_1) + P(E_2)$
3. $P(E_2/E_1) = P(E_1 \cap E_2)/P(E_1)$
4. $P(H_i/E) = P(H_i \cap E)/P(E)$

Choose the correct answer from the options given below:

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

21.) Charging different prices for the same product in different markets until the MR of last unit sold equals to the MC of the product sold in each market is determined by_____.

- I. Price discrimination of first degree
- II. Price discrimination of second degree
- III. Price discrimination of third degree
- IV. Equilibrium price
- V. Price discrimination

Choose the correct answer from the options given below:

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

22.) Which one is False as per the relevant provisions of Indian Contract Act, 1872?

- (A) A void agreement is one that is not enforceable by law.
- (B) Assignment is the obvious mode of discharge of contract.
- (C) Where a party waives its rights under the contract, the other party is released of its obligations under the contract.
- (D) Where the subject matter of a contract is destroyed for no fault of the promisor, the contract does not become void by impossibility of performance.

23.) Mercosur, a South American Trade block is a:

- (A) Free Trade Area
- (B) Common Market
- (C) Custom Union
- (D) Economic Cooperation

24.) What is the probability that a randomly chosen card from a deck of cards will either be a King or Spade?

- (A) 0.3077
- (B) 0.3269
- (C) 0.0384
- (D) 0.3169

25.) Which of the following is not implied condition in contract of sale?

- (A) Condition as to quality or fitness
- (B) Condition as to merchantable quality
- (C) Condition as to wholesomeness
- (D) Condition as to free from encumbrances

26.) In which of the following price adjustment strategies, a company reduces prices to reward customer responses such as volume purchases, paying early or promoting the product?

- (A) Discount and allowances pricing
- (B) Psychological pricing
- (C) Promotional pricing
- (D) Dynamic pricing

27.) Arrange in sequence of decisions in manufacturing enterprises:

- I. Making of forecasts
- II. Determination of key factors
- III. Consideration of alternative combination of forecasts
- IV. Preparation of budgets
- V. Combination of factors

Choose the correct answer from the options given below:

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

28.) The headquarters of the ASEAN is located in which of the following country?

- (A) Indonesia
- (B) Vietnam
- (C) Thailand
- (D) Singapore

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

Assertion A: Trademark registration gives exclusive proprietary rights to the trademark owner

Reason R: A trademark is a recognizable sign, design or expression which identifies products or services of a particular source from those of others, and it is used to claim exclusive proprietary rights of products or services.

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

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

30.) Match List I with List II

List I (market forms)

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

List II (role of selling costs)

- 1. Sustained survival of firm
- 2. Influencing buying behaviour

- 3. Increasing market size
- 4. Intimation of product or service

Choose the correct answer from the options given below:

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

31.) 'Constraint Optimisation' is closer to which of the following objectives of business firm?

- (A) Sales maximisation
- (B) Profit maximisation
- (C) Satisfying behaviour
- (D) Rent seeking behaviour

32.) Which one of the following is not true for Mass Marketing?

- (A) Provides very little scope for customization
- (B) Deals with customers directly
- (C) Normally followed in case of FMCG and SMCG goods
- (D) Relies heavily on advertising

33.) EPRG framework in International Business refers to

- (A) Ethno, Poly, Regio, Geo transformations
- (B) Ethnocentric, Polycentric, Regio-centric and Geocentric Orientations
- (C) Ethics, Policies, Regulations, Guidelines Orientations
- (D) Every Person Refers Global Framework

34.) Pricing strategy of setting a high price when a product is introduced and gradually lowering its price is known as

- (A) Skimming
- (B) Penetration Pricing
- (C) Peak load pricing

35.) Which of the following financial institution(s) got merged with their subsidiary?

- I. UTI
- II. IFCI
- III. ICICI
- IV. IDBI
- V. Global Trust Bank

Choose the correct answer from the options given below:

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

36.) Match List I with List II

List I (Capital structure preposition(s))

- I. Target Capital Structure
- II. Optimum Capital Structure

III. Cost of financial distress

IV. MM preposition II

List II (description(s))

1. Expected yield on the equity capital is equal to the pure equity return plus a premium of financial risk.
2. It refers to the perceived costs due to increased ratio of debt in the firm.
3. It is the debt ratio the firm strives to achieve.
4. It is the debt-equity ratio that maximises the value of the firm.

Choose the correct answer from the options given below:

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

37.) What is the rate of tax deduction at source from insurance commission in case of 'Person'?

