

Q.51 Process of ensuring access to appropriate financial products and services needed by all sections of the society in general and vulnerable group such as weaker sections and low-income groups in particular at an affordable cost in a fair and transparent manner by mainstream institutional players is referred to as :

- (1) Financial Integration
- (2) Financial Instability
- (3) Financial Inclusion
- (4) Monetary Instability

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493195

Option 1 ID : 43244912449

Option 2 ID : 43244912450

Option 3 ID : 43244912451

Option 4 ID : 43244912452

Status : Answered

Chosen Option : 3

Q.52 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : The skimming price policy is adopted where close substitute of a new product are not available.

Reason (R) : This policy requires fixing a lower initial price designed to penetrate the market as quickly as possible and is intended to maximize the profit in the long run.

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

- (1) Both **(A)** and **(R)** are correct and **(R)** is the correct explanation of **(A)**
- (2) Both **(A)** and **(R)** are correct but **(R)** is **not** the correct explanation of **(A)**
- (3) **(A)** is correct but **(R)** is not correct
- (4) **(A)** is not correct but **(R)** is correct

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493159

Option 1 ID : 43244912305

Option 2 ID : 43244912306

Option 3 ID : 43244912307

Option 4 ID : 43244912308

Status : Answered

Chosen Option : 1

Q.53 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : Heckscher and Ohlin developed a theory to explain the reasons for differences in relative commodity prices and competitive advantages between two nations. According to this theory, a nation will export the commodity whose production requires intensive use of nation's relatively abundant and cheap factors and import the commodity whose production requires intensive use of the nation's scarce and expensive factors.

Reason (R) : Thus, a country with an abundance of cheap labour would import labour intensive products and export capital intensive goods and vice-versa.

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

- (1) Both (A) and (R) are correct and (R) is the correct explanation of (A)
- (2) Both (A) and (R) are correct but (R) is **not** the correct explanation of (A)
- (3) (A) is correct but (R) is not correct
- (4) (A) is not correct but (R) is correct

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493139**

Option 1 ID : **43244912225**

Option 2 ID : **43244912226**

Option 3 ID : **43244912227**

Option 4 ID : **43244912228**

Status : **Answered**

Chosen Option : 1

Q.54 For assessment year 2025-26, 'Health and Education Cess' shall be levied at the rate of :

- (1) 1% on Income Tax
- (2) 2% on Income Tax
- (3) 3% on Income Tax
- (4) 4% on Income Tax

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493213**

Option 1 ID : **43244912521**

Option 2 ID : **43244912522**

Option 3 ID : **43244912523**

Option 4 ID : **43244912524**

Status : **Answered**

Chosen Option : 2

Q.55 A possible cost of FDI to the host country is :

- (1) Employment opportunities may increase in the short run but long run competitiveness will be reduced.
- (2) Technology transfer always leads to dependency and no local innovation gets encouraged.
- (3) Repatriation of profits may lead to capital outflows.
- (4) FDI inflows always worsen the host country's BoP position.

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493135**

Option 1 ID : **43244912209**

Option 2 ID : **43244912210**

Option 3 ID : **43244912211**

Option 4 ID : **43244912212**

Status : **Answered**

Chosen Option : 1

Q.56 The probability that a leap year selected at random contains either 53 Sundays or 53 Mondays is :

- (1) $\frac{1}{7}$
- (2) $\frac{2}{7}$
- (3) $\frac{3}{7}$
- (4) $\frac{4}{7}$

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493175**

Option 1 ID : **43244912369**

Option 2 ID : **43244912370**

Option 3 ID : **43244912371**

Option 4 ID : **43244912372**

Status : **Answered**

Chosen Option : 4

Q.57 Which of the followings are the myths about Rural Market ?

- A. All Villages are equally populated
- B. Rural Consumers are a heterogeneous lot
- C. Being illiterate, rural consumer is not able to discriminate between products and brands
- D. Only low priced products will sell in rural India
- E. Rural markets are the consumer durable markets

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493206**

Option 1 ID : **43244912493**

Option 2 ID : **43244912494**

Option 3 ID : **43244912495**

Option 4 ID : **43244912496**

Status : **Answered**

Chosen Option : **4**

Q.58 Identify the correct equation of Cobb-Douglas production function :

- (1) $Q = A + L^\alpha K^\beta$
- (2) $Q = A \times L^\alpha K^\beta$
- (3) $Q = A \div L^\alpha K^\beta$
- (4) $Q = A - L^\alpha K^\beta$

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493155**

Option 1 ID : **43244912289**

Option 2 ID : **43244912290**

Option 3 ID : **43244912291**

Option 4 ID : **43244912292**

Status : **Answered**

Chosen Option : **1**

- Q.59** Which statement best captures the difference between FDI and FPI ?
- (1) FDI is investment with lasting interest and managerial control; FPI is passive investment without control.
 - (2) FDI involves only equity investment; FPI involves both equity and debt security.
 - (3) FDI is recorded in current account; FPI is recorded in capital account.
 - (4) Both FDI and FPI give investors voting rights in the host country.

