

## UGC NET Code 08 Commerce 25<sup>th</sup> Nov 2021 Evening shift

- 1.) FDI in Indian manufacturing has largely been -
  - (A) Resource seeking
  - (B) Efficiency seeking
  - (C) Market seeking
  - (D) Export-oriented
  
- 2.) Occasional sale of a commodity at a lower price abroad in order to unload an unforeseen and temporary surplus of the commodity without reducing domestic prices is called:
  - (A) Persistent dumping
  - (B) Predatory dumping
  - (C) Export subsidies
  - (D) Sporadic dumping
  
- 3.) Which of the following countries/territories is not a member of the WTO?
  - (A) China
  - (B) Russia
  - (C) Iran
  - (D) Taiwan
  
- 4.) Which of the following entity has recently been negotiated to replace NAFTA with effect from July 2020?
  - (A) Quad group of countries
  - (B) USMCA
  - (C) Shanghai cooperation organisation
  - (D) Trans-Atlantic organisation
  
- 5.) Amalgamation adjustment account is used for recording:
  - (A) Capital Reserve in the books of the transferee company
  - (B) General Reserve in the books of the transferee company
  - (C) Statutory Reserve in the books of the transferee company
  - (D) Revenue Reserve in the books of the transferee company
  
- 6.) The accounting standard AS3 (Revised) has become mandatory w.e.f. accounting periods beginning from 01.04.2001 for which of the following enterprise?
  - (A) Commercial, industrial and business reporting enterprise whose turnover for the accounting period exceeds Rs 50 crore.
  - (B) Enterprise whose debt or equity securities are not listed on a recognized stock exchange.
  - (C) All enterprises whose turnover exceeds Rs 2 crores.
  - (D) Only banking and insurance.
  
- 7.) CAA method of inflation accounting is as a result of the recommendation of?
  - (A) Wandilands Committee
  - (B) Tandlelands Committee
  - (C) Sandilands Committee
  - (D) Marrylands Committee

8.) The net profits of a partnership business, after providing for income tax for the last five years were: Rs 80,000: Rs 1,00,000: Rs 1,20,000: Rs 1,25,000 and Rs 2,00,000. The capital employed in the business is Rs 10,00,000 and the normal rate of return is 10%. The value of goodwill on the basis of the annuity method; taking the present value of the annuity of Re 1 for 5 years at 10% is 3.7907 (approx..) will be

- (A) Rs 2,500 (approx)
- (B) Rs 79,225 (approx)
- (C) Rs 94,770 (approx)
- (D) Rs 2,25,000 (approx)

9.) The cross elasticity of demand between the complementary products is:

- (A) Positive
- (B) Zero
- (C) Negative
- (D) Infinite

10.) Income effect of a price rise is greater than its substitution effect in case of:

- (A) Inferior goods
- (B) Giffen goods
- (C) Status symbol goods
- (D) Perishable goods

11.) If the scale parameter(s) is greater than one ( $r > 1$ ), the CES production function exhibits:

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

12.) When demand is slack and the market is competitive, firms follow which of the following pricing methods?

- (A) Penetration pricing
- (B) Peak-load pricing
- (C) Marginal cost pricing
- (D) Skimming pricing

13.) What is the value of a levered firm "L" if it has the same EBIT as an unlevered firm "U" (with value of Rs 700 lac), has a debt of Rs 200 lac, tax rate is 35% under MM approach?

- (A) Rs 950 lac
- (B) Rs 630 lac
- (C) Rs 770 lac
- (D) Rs 525 lac

14.) \_\_\_\_\_ is the percentage discount rate used in capital investment appraisals which brings the cost of a project and its future cash inflows into equality.

- (A) Accounting rate of return
- (B) Internal rate of return
- (C) Profitability Index
- (D) Net present value

15.) The theory which explains the effect of devaluation on balance of trade is known as:

- (A) Phillips Curve Theory
- (B) Mundell-Tobin Hypothesis
- (C) J Curve Theory
- (D) K Curve Theory

16.) The annual demand for an item is 3,200 units. The unit cost is Rs 6 and inventory carrying charges 25% p.a. If the cost of one procurement is Rs 150, determine number of orders per year:

- (A) 3
- (B) 4
- (C) 6
- (D) 800

17.) If each value in a given set of data is divided by 4, how will it affect Karl Pearson's coefficient of Skewness?

- (A) It will reduce the value of co-efficient to one-fourth
- (B) It will increase the value of co-efficient to four times
- (C) It will not affect the co-efficient of Skewness value
- (D) Nothing can be said about the change

18.) A coin and pair of dice are tossed together, the total number of possible outcome for an experiment is:

- (A) 12
- (B) 72
- (C) 36
- (D) 24

19.) Each of the values of a series is decreased by K. Which of the following does not hold in the context?