- (A) 2 percent
- (B) 5 percent
- (C) 10 percent
- (D) 4 percent

38.) What type of defence mechanism is used by a person when he gets angry at his child or spouse because he had a bad day at work?

- I. Denial
- II. Repression
- III. Projection
- IV. Displacement
- V. Regression

Choose the correct answer from the options given below:

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

39.) Which one of the following statements is 'True' in partnership?

- (A) In the absence of any provision in the partnership deed, only a working partner is entitled to remuneration
- (B) Any firm which earns normal profit has no goodwill
- (C) The business of the firm must be carried on by all the partners
- (D) Interest on loan given by a partner to the firm shall be paid if there are profits

40.) The 'going concern concept' is the underlying basis for _____.

- (A) Disclosing the market value of securities.
- (B) Consolidating the accounts of subsidiary companies with those of parent company.
- (C) Depreciating fixed assets over their useful lives.
- (D) Disclosing the sales and other operating information in the income statement.

41.) Which of the following are positional averages?

- I. Arithmetic mean

- II. Median
- III. Mode
- IV. Geometric mean
- V. Harmonic mean

Choose the correct answer from the options given below:

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

42.) Match List I with List II

List I

- I. Standard costing
- II. Margin of safety
- III. Ratio Analysis
- IV. JIT system

List II

- 1. Financial forecasting and planning
- 2. Sales minus break-even sales
- 3. Control of inventory
- 4. Management by exception

Choose the correct answer from the options given below:

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

43.) Arrange the following products in the increasing order of price elasticities.

- I. Homogeneous products
- II. Differentiated products
- III. Necessities
- IV. Durable goods

Choose the correct answer from the options given below:

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

44.) Out of the following, which are not the features of GST 2017 in India?

- I. GST is applicable on supply of Goods and Services.
- II. GST is based on the principle of origin-based taxation rather than principle of destination based consumption.
- III. Import of Goods is treated as Inter-state supplies and would be subject to IGST in addition to applicable Custom duties.
- IV. It is a dual taxation with Centre and State simultaneously levying it on a common base.
- V. GST is applicable to all Goods and Services without any exemptions

Choose the correct answer from the options given below:

- (A) I, II and V only

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

45.) Consumer rationality in business economics is collective manifestation of which of the following assumptions?

- I. Non-Satiation
- II. Clarity of preferences
- III. Divisibility of goods and services
- IV. Economic selfish motive
- V. Possession of information

Choose the correct answer from the options given below:

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

46.) Which of the following is not an example of compressed data?

- (A) Data array
- (B) Frequency distribution
- (C) Histogram
- (D) Ogives

47.) Given below are two statements:

Statement I: Gratuity received by Government employee is exempted from tax under Section 10(10) (i) of the Income Tax Act, 1961.

Statement II: Gratuity received by local authority employee is exempted from tax.

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

48.) When foreign currency assets and liabilities match in terms of amount of exposure and timing of maturities, it is described as:

- (A) Financial hedge
- (B) Natural hedge
- (C) Perfect hedge
- (D) Netting

49.) Match List I with List II

List I

- I. Limited liability partnership
- II. Particular partnership
- III. Partnership
- IV. Mutual agency

List II

1. It can be formed with a minimum of two individuals or body corporate through their nominees
2. It is formed for a specific venture or for a particular period
3. It is an association of two or more individuals
4. A partner is both an agent and a principal in a partnership firm

Choose the correct answer from the options given below:

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

50.) The standard deviation of the binomial distribution is:

- (A) np
- (B) \sqrt{np}
- (C) npq
- (D) \sqrt{npq}

51.) Arrange the following steps of marketing process in proper sequence

- I. Construct an integrated marketing programme that delivers superior value.
- II. Capture value from customers to create profits and customer equity.
- III. Understand the marketplace and customer needs and wants.
- IV. Engage customers, build profitable relationships, and create customer delight.
- V. Design a customer value-driven marketing strategy.

Choose the correct answer from the options given below:

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

52.) Objectives of IMPS (Immediate Payment Service) are:

- I. To enable bank customers to use mobile instruments as a channel for accessing their banks accounts and remit funds 24*7.
- II. Making payments simpler just with the mobile number of the beneficiary.
- III. To build the foundation for a full range of mobile based banking services.
- IV. To create competition with NEFT and RTGS.

Choose the most appropriate answer from the options given below:

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

53.) Which of the following is not a major direct selling company in India?

- (A) Eureka Forbes
- (B) Amway India Enterprises
- (C) Modicare
- (D) Hindustan Unilever Ltd.