- Options**
1. 1
 2. 2
 3. 3
 4. 4

Question Type : **MCQ**
Question ID : **4324493134**
Option 1 ID : **43244912205**
Option 2 ID : **43244912206**
Option 3 ID : **43244912207**
Option 4 ID : **43244912208**
Status : **Answered**
Chosen Option : **1**

- Q.60** Arrange the followings in the correct sequence in which they are computed for determining Net Cash from operating activities as per AS-3 (Revised) :
- A. Operating profit before Working Capital Changes
 - B. Cash flow before extra ordinary items
 - C. Cash generated from operations
 - D. Net Profit before taxation and extra ordinary items
- Choose the **correct** answer from the options given below :
- (1) A, B, C, D
 - (2) D, B, A, C
 - (3) C, D, B, A
 - (4) D, A, C, B

- Options**
1. 1
 2. 2
 3. 3
 4. 4

Question Type : **MCQ**
Question ID : **4324493148**
Option 1 ID : **43244912261**
Option 2 ID : **43244912262**
Option 3 ID : **43244912263**
Option 4 ID : **43244912264**
Status : **Answered**
Chosen Option : **4**

Q.61 Which one of the followings is not an external technique of Foreign Exchange Risk Management ?

- (1) Forward Contracts
- (2) Currency Futures
- (3) Netting
- (4) Swaps

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 4324493165

Option 1 ID : 43244912329

Option 2 ID : 43244912330

Option 3 ID : 43244912331

Option 4 ID : 43244912332

Status : Answered

Chosen Option : 3

Q.62 Match List - I with List - II.

List - I		List - II	
A.	Ind AS 7	I.	Impairment of Assets
B.	Ind AS 24	II.	Related Party Disclosures
C.	Ind AS 36	III.	Consolidated Financial Statement
D.	Ind AS 110	IV.	Statement of Cash Flows

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 4324493151

Option 1 ID : 43244912273

Option 2 ID : 43244912274

Option 3 ID : 43244912275

Option 4 ID : 43244912276

Status : Answered

Chosen Option : 4

Q.63 Which of the following sections of research reports contains Executive Summary ?

- (1) Prefatory Information
- (2) Introductory Information
- (3) Main Research Body
- (4) Supplementary Information

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493176**

Option 1 ID : **43244912373**

Option 2 ID : **43244912374**

Option 3 ID : **43244912375**

Option 4 ID : **43244912376**

Status : **Answered**

Chosen Option : **3**

Q.64 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : A gentlemen died leaving a young widow. The relatives of the deceased threatened the widow to adopt a boy otherwise they would not allow her to remove the dead body of her husband for cremation. The widow adopted the boy.

Reason (R) : The widow subsequently cancelled the adoption. The court held her consent was not free due to coercion.

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

- (1) Both **(A)** and **(R)** are correct and **(R)** is the correct explanation of **(A)**
- (2) Both **(A)** and **(R)** are correct but **(R)** is **not** the correct explanation of **(A)**
- (3) **(A)** is correct but **(R)** is not correct
- (4) **(A)** is not correct but **(R)** is correct

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493208**

Option 1 ID : **43244912501**

Option 2 ID : **43244912502**

Option 3 ID : **43244912503**

Option 4 ID : **43244912504**

Status : **Answered**

Chosen Option : **1**

Q.65 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : RTGS system is a funds transfer mechanism where transfer of money takes place from one bank to another on a real time and on gross basis.

Reason (R) : There is no minimum ceiling for the RTGS transactions.

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

- (1) Both (A) and (R) are correct and (R) is the correct explanation of (A)
- (2) Both (A) and (R) are correct but (R) is **not** the correct explanation of (A)
- (3) (A) is correct but (R) is not correct
- (4) (A) is not correct but (R) is correct

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493199**

Option 1 ID : **43244912465**

Option 2 ID : **43244912466**

Option 3 ID : **43244912467**

Option 4 ID : **43244912468**

Status : **Answered**

Chosen Option : **3**

Q.66 Arrange the following institutions as per their year of establishment in ascending order :

- A. NAFTA
- B. EU
- C. ASEAN
- D. UNCTAD

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493140**

Option 1 ID : **43244912229**

Option 2 ID : **43244912230**

Option 3 ID : **43244912231**

Option 4 ID : **43244912232**

Status : **Answered**

Chosen Option : **4**

- Q.67** Which of the followings are the properties of Indifference Curve ?
- A. Indifference curve slopes downward to right
 - B. Indifference curve is concave to origin
 - C. Indifference curve is convex to origin
 - D. Indifference curves cannot intersect each other but can be tangent to each other
 - E. Higher indifference curve represents higher level of satisfaction

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493161**

Option 1 ID : **43244912313**

Option 2 ID : **43244912314**

Option 3 ID : **43244912315**

Option 4 ID : **43244912316**

Status : **Answered**

Chosen Option : **3**

- Q.68** Match List - I with List - II.

List - I

- A. Making provision for bad and doubtful debts and for discount on debtors
- B. Expenses should be recognised in the period in which associated revenue is recognised
- C. Assets are not shown at their current realisable value
- D. Internally generated goodwill is not recorded in the books of account

List - II

- I. Cost Concept
- II. Going Concern
- III. Matching Concept
- IV. Conservatism

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493150**

Option 1 ID : **43244912269**

Option 2 ID : **43244912270**

Option 3 ID : **43244912271**

Option 4 ID : **43244912272**

Status : **Answered**

Chosen Option : **2**

Q.69 Which of the followings is/are the part of external environment (macro) of Business ?