- (A) The quartile deviation does not change.
- (B) The co-efficient of quartile deviation remain unchanged.
- (C) The lower and upper quartile values each increases by K
- (D) The quartile coefficient of dispersion rises.

20.) For Binomial distribution with  $n = 30$ ,  $q = 0.7$ , the mean and variance will be equal to:

- (A) 21 and  $\sqrt{6.3}$
- (B) 9 and  $\sqrt{6.3}$
- (C) 9 and 6.3
- (D) 21 and 6.3

21.) A type of validity based on showing that scores on the test (Predictors) are related to job performance is:

- (A) Test validity
- (B) Criterion validity
- (C) Content validity
- (D) Construct validity

22.) Which of the following is NOT a characteristic of transactional leaders?

- (A) Gives personal attention, treats each employee individually.
- (B) Abdicates responsibilities, avoid making decisions.
- (C) Intervenes only when standards are not met.
- (D) Contracts exchange of reward for efforts.

23.) Stretch goal that challenge people to achieve higher levels of success in current activities is known as:

- (A) Control stretch goals
- (B) Cluster stretch goals
- (C) Vertical stretch goals
- (D) Horizontal stretch goals

24.) Usually in which of the following performance appraisal technique, subjects self-ratings are negatively correlated with their subsequent performance in an assessment center?

- (A) Appraisal by subordinates
- (B) 360 – Degree feedback
- (C) Self-ratings
- (D) Peer Appraisals

25.) Which one of the following statements is true about the risk considered for capital requirement under Basel II?

- (A) Credit risk, interest rate risk and foreign exchange risk
- (B) Credit risk, market risk and operational risk
- (C) Credit risk, political risk and country risk
- (D) Credit risk, interest risk and political risk

26.) Which one of the following is not the characteristic of mutual funds?

- (A) Consistent Investment process
- (B) Strong fund management
- (C) Diversity in interest rates
- (D) Differences from the benchmark

27.) Which of the following statements is false?

- (A) Capital market is a market for medium- and long-term funds.
- (B) GDR is a negotiable instrument issued by a US bank.
- (C) Many publicly listed companies in India trades their shares through Bombay stock exchange or national stock exchange.
- (D) Securities that are listed on various stock exchanges are eligible for being traded there, are called listed securities.

28.) Which of the following is not the service provided under NBFC?

- (A) Leasing services
- (B) Implementing modernization
- (C) Asset management services
- (D) Mutual benefit finance services bank

- 29.) Which of the followings can be categorized as information processing services?
- (A) Legal services
  - (B) Health care
  - (C) Education
  - (D) Management consultancy
- 30.) Which of the following is NOT true about rural markets?
- (A) Print media is not necessarily impactful in rural markets
  - (B) Rural customer is price sensitive
  - (C) No significant change may be required in the advertising copy
  - (D) Products should be simpler, easy to use, service and maintain
- 31.) Which of the following is NOT true for Supply Chain Management approach?
- (A) Joint reduction in channel inventories.
  - (B) Large breadth of supplier base to increase competition and spread risk.
  - (C) Risk and rewards are shared over long term.
  - (D) Companies use intermodal transportation to reach to their markets.
- 32.) Which of the following is true for consumers?
- (A) Consumers are rational and think in a linear manner.
  - (B) Culture and society have relationship to consumers' thoughts and feelings.
  - (C) Consumers can be motivated to believe and internalize messages the way the marketer desires.
  - (D) Consumers can explain their thought and behaviour.
- 33.) The amount of penalty for making a false statement to the "Competition Commission" by a person who is a party to a combination shall be between
- (A) 20 lakhs to 50 lakhs
  - (B) 50 lakhs to 1 crore
  - (C) 8 lakhs to 10 lakhs
  - (D) 70 lakhs to 1 crore
- 34.) 'N Minor takes a loan of Rs.4,000/- from 'B' during his minority, on attaining majority, he applies to 'B' for a further loan of Rs. 3,000/- 'B' gives this loan and obtains from 'A' a combined promissory note of Rs.7,000/- for the two loans. This is considered as:
- (A) Void Contract
  - (B) Valid Contract
  - (C) Illegal Contract
  - (D) Unilateral Contract
- 35.) Which among the following essence of the Information Technology Act is not a correct statement?
- (A) Legal Recognition of Electronic documents.
  - (B) Any contract for the sale or conveyance of immovable property or any interest in such property.
  - (C) Legal Recognition of Digital signatures.
  - (D) Justice Dispensation system for cybercrimes.

36.) Which one of the following is not included in the term “Work” under Copyright Act 1957?