54.) Which of the following is correct about deduction available in respect of contribution to various provident funds in case of salaried employees?

- I. Employer's contribution to recognised provident fund is exempted upto 12% of salary
- II. Employer's contribution to unrecognised provident fund is exempted from tax
- III. Employer does not contribute to Public Provident Fund
- IV. Deduction under Section 80 C is available for employer's contribution in unrecognized provident fund.

Choose the correct answer from the options given below:

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

55.) Which of the following is a long-term source of finance?

- (A) Commercial paper (CP)
- (B) External Commercial Borrowings (ECB)
- (C) Factoring
- (D) Line of Credit (LOC)

56.) Arrange the following steps of marketing process in proper sequence

- I. Report writing
- II. Budgeting
- III. Data collection
- IV. Field work
- V. Research outcomes

Choose the correct answer from the options given below:

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

57.) Sugam is also known as:

- (A) ITR-1
- (B) ITR-2
- (C) ITR-4
- (D) ITR-6

58.) Net Present Value and Internal Rate of Return methods yield conflicting outcomes due to _____.

- I. Unconventional cash flows
- II. Investment size disparity
- III. Investment life disparity
- IV. Cash flow pattern disparity

Choose the correct answer from the options given below:

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

59.) Which of the following statements is true for the set off and carry forward of loss under the head 'house property' in India?

- (A) Can be carried forward for 8 years
- (B) Cannot be carried forward
- (C) Can be carried forward for 4 years
- (D) Can be carried forward infinitely

60.) Market for automobiles needs to be segmented on the basis of:

- I. Buying behaviour
- II. Psychographics
- III. Geographics
- IV. Demographics

Choose the correct answer from the options given below:

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

61.) Which of the following is/are condition(s) for price discrimination of product?

- I. Firms must have some monopoly power
- II. Price elasticities of demand for the product in different market must differ
- III. Market must be separable or able to be segmented
- IV. Free entry and exit of firms

Choose the correct answer from the options given below:

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

62.) The Human Relations Approach rejected the 'rabble hypothesis' by giving which of the following argument?

- (A) The worker does not work for money only
- (B) A worker operates in a techno-economic system with no room for emotions
- (C) Authoritarian style of leadership is more productive
- (D) Individual pays attention to self-achievement irrespective of informal group norms

63.) The portfolio theory articulates diversification to reduce which of the following risks?

- (A) Market risk
- (B) Financial risk
- (C) Unsystematic risk
- (D) Business risk

64.) Under which section of Information Technology Act of 2000, updated in 2008, stealing any digital asset or information is considered as cybercrime?

- (A) 65
- (B) 65-D
- (C) 67

(D) 70

65.) Mohan has rendered his services in India and retired in 2015. He then shifted and settled in Singapore. The pension received by him for such services would be _____?

- (A) Deemed to accrue or arise outside India
- (B) Deemed to accrue or arise in India only when it is received in India.
- (C) Deemed to accrue or arise in India only when it is received outside India
- (D) Deemed to accrue or arise in India

66.) Who coined the term 'Collective Bargaining'?

- (A) Reed Richardson
- (B) Kurt Lewin
- (C) W.E. Deming
- (D) Sydney Webb and Beatrice Webb

67.) Which of the following expenses debited to Profit and Loss a/c but disallowed while computing income from business?

- I. General expenses
- II. Personal expenses
- III. Expenses of Income which is taxable under the other heads of income
- IV. Charities and donations

Choose the correct answer from the options given below:

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

68.) Arrange the following legal enactments in India in the chronological sequence from the first to the last

- I. The Mines Act
- II. The Minimum Wages Act
- III. The Payment of Gratuity Act
- IV. The Child Labour (Prohibition and Regulation) Act
- V. The Apprentices Act

Choose the correct answer from the options given below:

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

69.) Arrange the following initiatives taken by the government of India to tackle the Non-performing assets in their ascending order of chronology.