- A. Customers
- B. Economic factors
- C. Natural factors
- D. Marketing Intermediaries
- E. Competitors

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493141

Option 1 ID : 43244912233

Option 2 ID : 43244912234

Option 3 ID : 43244912235

Option 4 ID : 43244912236

Status : Answered

Chosen Option : 2

Q.70 Arrange the following steps of Sampling Design Process in correct order :

- A. Determine the sample size
- B. Select a sampling technique
- C. Selection of sampling frame
- D. Target Population definitions

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493179

Option 1 ID : 43244912385

Option 2 ID : 43244912386

Option 3 ID : 43244912387

Option 4 ID : 43244912388

Status : Answered

Chosen Option : 1

Q.71 Match List - I with List - II.

List - I	List - II
A. Operating Leverage	I. Contribution/EBT
B. Combined Leverage	II. Contribution/EBIT
C. Earning Per Share	III. EBIT/EBT
D. Financial Leverage	IV. EAT/No. of Equity Shares

Choose the **correct** answer from the options given below :

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

Options

1. 1
2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493172

Option 1 ID : 43244912357

Option 2 ID : 43244912358

Option 3 ID : 43244912359

Option 4 ID : 43244912360

Status : Answered

Chosen Option : 2

Q.72 Arrange the following steps of Selection Process in correct order :

- A. Selection Tests
- B. Reference and Background Analysis
- C. Preliminary Interview
- D. Employment Interview
- E. Job Offer

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493188**

Option 1 ID : **43244912421**

Option 2 ID : **43244912422**

Option 3 ID : **43244912423**

Option 4 ID : **43244912424**

Status : **Answered**

Chosen Option : **4**

Q.73

Match List - I with List - II.

List - I

- A. Doctrine of Caveat Emptor
- B. Bailment and Pledge
- C. Holder in due Course
- D. DPIN

List - II

- I. Special Contract
- II. Limited Liability Partnership
- III. Sales of Goods Act
- IV. Negotiable Instrument

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493212

Option 1 ID : 43244912517

Option 2 ID : 43244912518

Option 3 ID : 43244912519

Option 4 ID : 43244912520

Status : Answered

Chosen Option : 4

Q.74 Match List - I with List - II.

List - I

(Tax Deducted at Source)

- A. Deduction of Tax at Source on Fees for Professional or Technical Services
- B. Deduction of Tax at Source from Payment of life Insurance Policy
- C. Deduction of Tax at Source from Winnings from Lotteries or Crossword Puzzles
- D. Deduction of Tax at Source from Interest other than Interest on Securities

List - II

(Sections of Income Tax Act)

- I. Section 194A
- II. Section 194B
- III. Section 194DA
- IV. Section 194J

Choose the **correct** answer from the options given below :

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

Options

- 1. 1
- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493221**

Option 1 ID : **43244912553**

Option 2 ID : **43244912554**

Option 3 ID : **43244912555**

Option 4 ID : **43244912556**

Status : **Answered**

Chosen Option : **2**

Q.75 Which of the following types of audit report is issued when the auditor concludes that the financial statements are prepared, in all material respects, in accordance with the applicable financial reporting framework ?

- (1) Audit report with an 'emphasis of matter' paragraph
- (2) Qualified report
- (3) Disclaimer of opinion report
- (4) Unmodified opinion report

Options

- 1. 1
- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493143**

Option 1 ID : **43244912241**

Option 2 ID : **43244912242**

Option 3 ID : **43244912243**

Option 4 ID : **43244912244**

Status : **Answered**

Chosen Option : **2**

Q.76 An empirical test was carried out in 1951 on Heckscher Ohlin model to find out whether or not the US, which has abundant capital resources, exports capital intensive goods and imports labour intensive goods. But, it was found that the US exported more labour -intensive commodities and imported more capital intensive products, which was contrary to the result of Heckscher - Ohlin model. Who has conducted the test ?

- (1) Staffan B Linder
- (2) David Ricardo
- (3) J. B. Say
- (4) Wassily Leontief

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493133

Option 1 ID : 43244912201

Option 2 ID : 43244912202

Option 3 ID : 43244912203

Option 4 ID : 43244912204

Status : Answered

Chosen Option : 4

Q.77 Arrange the following steps of process of consumer buying in proper sequence :

- A. Evaluation of Alternatives
- B. Search for Alternatives
- C. Need Recognitions
- D. Decision
- E. Development of Decision Criteria

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493205

Option 1 ID : 43244912489

Option 2 ID : 43244912490

Option 3 ID : 43244912491

Option 4 ID : 43244912492

Status : Answered

Chosen Option : 1

Q.78 Which one of the followings is not a type of organizational culture ?

- (1) Non-Entrepreneurial Culture
- (2) Power Culture
- (3) Role Culture
- (4) Task Culture

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493184

Option 1 ID : 43244912405

Option 2 ID : 43244912406

Option 3 ID : 43244912407

Option 4 ID : 43244912408

Status : Answered

Chosen Option : 1

Q.79 Which of the followings are properties of Normal Distribution ?