- (A) A Cinematographic film
- (B) Layout designs of integrated circuits
- (C) A sound recording
- (D) A dramatic work

37.) Tax audit is compulsory in case of a person in a profession whose gross receipts from the profession exceed:

- (A) Rs 1 crore
- (B) Rs 40 lakh
- (C) Rs 60 lakh
- (D) Rs 50 lakh

38.) Maximum tax-free limit for payment received under voluntary retirement scheme is:

- (A) Rs 4,00,000
- (B) Rs 5,00,000
- (C) Rs 8,00,000
- (D) Rs 10,00,000

39.) A is Resident in India aged 60 years earned agricultural income of Rs 5,00,000 and non-agricultural income Rs 3,00,000 during the previous year 2019-20. What is tax liability of A?

- (A) Rs 72,000
- (B) Rs 72,100
- (C) Rs 2000
- (D) Nil

40.) Any planning of tax which aims at reducing tax liability in legally recognized permissible way can be termed as an instance of:

- (A) Tax planning
- (B) Tax avoidance
- (C) Tax evasion
- (D) Tax management

41.) Identify the principles of trade policy framework from the followings under the WTO:

- (1) Reciprocity and transparent
- (2) Benefactory and resilient
- (3) Non - discriminatory
- (4) Binding and enforceable commitments
- (5) Protective and benevolent

Choose the correct answer from the options given below:

- (A) 1, 2 and 3 only
- (B) 3, 4 and 5 only
- (C) 1, 3 and 4 only
- (D) 2, 4 and 5 only

42.) The rights of the consumer as enunciated under section 6 of the Consumer Protection Act, 1986 include:

- (1) To be protected against the marketing of goods and services which are hazardous to life and property
- (2) To be assured of the competitive price and low cost quality products and services
- (3) To be assured that consumers' interests will service the due consideration at appropriate forums
- (4) To be protected for multiple use of products. profits. diversity and equity
- (5) To be informed about the quality. potency, purity and price of goods or service

Choose the correct answer from the options given below:

- (A) 1, 2 and 3 only
- (B) 2, 3 and 4 only
- (C) 3, 4 and 5 only
- (D) 1, 3 and 5 only

43.) Which of the following events after the balance sheet date would normally qualify as adjusting events according to AS-4 (Events after balance sheet date)?

- (1) The insolvency of a customer on the balance sheet date
- (2) A decline in the market value of investments
- (3) The declaration of an ordinary dividend
- (4) The determination of the cost of assets purchased before the balance sheet date

Choose the correct answer from the options given below:

- (A) 1, 3 and 4 only
- (B) 1 and 2 only
- (C) 2 and 3 only
- (D) 1 and 4 only

44.) Management Accounting information is used for which of the following distinctive purposes

- (1) Measurement
- (2) Control
- (3) Recording transactions
- (4) Alternative choices

Choose the correct answer from the options given below:

- (A) 1, 2 and 3 only
- (B) 2, 3 and 4 only
- (C) 1, 2 and 4 only
- (D) 1 and 3 only

45.) A U-shaped long-run average cost curve is based on the assumptions that:

- (1) Greater division of labor and specialization accrue to larger firms
- (2) Minimum cost of production at various levels of output
- (3) Economies of scale prevail at small levels of output
- (4) It becomes more difficult to manage the firm effectively as it grows bigger
- (5) Diseconomies of scale prevail at larger level of output

Choose the correct answer from the options given below:

- (A) 1, 2 and 3 only
- (B) 2, 3 and 4 only
- (C) 2, 3, 4 and 5 only
- (D) 1, 3, 4 and 5 only

46.) Identify the necessary conditions for price discrimination:

- (1) There should be imperfect competition in markets
- (2) Markets must be separable
- (3) Differentiated products and interdependence between firms
- (4) Elasticity of demand must be different in different markets

Choose the correct answer from the options given below:

- (A) 1, 2 and 3 only
- (B) 1, 3 and 4 only
- (C) 2, 3 and 4 only
- (D) 1, 2 and 4 only

47.) Which of the following explains the downward slope of an ordinary demand curve?

- (1) Income effect of price change
- (2) Substitution effect of price change
- (3) Utility Maximizing behavior of consumer
- (4) Risk-averse behavior of consumer

Choose the correct answer from the options given below:

- (A) 1 and 2 only
- (B) 2, 3 and 4 only
- (C) 1, 2 and 3 only
- (D) 1, 3 and 4 only

48.) The reasons put forth for the control over the activities of the international banks are:

- (1) These banks encourage inflation by adding stock of money supply through credit creation
- (2) These banks some times are responsible for bank failures that mar the interest of the depositors
- (3) They cause unmanageable indebtedness among the borrowing governments by charging high interest rates
- (4) They do not adhere to the credit allocation policy of the host government

Choose the correct answer from the options given below:

- (A) 1, 2 and 3 only
- (B) 1, 3 and 4 only
- (C) 2, 3 and 4 only
- (D) 1, 2, 3 and 4 only

49.) The new issue debt or shares will invariably involve floatation costs in the form of:

- (1) Legal fees
- (2) Administrative expenses
- (3) Brokerage
- (4) Underwriting
- (5) Risk premium

Choose the correct answer from the options given below:

- (A) 1, 2, 4 and 5 only
- (B) 1 and 3 only
- (C) 1, 2, 3 and 4 only
- (D) 1, 2, 3, 4 and 5

50.) Which of the following are the reasons for raising funds via securitization?