- I. Corporate Debt Restructuring
- II. Compromise Settlement
- III. The Debt Recovery Tribunals (DRTs)
- IV. Credit Information Bureau
- V. SARFAESI Act

Choose the correct answer from the options given below:

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

70.) Arrange the following procedure of Income Tax return e-filing in India

- I. Login
- II. Register
- III. Verification
- IV. Downloading utility and preparing return
- V. e-filing Income Tax Return

Choose the correct answer from the options given below:

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

71.) Arrange the following financing choices in order of preference suggested by the pecking order theory

- I. Reinvestment of earnings
- II. New issue of equity
- III. Issue of debt

Choose the correct answer from the options given below:

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

72.) When sampling is done without replacement then standard error of mean is:

- (A) $SE\bar{x} = \sigma/\sqrt{n}$
- (B) $SE\bar{x} = (\sigma/\sqrt{n})\sqrt{(N - n)/(n - 1)}$
- (C) $SE\bar{x} = (\sigma/\sqrt{n})\sqrt{(N - 1)/(N - n)}$
- (D) $SE\bar{x} = (\sigma/\sqrt{n})\sqrt{1 - (n/N)}$

73.) Arrange the following steps of creating a market-competitive pay plan in a sequence from the first to last

- I. Choose benchmark jobs and select compensable factors
- II. Define each compensable factor and determine its degree in each job
- III. Establish rate changes
- IV. Develop pay grades
- V. Compare and adjust current and market wages rates for jobs

Choose the correct answer from the options given below:

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

74.) Cost audits for material covers:

- I. Goods inward procedure
- II. Methods of calculating standard cost variance
- III. Classification of overhead
- IV. Accounting for scrap, wastage, materials transfers
- V. Accounting treatment of under or over absorption

Choose the correct answer from the options given below:

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

75.) What is repo rate?

- (A) Is the rate at which RBI lends to State government.
- (B) Is the rate at which International aid agencies lends to TBI.
- (C) Is the rate at which RBI lends to Banks in case of short maturity.
- (D) Is the rate at which RBI borrows funds from the Commercial Banks in the country.

76.) Match List I with List II

List I (authors of Trade Theory)

- I. Steffan Linder
- II. Raymond Vernon
- III. Hecksher- Ohlin
- IV. Adam Smith

List II (Name of theory)

- 1. Product Life Cycle Theory
- 2. Country Similarity Theory
- 3. Absolute Advantage Theory
- 4. Factor Proportion Theory

Choose the correct answer from the options given below:

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

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

Assertion A: Firms opt for buying an asset if the equivalent annual cost of ownership and operation is less than the best lease rate it can get.

Reason R: Operating leases are attractive to equipment users if the lease payment is less than the user's equivalent annual cost of buying the equipment.

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

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

78.) Match List I with List II

List I (Authors)

- I. Bill Bishop
- II. D. Bird
- III. Daniel S. Jonal
- IV. Jeffery F. Rayport

List II (Ideas)

- 1. Managing in the market space
- 2. Common-sense Direct marketing
- 3. Strategic marketing for the digital age
- 4. On-line marketing

Choose the correct answer from the options given below:

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

79.) The strategies of flanking defense, pre-emptive defense, mobile defense, contractor defense and counter offensive defense are used by which market player?

- I. Market challenger
- II. Market leader
- III. Market follower
- IV. Market nicher
- V. Start up Marketer

Choose the correct answer from the options given below:

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

80.) The Regression Coefficient is independent of the change of

- I. Scale only
- II. Origin only
- III. Both scale and origin
- IV. Neither scale nor origin

Choose the correct answer from the options given below:

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

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

Assertion A: According to Herzberg, preventing or reducing dissatisfaction at work is not the same as providing satisfaction

Reason R: Under the 'two factory theory', job satisfaction and dissatisfaction are the two different aspects of work motivation.

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

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

82.) Which of the following relationships is true in a model distribution?

- (A) Mean- Mode = 3(Mean –Median)
- (B) Mode = 3 Median + 2 Mean
- (C) 3 Median= 2 mean - Mode
- (D) 2 Median- 3Quartile deviation = 2Mean

83.) Arrange the following steps in logical sequence of operation of the Arbitrage Pricing Theory (APT)

- I. Estimate the Factor sensitivities
- II. Estimate the risk premium for factor(s)
- III. Identify the macroeconomic factors

Choose the correct answer from the options given below:

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

84.) Given below are two statements:

Statement I: Monetary policy causes a deliberate change in government revenue and expenditure with a view to influencing the price level and the quantum of national output.

Statement II: Fiscal policy regulates the money supply and the cost and availability of credit

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

85.) Match List I with List II

List I

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

List II

- 1. Deduction in respect of contribution given by companies to political parties
- 2. Deduction in respect of contribution given by any person to political parties.
- 3. Deduction in respect of scientific research
- 4. Deduction in respect of rent paid

Choose the correct answer from the options given below:

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

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

86.) Which one is the correct sequence implied in the Indian Contract Act 1872?