- A. The normal curve approaches the x -axis asymptotically as we proceed in either direction away from the mean.
- B. The normal curve has its points of inflection at $\bar{x} \pm 2\sigma$
- C. Irrespective of the shape, the total area under the normal curve and above the horizontal axis is always equal to 1
- D. About 68.27% of the total area under the normal curve is covered from $\mu - 2\sigma$ to $\mu + 2\sigma$.
- E. The normal distribution is unimodal.

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493180

Option 1 ID : 43244912389

Option 2 ID : 43244912390

Option 3 ID : 43244912391

Option 4 ID : 43244912392

Status : Answered

Chosen Option : 3

Q.80 Karl Pearson's Coefficient of Skewness for a distribution having mean of 6.82, median of 6.8 and standard Deviation of 1.4 is :

- (1) 0.014
- (2) 0.028
- (3) 0.043
- (4) 0.056

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493173**

Option 1 ID : **43244912361**

Option 2 ID : **43244912362**

Option 3 ID : **43244912363**

Option 4 ID : **43244912364**

Status : **Answered**

Chosen Option : **2**

Q.81 An assessee who declares his business/professional income in accordance with the provisions of Section 44 AD(1) or Section 44 ADA(1), must pay up to 100 percent of advance tax payable on or before :

- (1) December 15 of the previous year
- (2) January 15 of the previous year
- (3) February 15 of the previous year
- (4) March 15 of the previous year

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493215**

Option 1 ID : **43244912529**

Option 2 ID : **43244912530**

Option 3 ID : **43244912531**

Option 4 ID : **43244912532**

Status : **Answered**

Chosen Option : **4**

Q.82 Which of the followings are the types of decentralisation in an organisation ?

- A. Profit Centres
- B. Service Centres
- C. Cost Centres
- D. Investment Centres

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 4324493191

Option 1 ID : 43244912433

Option 2 ID : 43244912434

Option 3 ID : 43244912435

Option 4 ID : 43244912436

Status : Answered

Chosen Option : 4

Q.83 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : An effective appraisal system can contribute to competitive advantage by improving employee job performance.

Reason (R) : One serious challenge facing the performance appraisal relates to assessment of self-managed teams.

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

- (1) Both (A) and (R) are correct and (R) is the correct explanation of (A)
- (2) Both (A) and (R) are correct but (R) is **not** the correct explanation of (A)
- (3) (A) is correct but (R) is not correct
- (4) (A) is not correct but (R) is correct

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : MCQ

Question ID : 4324493187

Option 1 ID : 43244912417

Option 2 ID : 43244912418

Option 3 ID : 43244912419

Option 4 ID : 43244912420

Status : Answered

Chosen Option : 2

Q.84 Arrange the following steps of Control Process in the correct order :

- A. Measurement of Actual Performance
- B. Establishment of Standards
- C. Corrective action where required
- D. Comparison of actual performance with the standards

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493189**

Option 1 ID : **43244912425**

Option 2 ID : **43244912426**

Option 3 ID : **43244912427**

Option 4 ID : **43244912428**

Status : **Answered**

Chosen Option : **2**

Q.85

Arrange the following steps of Personal Selling in sequence :

- A. Pre approach
- B. Presentation and Demonstration
- C. Approach
- D. Prospecting and Qualifying
- E. Handling Objections

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493203**

Option 1 ID : **43244912481**

Option 2 ID : **43244912482**

Option 3 ID : **43244912483**

Option 4 ID : **43244912484**

Status : **Answered**

Chosen Option : **4**

Q.86 Match List - I with List - II.

List - I

- A. EXIM Bank
- B. NHB
- C. IDBI
- D. NABARD

List - II

- I. Advancing Credit for agriculture and other economic activities in rural area
- II. Financing Exports and Imports
- III. Promoting Housing Finance Institution
- IV. Financing, Promoting and Developing industries

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493202**

Option 1 ID : **43244912477**

Option 2 ID : **43244912478**

Option 3 ID : **43244912479**

Option 4 ID : **43244912480**

Status : **Answered**

Chosen Option : **3**

Q.87 The Break Even point expressed in amount of sales in rupees of X Ltd having selling Price of ₹ 20 per unit, variable cost of ₹ 14 per unit and fixed cost of ₹ 7,92,000 is :

- (1) ₹ 11,28,571
- (2) ₹ 1,32,000
- (3) ₹ 39,600
- (4) ₹ 26,40,000

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493145**

Option 1 ID : **43244912249**

Option 2 ID : **43244912250**

Option 3 ID : **43244912251**

Option 4 ID : **43244912252**

Status : **Answered**

Chosen Option : **4**

Q.88

Match List - I with List - II.

List - I

- A. Managerial Grid
- B. Hawthorne Experiments
- C. Trait Theory
- D. ERG Theory

List - II

- I. Charles Bird
- II. Alderfer
- III. Blake and Mouton
- IV. Elton Mayo

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493192

Option 1 ID : 43244912437

Option 2 ID : 43244912438

Option 3 ID : 43244912439

Option 4 ID : 43244912440

Status : Answered

Chosen Option : 2

Q.89 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : The minimum level of service the customer expects represents the threshold level of expectations.

Reason (R) : The gap between the desired and adequate service has been called as the zone of intolerance.