- (1) To raise capital using non-conventional sources
- (2) To accelerate earnings for financial reporting purposes
- (3) To diversify funding resources
- (4) The potential for reducing funding cost

Choose the correct answer from the options given below:

- (A) 1, 3 and 4 only
- (B) 2, 3 and 4 only
- (C) 3 and 4 only
- (D) 1, 2 and 4 only

51.) Non-sampling errors may arise because of:

- (1) Vague definitions used in data collection
- (2) Defective method of data collection
- (3) Incomplete coverage of the population
- (4) Wrong entry made in the questionnaire
- (5) Only a part of the population is observed and expected to avoid census study

Choose the correct answer from the options given below:

- (A) 1, 2, 3 and 4 only
- (B) 1, 3, 4 and 5 only
- (C) 2, 3, 4 and 5 only
- (D) 1, 2, 4 and 5 only

52.) Which of the following are the correct statements with regard to positive skewed distribution?

- (1) Mean > Median > Mode
- (2) Mean < Median < Mode
- (3)  $Q_3 - \text{Median} < \text{Median} - Q_1$
- (4)  $Q_3 - \text{Median} > \text{Median} - Q_1$
- (5) Mean = Median = Mode

Choose the correct answer from the options given below:

- (A) 1 and 4 only
- (B) 1 and 3 only
- (C) 2, 3 and 4 only
- (D) 2, 3, 4 and 5 only

53.) Use of Focus Groups and collaboration tools as training needs assessment technique has the following disadvantages:

- (1) Time consuming or organize
- (2) Unuseful with complex or controversial issues that one person may be unable or unwilling to explore
- (3) Questions cannot be modified to explore unanticipated issues
- (4) Group members provide only information they think you want to hear

Choose the correct answer from the options given below:

- (A) 1 and 2 only
- (B) 2 and 3 only
- (C) 1 and 4 only
- (D) 3 and 4 only

54.) Principles of Management are important and useful on account of the following reasons:

1. To increase managerial efficiency
2. To attain social objectives
3. To train managers
4. To improve research
5. To coordinate material and human resources

Choose the correct answer from the options given below:

**Codes**

- (A) 1 and 5 only
- (B) 2 and 4 only
- (C) 2, 3 and 4 only
- (D) 1, 2, 3, 4 and 5

55.) Which of the followings is not an approach to the structure of Indian Financial system?

- (1) A brokerage can be either full service or discount
- (2) The financial system is concerned about money, credit and finance. the three terms are intimately related yet are somewhat different from each other
- (3) Housing finance simply refers to providing finance for venture capital
- (4) Financial instruments may also be divided according to asset class, which depends on whether they are debt-based or equity based

Choose the correct answer from the options given below:

- (A) 1, 3 and 4 only
- (B) 2 and 4 only
- (C) 3 only
- (D) 1 and 3 only

56.) Which of the following statements is/are correct regarding application of data mining techniques?

- (1) Predicting future trends based on information available
- (2) Electronic data interchange
- (3) Analysing demographic information about customers
- (4) Credit risk analysis

Choose the correct answer from the options given below:

- (A) 2 and 4 only
- (B) 1, 2, 3 and 4 only
- (C) 1, 2 and 4 only
- (D) 1, 3 and 4 only

57.) Skimming pricing strategy delivers results:

- (1) When the size of the market is large and it is a growing market
- (2) When the product is perceived as enhancing the customer's status in society
- (3) When the firm uses it as an entry strategy
- (4) When the target market associates quality of the products with its price

Choose the correct answer from the options given below:

- (A) 1 and 2 only
- (B) 2 and 4 only
- (C) 2 and 3 only
- (D) 1, 3 and 4 only

58.) Requirements for effective market segmentation are:

1. Accessibility
2. Differentiation
3. Measurable
4. Viable
5. Intensity in competition

Choose the correct answer from the options given below:

**Codes**

- (A) 1 and 2 only
- (B) 2, 3 and 5 only
- (C) 1, 3 and 4 only
- (D) 1, 3, 4 and 5 only

59.) Experimental characteristics/factors influencing distribution decisions are:

- (1) Government policy
- (2) State of economy
- (3) Social activism
- (4) Technological and infrastructure developments
- (5) Statutory provisions