- I. Offer of proposal
- II. Contract
- III. Promise
- IV. Agreement
- V. Acceptance

Choose the correct answer from the options given below:

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

87.) In a rising consumer income scenario, the preferred decision choices of business firms for low-income elastic products will be _____

- (A) Product promotion
- (B) Cost control
- (C) Product repositioning
- (D) Product improvement

88.) Which of the following are possible negative impacts of FDI on domestic firms in host countries?

- I. Market monopoly
- II. Technology dependence
- III. Increased competition
- IV. Profit outflow

Choose the correct answer from the options given below:

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

89.) If an estimated Cobb-Douglas production function is $Q=10K^{0.6}L^{0.8}$, what type of returns to scale does this production function indicate?

- (A) Increasing returns
- (B) Decreasing returns
- (C) Constant returns
- (D) Negative returns

90.) Match List I with List II

List I

- I. I am Not OK, you are Not OK
- II. I am OK, you are Not OK
- III. I am OK, you are OK
- IV. I am Not OK, you are OK

List II

- 1. Dependent

2. Confronting
3. Withdrawn
4. Task obsessive

Choose the correct answer from the options given below:

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

91.) Match List I with List II

List I

- I. Exhaustion
- II. Cynicism
- III. Inefficiency

List II

1. Not able to complete work
2. No energy for work
3. No interest in customer

Choose the correct answer from the options given below:

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

92.) Which of the following has the correct sequence of the stages of burnout?

- (A) Fatigue due to excessive work, dislike for work, failure to achieve targets
- (B) Negative feelings about work, dislike for work, effort to quit work,
- (C) Initial good interpersonal relations, depersonalization, loss of idealism
- (D) Cynicism, inadequacy, inefficiency

93.) Which of the following are caused by burnout?

- I. Concern for clients
- II. Negative social behaviour
- III. Physical and mental strain

Choose the correct answer from the options given below:

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

94.) Given below are two statements:

Statement I: Cynicism stage of product is often experienced by employees, engaged in production activity, due to excessive work pressure.

Statement II: In Cynicism stage of burnout, person withdraws from others and shows lack of interest towards them.

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

95.) Which of the following is not a resource-imbalance model of burnout?

- (A) Job demands-resources model
- (B) Conservation of resources model
- (C) Three dimensional model
- (D) Areas of Work life model

Answer Question No. 96 to 100 on the basis of the following passage:

It is desirable for consumers to be aware of their rights, and to exercise those rights responsibly and intelligently. In these days of audio-video publicity on the public and private media, it is indeed very difficult, if not impossible, to verify the exaggerated or false claims made by producers, manufacturers, distributors and dealers of various goods and services. The all-pervasive, exaggerated and often false claims, made for services and goods, emphasize the imperative need for Consumer Protection Legislation and creation of awareness about it among the general public. In this connection, there are a number of enactments, in India such as the prevention of Food Adulteration Act, 1954, the Essential Commodities Act, 1955, the Hire Purchases Act, 1972, the Standards Weight and Measure Act, 1976 etc. However, the remedies prescribed there under are time-consuming, inadequate and expensive. As in other areas of Judicial Processes, the offenders are hardly caught, proceeded against and rarely, if ever, got convicted. When violators go scot-free, the victims have no remedy and get frustrated.

96.) Which among the following is a correct statement based on the passage?

- (A) Producers and manufacturers are sensitive about consumers' rights
- (B) Producers and manufacturers are insensitive about consumers' rights
- (C) Producers and manufacturers are neutral about consumers' rights
- (D) Producers and manufacturers are basically governed by ethics and values

97.) Which among the following is a correct statement based on the passage?

- (A) Consumers' laws are not explained well in India
- (B) Indian Judiciary System needs a drastic reform to facilitate consumers' welfare
- (C) Indian manufacturers are clever
- (D) The Indian consumers have no remedy and get frustrated

98.) Who among the following could be considered at the centre point in the passage?

- (A) Consumers
- (B) Judicial process
- (C) Manufacturers

99.) Which among the following is a correct statement based on the passage?

- (A) The Government of India has enacted sufficient number of laws for protection of consumer interests
- (B) The paragraph does not give comprehensive list of laws in favour of consumers
- (C) Legal environment for consumers in India is not conducive
- (D) Legal environment for consumers in India is conducive

100.) Which among the following is a correct statement based on the passage?

- (A) Consumers in India are aware of their rights
- (B) Consumers in India exercise their rights responsibly
- (C) Consumers in India are unaware of their rights and hence, they do not exercise them
- (D) None of the above could be ascertained on the basis of paragraph given here above