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

- (1) Both (A) and (R) are correct and (R) is the correct explanation of (A)
- (2) Both (A) and (R) are correct but (R) is **not** the correct explanation of (A)
- (3) (A) is correct but (R) is not correct
- (4) (A) is not correct but (R) is correct

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493204

Option 1 ID : 43244912485

Option 2 ID : 43244912486

Option 3 ID : 43244912487

Option 4 ID : 43244912488

Status : Answered

Chosen Option : 1

Q.90 Which of the followings are the techniques of Monetary Control adopted by RBI ?

- A. Loans and Advances to the Industries
- B. Cash Reserve Ratio
- C. Open Market Operations
- D. Statutory Liquidity Ratio
- E. Repo Rates

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493201

Option 1 ID : 43244912473

Option 2 ID : 43244912474

Option 3 ID : 43244912475

Option 4 ID : 43244912476

Status : Answered

Chosen Option : 3

Q.91 Arrange the following steps of research process in correct order :

- A. Developing an approach to the problem
- B. Problem definition
- C. Data Collection, Preparation and analysis
- D. Research design formulation
- E. Report writing and presentation

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493178**

Option 1 ID : **43244912381**

Option 2 ID : **43244912382**

Option 3 ID : **43244912383**

Option 4 ID : **43244912384**

Status : **Answered**

Chosen Option : **2**

Q.92

If demand equation is given by

$$D = 10,000 - P$$

and the supply equation is given by

$$S = 1000 + 4P, \text{ the equilibrium price would be}$$

- (1) 1600
- (2) 1800
- (3) 1700
- (4) 2000

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493153

Option 1 ID : 43244912281

Option 2 ID : 43244912282

Option 3 ID : 43244912283

Option 4 ID : 43244912284

Status : Answered

Chosen Option : 4

Q.93 Match List - I with List - II.

List - I

- A. Standard Deduction under Section 16(ia)
- B. Standard Deduction under Section 24
- C. Depreciation Allowance under Section 32
- D. Exemption Under Section 54 for Profit on transfer of house property used for residence

List - II

- I. Income under the head Capital Gains
- II. Income under the head Profits and Gains of Business or Profession
- III. Income Under the Head Income from House Property
- IV. Income Under the Head Salaries

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493222**

Option 1 ID : **43244912557**

Option 2 ID : **43244912558**

Option 3 ID : **43244912559**

Option 4 ID : **43244912560**

Status : **Answered**

Chosen Option : 1

Q.94 Which of the following statements are incorrect ?

- A. Management audit is not compulsory under any law.
- B. Vouching is concerned only with items of balance sheet.
- C. Section 148 of the Companies Act, 2013 has made Cost Audit mandatory for some limited companies
- D. The object of vouching is to satisfy the auditor as to existence, ownership, possession, completeness, valuation and disclosure of items mentioned in the Balance Sheet.
- E. Independent financial audit has been made compulsory for many entities established under respective Acts.

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493149**

Option 1 ID : **43244912265**

Option 2 ID : **43244912266**

Option 3 ID : **43244912267**

Option 4 ID : **43244912268**

Status : **Answered**

Chosen Option : 4

Q.95 Which one of the followings are not the Objectives of HRM ?

- (1) Societal Objectives
- (2) Organizational Objectives
- (3) Functional Objectives
- (4) Group Objectives

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493185

Option 1 ID : 43244912409

Option 2 ID : 43244912410

Option 3 ID : 43244912411

Option 4 ID : 43244912412

Status : Answered

Chosen Option : 1

Q.96 What are the GST rates applicable after 22nd September 2025 ?

- A. 5%
- B. 12%
- C. 18%
- D. 28%
- E. 40%

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493211

Option 1 ID : 43244912513

Option 2 ID : 43244912514

Option 3 ID : 43244912515

Option 4 ID : 43244912516

Status : Answered

Chosen Option : 1

Q.97 Match List - I with List - II.

List - I
(Human Resource Valuation Approaches)

- A. Historical Cost Approach
- B. Opportunity Cost approach
- C. Standard Cost Approach
- D. Present Value of Future Earning Model

List - II
(Propounders)

- I. Brummet, Flamholtz and Plye
- II. Hekimian and Jones
- III. David Watson
- IV. Lav and Schwartz

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493152

Option 1 ID : 43244912277

Option 2 ID : 43244912278

Option 3 ID : 43244912279

Option 4 ID : 43244912280

Status : Answered

Chosen Option : 4

Q.98 Which one of the followings is not a category under Balance of Payments ?

- (1) Current Account
- (2) Capital Account
- (3) Drawings Account
- (4) Official Reserve Account

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493163

Option 1 ID : 43244912321

Option 2 ID : 43244912322

Option 3 ID : 43244912323

Option 4 ID : 43244912324

Status : Answered

Chosen Option : 3

Q.99 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : Section 91 provides for grant of unilateral relief in the case of resident taxpayers on income which has been taxed in India as well as in the country with which there is no Double Taxation Avoidance Agreement.

Reason (R) : The relief under section 91 is granted by allowing to the tax payer a deduction from tax liability of an amount equal to the tax calculated at the average Indian rate of tax or the amount of tax calculated at the rate of tax of that other country on the doubly taxed income, whichever is higher.