Choose the correct answer from the options given below:

- (A) 1 and 4 only
- (B) 2, 3 and 5 only
- (C) 1, 3 and 4 only
- (D) 1, 2, 4 and 5 only

60.) Which of the following statements are true regarding the objectives of Right to Information Act? Indicate the correct code:

- (1) To operationalize the fundamental right to information
- (2) To set up system and mechanisms that facilitate people's easy access to information
- (3) To promote transparency and accountability in governance
- (4) To minimize corruption and inefficiency in public offices and ensure people participation in governance and decision making

Choose the correct answer from the options given below:

- (A) 2, 3 and 4 only
- (B) 1, 2, 3 and 4 only
- (C) 1, 2 and 3 only
- (D) 1, 2 and 4 only

61.) Which of the following taxes have been replaced by the GST? Indicate the correct code:

- (1) Central Excise duty
- (2) Service tax
- (3) Taxes on advertisements
- (4) Duties of Excise-Medicinal and toilet preparations

Choose the correct answer from the options given below:

- (A) 1, 2 and 4 only
- (B) 1 and 2 only
- (C) 2, 3 and 4 only

(D) All of the above

62.) On which of the following grounds, the Tribunal may order for the winding-up-of a company or a petition submitted to it. Indicate the correct code:

- (1) Passing of special resolution for the winding up
- (2) Conducting affairs in a fraudulent manner
- (3) Reduction in membership
- (4) Inability to pay debts

Choose the correct answer from the options given below:

- (A) 1, 2 and 3 only
- (B) 1, 2 and 4 only
- (C) 1, 2, 3 and 4
- (D) 2, 3 and 4 only

63.) Which of the following income is generally chargeable under the head of income from other sources?

- (1) Income from subletting house property
- (2) Director fee
- (3) Ground Rent
- (4) Agricultural Income from outside India
- (5) Insurance commission
- (6) Income from sale of securities

Choose the correct answer from the options given below:

- (A) 1, 2, 4 and 5 only
- (B) 2, 3, 4, 5 and 6 only
- (C) 1, 2, 3, 5 and 6 only
- (D) 1, 2, 3, 4 and 5 only

64.) Which of the following are included in person under section 17 (1)?

- (1) A Hindu Undivided Family (HUF)
- (2) A company
- (3) A firm
- (4) An individual
- (5) A local authority
- (6) An association of persons

Choose the correct answer from the options given below:

- (A) 1, 3, 4 and 6 only
- (B) 3, 4, 5 and 6 only
- (C) 2, 4, 5 and 6 only
- (D) 1, 2, 3, 4, 5 and 6 only

65.) The exemption with respect to HRA is based upon the following factors?

- (1) Rent paid
- (2) Place of Residence
- (3) Salary
- (4) HRA Received
- (5) Fair Rent
- (6) Market Rent

Choose the correct answer from the options given below:

- (A) 1, 2, 3 and 4 only
- (B) 1, 3, 4 and 6 only
- (C) 1, 2, 3 and 6 only
- (D) 1, 2, 5 and 6 only

66.) Match List I with List II :

List I

- a. International Finance Corporation
- b. International Development Association
- c. World Intellectual Property Organisation
- d. International Bank for Reconstruction and Development

List II

- i. 1944
- ii. 1967
- iii. 1956
- iv. 1960

Choose the correct answer from the options given below:

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

67.) Match List I with List II:

List I

- a. Bonus shares
- b. Demat shares
- c. Right issue
- d. Sweat equity share

List II

- i. Invitation to existing shareholders to purchase additional new shares
- ii. Issue is made to existing members free of charge
- iii. Shares issues by a company to its employees/directors at a discount for providing know-how
- iv. Shares in electronic form

Choose the correct answer from the options given below:

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

68.) Match List I with List II:

List I

Objectives of business firm

- a. Long-Run Survival
- b. Sales Revenue maximisation
- c. Firm's Growth Rate maximisation
- d. Managerial utility Function maximization

List II

Economists

- i. Marris, Robin
- ii. Williamson, D.E.
- iii. Rothschild, K.W.
- iv. Baumol, W.J.

Choose the correct answer from the options given below:

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

69.) Match List I with List II :

List I (Methods of Inventory Control)

- a. JIT system
- b. ABC Analysis
- c. FSND Analysis
- d. VED Analysis

List II (Explanation)

- i. Divide the items into the categories in the descending order of their usage rate.
- ii. Divide items into categories in the descending order of their critical use.
- iii. Inventory arrive to the manufacturing sites just few hours before they are put to use.
- iv. The items of inventory are classified according to value of usage.

Choose the correct answer from the options given below:

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

70.) Match List I with List II :

List I

- a. Probability distribution
- b. Binomial distribution
- c. Hyper geometric distribution
- d. Uniform distribution

List II

i.  $\sigma = \sqrt{\frac{(b-a)^2}{12}}$

ii.  $\sigma = \sqrt{\sum p(x - \mu)^2}$

iii.  $\sigma = \sqrt{npq}$

iv.  $\sigma = \sqrt{n \left(\frac{N_1}{N}\right) \left(\frac{N_2}{N}\right) \left(\frac{N-n}{N-1}\right)}$

Choose the correct answer from the options given below:

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

71.) Match the following.

**List I**

- a. Learning organization
- b. Spaghetti organization
- c. Fishnet organisation
- d. Network structure

**List II**

- i. Flexibility in the structure or lack of structure.
- ii. Linking of separate parts of the same organization or networking of separate organizations to accomplish a common goal.
- iii. The ability to continually change structure and internal process to conform to feedback with the environment.
- iv. Flexible, adaptable, rearranges itself quickly while retaining its inherent strength.

Choose the correct answer from the options given below:

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

72.) Match List I with List II :

**List I**

- a. Hedgers
- b. Financial derivatives in India
- c. Arbitrageurs
- d. Commodity future in origin

**List II**

- i. Osaka
- ii. Increased volatility
- iii. Commercial procedures
- iv. Riskless profit

Choose the correct answer from the options given below:

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

73.) Match the following.

**List I (Advertising Agency in 2020)**

- a. O&M (Ogilvy and Mather)
- b. Mc Cann Erickson
- c. Trikaya Grey
- d. JWT Hindustan Thompson Associates

**List II (Brand)**

- i. Mastercard
- ii. Nestle
- iii. Cadbury
- iv. Proctor and Gamble

Choose the correct answer from the options given below:

### Codes

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

74.) Match List I with List II:

List I

- a. Actual Delivery
- b. Constructive Delivery
- c. Symbolic Delivery
- d. Delivery

List II

- i. Delivery of means of obtaining possession of goods by the seller to the buyer.
- ii. Physical handling over of the possession of the goods by the seller to the buyer.
- iii. Voluntary transfer of possession of goods from seller to buyer.
- iv. Acknowledgement by a third person in possession of goods to hold them on behalf of and at the disposal of the buyers.

Choose the correct answer from the options given below:

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

75.) Match List I with List II :

List I

- a. Section 80 EE
- b. Section 80 GG
- c. Section 80 GGA
- d. Section 80 E

List II

- i. Deduction in respect of rent paid.
- ii. Deduction in respect of certain donations for scientific researchers.
- iii. Deduction in respect of interest on loan taken for residential house
- iv. Deduction in respect of payment of Interest on loan taken for Higher Education.

Choose the correct answer from the options given below:

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

76.) Arrange the following countries in the ascending order of their contribution to the WTO budget 2020:

- (1) China
- (2) Japan
- (3) Germany
- (4) United States of America
- (5) United Kingdom



Choose the correct answer from the options given below:

- (A) 1, 2, 4, 5 and 3
- (B) 4, 1, 2, 5 and 3
- (C) 5, 2, 3, 1 and 4
- (D) 4, 1, 2, 3 and 5

77.) The assets of the Partnership firm, including any sums contributed by the partners to make-up deficiencies of capital at the time of dissolution, shall be applied in the following manner and order:

- (1) In paying each partner rateably what is due to him for advances as distinguished from capital.
- (2) In paying to each partner rateably what is due to him on account of capital.
- (3) In paying the debts of the firm to third parties.
- (4) Dividing among the partners in the proportion in which they were entitled to share profits.

Choose the correct answer from the options given below:

- (A) 3, 1, 2, 4
- (B) 3, 2, 1, 4
- (C) 1, 2, 3, 4
- (D) 2, 3, 1, 4

78.) Arrange the following market structures in the increasing order of the price elasticity of products:

- (1) Perfect competition
- (2) Monopoly
- (3) Monopolistic competition
- (4) Oligopoly
- (5) Duopoly

Choose the correct answer from the options given below:

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

79.) The cash flow approach to assessing debt capacity involves the following steps: arrange these steps in a correct sequence:

- (1) Specify the tolerance limit on the probability of default.
- (2) Estimate the probability distribution of cash flows, taking into account the projected performance of the firm.
- (3) Calculate the fixed charges by way of interest payment and principal repayment associated with various levels of debt.
- (4) Estimate the debt capacity of the firm as the highest level of debt which is acceptable.