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

- (1) Both (A) and (R) are correct and (R) is the correct explanation of (A)
- (2) Both (A) and (R) are correct but (R) is not the correct explanation of (A)
- (3) (A) is correct but (R) is not correct
- (4) (A) is not correct but (R) is correct

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493218

Option 1 ID : 43244912541

Option 2 ID : 43244912542

Option 3 ID : 43244912543

Option 4 ID : 43244912544

Status : Answered

Chosen Option : 1

Q.100 Match List - I with List - II.

List - I

(Theories of Profit)

- A. Risk theory of Profit
- B. Dynamic theory of Profit
- C. Innovation theory of Profit
- D. Profit as rent of ability

List - II

(Propounders)

- I. Joseph A Schumpeter
- II. F. A. Waker
- III. F. B. Hawley
- IV. J. B. Clark

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493162

Option 1 ID : 43244912317

Option 2 ID : 43244912318

Option 3 ID : 43244912319

Option 4 ID : 43244912320

Status : Answered

Chosen Option : 2

Q.101 Which of the followings is not a core function of WTO ?

- (1) Providing a forum for trade negotiation
- (2) Administering agreement such as GATS, TRIPS and TRIMS
- (3) Monitoring trade policies
- (4) Providing Concessional loans and financial aid to developing countries

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493138

Option 1 ID : 43244912221

Option 2 ID : 43244912222

Option 3 ID : 43244912223

Option 4 ID : 43244912224

Status : Answered

Chosen Option : 1

Q.102 Arrange the following in ascending order of sections of Income Tax Act related to permissible deduction from Gross Total Income :

- A. Deduction in respect of Medical Insurance Premia
- B. Deduction in respect of Royalty Income of Author
- C. Deduction in respect of Payment of Interest on Loan taken for Higher Education
- D. Deduction in respect of Interest on Deposits in Saving Accounts
- E. Deduction in respect of Donations to Certain Funds, charitable Institutions, etc.

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493219**

Option 1 ID : **43244912545**

Option 2 ID : **43244912546**

Option 3 ID : **43244912547**

Option 4 ID : **43244912548**

Status : **Answered**

Chosen Option : **3**

Q.103 Mr. A, a resident in India, aged 60 years, earned agricultural income of ₹ 5,00,000 and non-agricultural income of ₹ 3,80,000 for assessment year 2025-26. The tax liability of Mr. A assuming that he does not opt to be taxed under the old tax regime is :

- (1) ₹ 38,000
- (2) ₹ 3,640
- (3) ₹ 8,000
- (4) Nil

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493214**

Option 1 ID : **43244912525**

Option 2 ID : **43244912526**

Option 3 ID : **43244912527**

Option 4 ID : **43244912528**

Status : **Answered**

Chosen Option : **1**

Q.104 A, B and C were partners in a firm sharing profits and losses in the ratio of 4 : 3 : 2. A died on September 15, 2025. At that time, the capitals of B and C after all the adjustments were ₹ 3,56,000 and ₹ 2,44,000 respectively. B and C decided to adjust their capitals according to their new profit sharing ratio by opening current accounts. The new capital of B is :

- (1) ₹ 1,33,333
- (2) ₹ 2,00,000
- (3) ₹ 2,40,000
- (4) ₹ 3,60,000

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493144

Option 1 ID : 43244912245

Option 2 ID : 43244912246

Option 3 ID : 43244912247

Option 4 ID : 43244912248

Status : Answered

Chosen Option : 1

Q.105 Match List - I with List - II.

List - I

- A. Greenfield Investment
- B. Foreign Portfolio Investment
- C. Forward Vertical FDI
- D. Brownfield Investment

List - II

- I. Direct Investment overseas aimed to sell the output of a firm's domestic production process
- II. Overseas investment to acquire existing facilities
- III. Overseas investment to create new facilities from the ground up
- IV. Investment in foreign financial instruments such as foreign stock, government bonds etc.

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493142

Option 1 ID : 43244912237

Option 2 ID : 43244912238

Option 3 ID : 43244912239

Option 4 ID : 43244912240

Status : Answered

Chosen Option : 4

- Q.106** Which of the following statements are correct for tax Evasion ?
- A. All methods by which tax liability is illegally avoided is termed as tax evasion
 - B. Tax evasion takes into account loopholes of Law
 - C. Tax evasion is tax godging within framework of Law
 - D. Tax evasion has legal sanction
 - E. Tax evasion is intentional attempt to avoid payment of tax after the liability to tax has arisen
- Choose the **correct** answer from the options given below :
- (1) B and D Only
 - (2) B, C and D Only
 - (3) A, E and C Only
 - (4) A and E Only

- Options**
- 1. 1
 - 2. 2
 - 3. 3
 - 4. 4

Question Type : **MCQ**
Question ID : **4324493220**
Option 1 ID : **43244912549**
Option 2 ID : **43244912550**
Option 3 ID : **43244912551**
Option 4 ID : **43244912552**
Status : **Answered**
Chosen Option : **4**

- Q.107** Arrange the following Acts in ascending order as per their year of enactment :
- A. RTI (Rights to Information Act)
 - B. Competitions Act
 - C. Information Technology Act
 - D. Negotiable Instrument Act
 - E. Indian Contract Act
- Choose the **correct** answer from the options given below :
- (1) E, D, C, B, A
 - (2) A, B, C, D, E
 - (3) A, B, E, D, C
 - (4) E, D, C, A, B

- Options**
- 1. 1
 - 2. 2
 - 3. 3
 - 4. 4

Question Type : **MCQ**
Question ID : **4324493210**
Option 1 ID : **43244912509**
Option 2 ID : **43244912510**
Option 3 ID : **43244912511**
Option 4 ID : **43244912512**
Status : **Answered**
Chosen Option : **1**

Q.108 Select the correct option from the followings.

The Balance of payment (BoP) :

- (1) Includes only exports and imports of goods and services.
- (2) Is always balanced because every credit entry has a corresponding debit entry.
- (3) Excludes unilateral transfers like remittance.
- (4) Shows only the financial account of transactions.

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493136**

Option 1 ID : **43244912213**

Option 2 ID : **43244912214**

Option 3 ID : **43244912215**

Option 4 ID : **43244912216**

Status : **Answered**

Chosen Option : **3**

Q.109 Which of the followings is not valid for ordinal school of consumer preferences ?

- (1) Consumer preferences can be plotted on an indifference curve
- (2) Ranking of Utility is important
- (3) Magnitude of Utility is important
- (4) Utility is not additive

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493158**

Option 1 ID : **43244912301**

Option 2 ID : **43244912302**

Option 3 ID : **43244912303**

Option 4 ID : **43244912304**

Status : **Answered**

Chosen Option : **4**

Q.110 Arrange the following types of motivating needs as identified by Maslow in ascending order :

- A. Physiological Needs
- B. Social Needs
- C. Self-actualization Needs
- D. Safety Needs
- E. Esteem Needs

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493190**

Option 1 ID : **43244912429**

Option 2 ID : **43244912430**

Option 3 ID : **43244912431**

Option 4 ID : **43244912432**

Status : **Answered**

Chosen Option : **2**

Q.111 According to Walter's Model of Dividend, market value of the share of a declining firm (having $r < k_e$) will be maximum at :

- (1) 0% Dividend Payout
- (2) 100% Dividend Payout
- (3) 50% Dividend Payout
- (4) 75% Dividend Payout

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493167**

Option 1 ID : **43244912337**

Option 2 ID : **43244912338**

Option 3 ID : **43244912339**

Option 4 ID : **43244912340**

Status : **Answered**

Chosen Option : **1**

Q.112 Arrange the following in descending order on the basis of number of sellers in the Market.

- A. Duopoly
- B. Oligopoly
- C. Monopolistic Competition
- D. Perfect Competition

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493160**

Option 1 ID : **43244912309**

Option 2 ID : **43244912310**

Option 3 ID : **43244912311**

Option 4 ID : **43244912312**

Status : **Answered**

Chosen Option : 1

Q.113 What will be the value of AR, if elasticity of demand is unit elastic and the value of MR is 5 ?

- (1) 2.5
- (2) 5
- (3) 1
- (4) 10

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493157**

Option 1 ID : **43244912297**

Option 2 ID : **43244912298**

Option 3 ID : **43244912299**

Option 4 ID : **43244912300**

Status : **Answered**

Chosen Option : 1

Q.114 Where a company incurs any expenditure (not being expenditure in the nature of cost of any land or building) on any notified skill development project, then such company can claim as deduction under section 35CCD :

- (1) Only 25% of such expenditure
- (2) Only 50% of such expenditure
- (3) Only 75% of such expenditure
- (4) 100% of such expenditure

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493216**

Option 1 ID : **43244912533**

Option 2 ID : **43244912534**

Option 3 ID : **43244912535**

Option 4 ID : **43244912536**

Status : **Answered**

Chosen Option : **3**

Q.115 Arrange the following steps of Capital Budgeting Process in correct order :

- A. Preliminary Screening Process
- B. Project Generation
- C. Detailed Project Evaluation
- D. Control of Capital Expenditure
- E. Project Selection and its implementation

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493170**

Option 1 ID : **43244912349**

Option 2 ID : **43244912350**

Option 3 ID : **43244912351**

Option 4 ID : **43244912352**

Status : **Answered**

Chosen Option : **2**

Q.116 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : New Issue of Capital is costlier than Retained Earnings.

Reason (R) : The cost of Retained Earnings is the return foregone by the shareholders on the dividend income.

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

- (1) Both **(A)** and **(R)** are correct and **(R)** is the correct explanation of **(A)**
- (2) Both **(A)** and **(R)** are correct but **(R)** is **not** the correct explanation of **(A)**
- (3) **(A)** is correct but **(R)** is not correct
- (4) **(A)** is not correct but **(R)** is correct

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493169**

Option 1 ID : **43244912345**

Option 2 ID : **43244912346**

Option 3 ID : **43244912347**

Option 4 ID : **43244912348**

Status : **Answered**

Chosen Option : 1

Q.117 Which of the followings are the approaches of determining the financing mix for working capital :

- A. Matching Approach
- B. Conservative Approach
- C. Operating Cycle Approach
- D. Aggressive Approach

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493171**

Option 1 ID : **43244912353**

Option 2 ID : **43244912354**

Option 3 ID : **43244912355**

Option 4 ID : **43244912356**

Status : **Answered**

Chosen Option : 3

Q.118 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : Filter questions in questionnaire measure the familiarity of the respondents with the topic of research.