Choose the correct answer from the options given below:

- (A) 4, 3, 1, 2
- (B) 1, 2, 3, 4
- (C) 2, 3, 4, 1
- (D) 4, 1, 3, 2

80.) Arrange the following steps of formulating research proposal in a logical sequential order:

- (1) Defining Research problem

- (2) Formula of Hypothesis
- (3) Review of literature
- (4) Collection of data
- (5) Research design

Choose the correct answer from the options given below:

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

81.) Arrange the following stages of the process of organizational change in the sequential order:

1. Detailed consideration of the proposed change.
2. Collection of detailed information and development of alternative approaches in relation to the problem or issues.
3. Evaluation of various alternatives and framing a proposal.
4. Vocalization of the need to change.
5. Search for the main cause underlying the symptoms encountered.

Choose the correct answer from the options given below:

**Codes**

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

82.) Arrange the following steps. in a logical sequence of debt recovery by financial institutions through Debt Recovery Tribunals (DRTs)?

- (1) Restrain him from dealing with/disposing of the concerned assets/properties pending at the hearing of the application.
- (2) Direct him to disclose particulars of properties other than those specified by the applicant bank.
- (3) Show cause within 30 days as to why the relief should not be granted to the bank.

Choose the correct answer from the options given below:

- (A) 2, 1, 3
- (B) 1, 2, 3
- (C) 2, 3, 1
- (D) 3, 2, 1

83.) Arrange the following steps of market feasibility study in the sequential order:

- (1) Based on the cost and anticipated sales revenue, calculating the break-even price and the sales volume.
- (2) Forecasting sales based on demand estimation and competitive analysis.
- (3) Estimation of demand in the target market. of different price levels.
- (4) Estimating the cost of serving the market segment.

Choose the correct answer from the options given below:

- (A) 2, 3, 4, 1
- (B) 3, 2, 4, 1
- (C) 2, 4, 1, 3
- (D) 3, 2, 1, 4

84.) Arrange the following procedure for the grant of patent in a proper sequence:

- (1) The true and first owner shall apply in form I and legal representative of true owner shall apply in form II.
- (2) A complete specification shall be filled with a fee of Rs. 50/- within 12 months from the date of filing of application.
- (3) The first inventor of the work who claims to be true and first owner or his legal representative.
- (4) For each invention separate application for a patent shall be made.

Choose the correct answer from the options given below:

- (A) 1, 4, 3, 2
- (B) 3, 4, 1, 2
- (C) 2, 1, 4, 3
- (D) 2, 4, 3, 1

85.) Sequence the steps for computing depreciation in income from Business and Profession:

- (1) The written down value of each block as on the last day of previous year.
- (2) Find the value of each block at the beginning of each year.
- (3) The money received along with scrap value if any in respect of the same blocks which are sold/ discarded during the year.
- (4) Assets required during the year in the respective blocks to which the new assets belong.

Choose the correct answer from the options given below:

- (A) 1, 2, 3, 4
- (B) 2, 4, 3, 1
- (C) 1, 2, 4, 3
- (D) 4, 2, 3, 1

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

Assertion A: Foreign investment is playing an increasing role in economic development and contributes to a significant share of the domestic investment, employment generation and exports.

Reason R: Substantial increase in the magnitude of capital inflows have remarkably improved the balance of payments and foreign exchange reserve position.

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 and 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

87.) Given below are two statements:

Statement I: If firms are disproportionately powerful, the market leader makes the first move and captures two-thirds of the market share, while the follower firm gets only a third of the market share.

Statement II: Oligopolist firms do better by cooperating than following its dominant strategy.

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

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

Assertion A : Mean deviation is about 80% of Standard Deviation.

Reason R : The quartile deviation is about  $\frac{2}{3}$  of the Standard Deviation.

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

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

89.) Given below are two statements:

Statement I: Capital market plays an important role in mobilising resources and diverting them in productive channels.

Statement II: Capital market is a market where buyers and sellers engage in trade of financial securities like bonds. stocks. etc.

In the light of the above statements. choose the correct answer from the options given below:

- (A) Both Statement I and Statement II are true
- (B) Both Statement T and Statement IT are false
- (C) Statement I is true but Statement II is false
- (D) Statement I is false but Statement II is true

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

Assertion A: A the owner of a ship by fraudulently representing her to be seaworthy induces B. on underwriter to insure the ship.

Reason R: B can obtain cancellation of the policy, as it is a fraud on account of fraudulent misrepresentation under the contract act.

In the light of the above statements. choose the correct 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 and R is NOT the correct explanation of A
- (C) A is true but R is false
- (D) A is false but R is true

Read the passage and answer the question: (91 – 95)

Recuperating of the impact of Covid-19, India attained 13% growth boosted by investments in the digital sector. Infrastructure and energy deals also propped up M&A deals in India. As a result India could achieve 13% growth in Foreign Direct Investment (FDI) in 2020. Amidst global collapse, China is the only other country that has shown remarkably high FDI growth.

An Investment trends monitor issued by the United Nations Conference on Trade and Development (UNCTAD) pointed out, global FDI collapsed in 2020 by 42% to an estimated USD

859 billion from USD 1.5 trillion in 2019. China and India were two major outliers in a gloomy year for foreign direct investment.

India achieved positive growth (13%), boosted by investments in the digital sector where the investments continued particularly through acquisition. Cross border M&A grew 83% to 327 billion. Infrastructure and energy deals also propped up M&A deals in India. India and Turkey are attracting good numbers of deals in IT consulting and digital sectors, including e-commerce platforms, data processing services and digital payments. In terms of individual nations in ICT and pharmaceutical sector, China was the world's largest FDI recipient with flows to the Asian giant rising by 4% to 3163 billion. High-tech industries saw an increase of 11% in 2020. and cross-border M&As rose by 54%.

Although their investment activity slowed down initially in 2020, they are now set to take advantage of low interest rates and increasing market values to acquire assets in overseas markets for expansion, as well as rivals and smaller innovative companies affected by the crisis.

91.) Which country outlined in the world in terms of FDI inflows in ICT and pharmaceutical sector?

- (A) India
- (B) USA
- (C) Israel
- (D) China

92.) The author opines in the paragraph that which of the following has helped to acquire assets in overseas markets for expansion.

- (A) Low interest rates and increasing market values
- (B) low per capita incomes and high resources
- (C) Attractive markets and overseas valuations
- (D) Governmental support and incentivization to promote cross border trade.

93.) Annual increase/decrease in India's annual FDI inflows and Global FDI flows, respectively are:

- (A) USD 27 billion and USD 163 billion
- (B) +13% and -42%
- (C) -4% and +11%
- (D) Data not available

94.) India and Turkey are attracting record numbers of deals in-

- (A) Overall production
- (B) IT consulting and digital sectors
- (C) Pharmaceutical and allied sectors
- (D) GDP and Per Capita Income

95.) Which statement is not true about China?

- (A) FDI inflows increase by 4%
- (B) International M&A increase by 54%
- (C) Highest FDI in ICT and Pharmaceutical sector
- (D) USD 1.5 Trillion sized economy

Read the following passage and answer the question in the most appropriate manner: (96 – 100)  
Management theories help organizations to focus, communicate, and evolve. Using management theory in the workplace allows leadership to focus on their main goals. When a management style or theory is implemented, it automatically streamlines the top priorities for the organization. Management theory also allows us to better communicate with people we work with which in turn allows us to work more efficiently. By understanding management theory, basic assumptions about management styles and goals can be assumed and can save time during daily interactions and meetings within an organization.

Theories can only reach so far, and management theories are no exception. There is no such thing as a one-size-fits-all management theory. What may work for one organization may not be relevant for another. Therefore, when one theory does not fit a particular situation, it is important to explore the option of developing a new theory that would lead in a new, more applicable direction. While some theories can stand the test of time, other theories may grow to be irrelevant and new theories will develop in their place.

From the late 1700s through the early 1900s, the Industrial Revolution brought extraordinary change to the workplace and forever transformed the way companies operate. The Industrial Revolution brought better and faster technology allowing companies to perform more efficiently than ever before and giving them the ability to dramatically increase their output. In order to meet demand, company leadership had to ensure their employees were productive.

96.) Given below are two statements:

Statement I: Management is the ultimate tool for achieving business goals.

Statement II: It was management only which initiated the industrial revolution.

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

- (A) Both Statement I and Statement II are true
- (B) Both Statement I and Statement II are false
- (C) Statement I is true but Statement II is false
- (D) Statement I is false but Statement II is true

97.) What helps leadership to focus on their main goal?

- (1) Management theories
- (2) Organizational structure
- (3) Inter-personal relations
- (4) Effective HR policies
- (5) Government Directives

Choose the correct answer from the options given below:

- (A) 1, 2 and 3 only
- (B) 2, 3 and 4 only
- (C) 1 and 2 only
- (D) 1 only

98.) In the paragraph, what is meant by “There is no such thing as a non-size fits all management theory”

- (1) Management theories keeps on changing.

- (2) There are different theories for different situations.
- (3) A business can't grow without management theories.
- (4) Management theories are non-scientific.

Choose the correct answer from the options given below:

- (A) 1, 2 and 3 only
- (B) 2, 3 and 4 only
- (C) 3 and 4 only
- (D) 1 and 2 only

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

Assertion A: The industrial revolution brought better and faster technology allowing companies to perform more efficiently than ever before and gave them ability to dramatically increase their output.

Reason R: In order to meet demand, company leadership had to ensure their employees were productive.

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 and 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

100.) Which of the following is NOT a correct statement?

- (A) Industrial revolution was a turning point in Business operations.
- (B) Management theories are ever-changing.
- (C) Good management makes communication flow better.
- (D) Management always moves in a straight line.