Reason (R) : Questions that try to capture multiple information at once are referred to as leading questions.

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

- (1) Both (A) and (R) are correct and (R) is the correct explanation of (A)
- (2) Both (A) and (R) are correct but (R) is **not** the correct explanation of (A)
- (3) (A) is correct but (R) is not correct
- (4) (A) is not correct but (R) is correct

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493177

Option 1 ID : 43244912377

Option 2 ID : 43244912378

Option 3 ID : 43244912379

Option 4 ID : 43244912380

Status : Answered

Chosen Option : 1

Q.119 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : Minority interest is that part of the net assets of a subsidiary attributable to interest which is held by outsiders.

Reason (R) : Minority interest should be presented in the consolidated balance sheet as a part of equity of the parent's shareholders.

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

- (1) Both (A) and (R) are correct and (R) is the correct explanation of (A)
- (2) Both (A) and (R) are correct but (R) is **not** the correct explanation of (A)
- (3) (A) is correct but (R) is not correct
- (4) (A) is not correct but (R) is correct

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493147

Option 1 ID : 43244912257

Option 2 ID : 43244912258

Option 3 ID : 43244912259

Option 4 ID : 43244912260

Status : Answered

Chosen Option : 1

Q.120 Arrange the followings on the basis of Sections of Indian Contract Act, 1872 in ascending order :

- A. Agreement in restraint of Marriage
- B. Agreement made without consideration
- C. Agreement with unlawful objects or consideration
- D. Agreement in restraint of Trade
- E. Agreement by way of wager

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493209**

Option 1 ID : **43244912505**

Option 2 ID : **43244912506**

Option 3 ID : **43244912507**

Option 4 ID : **43244912508**

Status : **Answered**

Chosen Option : **2**

Q.121

Match List - I with List - II.

List - I

- A. Highest Reach
- B. Most Persuasive
- C. Immediate Effect on Sales
- D. No Cost Involved

List - II

- I. Publicity
- II. Advertising
- III. Personal Selling
- IV. Sales Promotion

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493207

Option 1 ID : 43244912497

Option 2 ID : 43244912498

Option 3 ID : 43244912499

Option 4 ID : 43244912500

Status : Answered

Chosen Option : 4

Q.122

Under which of the following, a firm well publicized changes in price and price changes are generally followed by the rival firms. This kind of price leadership may not necessarily come from the largest firm of the industry.

- (1) Biometric Price Leadership
- (2) Barometric Price Leadership
- (3) Price Leadership by low cost firm
- (4) Price Leadership by dominant firm

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493154

Option 1 ID : 43244912285

Option 2 ID : 43244912286

Option 3 ID : 43244912287

Option 4 ID : 43244912288

Status : Answered

Chosen Option : 4

Q.123 An infinite series of equal cash flow occurring at regular time interval is known as :

- (1) An Annuity
- (2) An Annuity Due
- (3) Perpetuity
- (4) Future Value

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493168**

Option 1 ID : **43244912341**

Option 2 ID : **43244912342**

Option 3 ID : **43244912343**

Option 4 ID : **43244912344**

Status : **Answered**

Chosen Option : **2**

Q.124 Match List - I with List - II.

List - I		List - II
A. Probable Error of Correlation Coefficient	I.	$\frac{\text{Explained Variation}}{\text{Total Variation}}$
B. Standard Error of Correlation Coefficient	II.	$\frac{\text{Unexplained Variation}}{\text{Total Variation}}$
C. Coefficient of Determination	III.	$\frac{1 - r^2}{\sqrt{n}}$
D. Coefficient of Alienation	IV.	$0.6745 \left[\frac{1 - r^2}{\sqrt{n}} \right]$

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493182**

Option 1 ID : **43244912397**

Option 2 ID : **43244912398**

Option 3 ID : **43244912399**

Option 4 ID : **43244912400**

Status : **Answered**

Chosen Option : **4**

Q.125 Which of the following is a measure of relative risk and is calculated by dividing the standard deviation by its expected value ?

- (1) Variance
- (2) Coefficient of Variance
- (3) Co-Variance
- (4) Geometric Mean

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493166**

Option 1 ID : **43244912333**

Option 2 ID : **43244912334**

Option 3 ID : **43244912335**

Option 4 ID : **43244912336**

Status : **Answered**

Chosen Option : **2**

Q.126 Which of the following statements is incorrect for Amalgamation in the nature of merger ?

- (1) All assets and liabilities of the transferor company taken over by the transferee company
- (2) Shareholders of the transferor company need not become equity shareholders of the transferee company
- (3) Payment of purchase consideration is made in cash only for fractional shares, if any.
- (4) The business of Transferor Company is intended to be carried on, after amalgamation, by the transferee company

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493146**

Option 1 ID : **43244912253**

Option 2 ID : **43244912254**

Option 3 ID : **43244912255**

Option 4 ID : **43244912256**

Status : **Answered**

Chosen Option : **1**

Q.127 Match List - I with List - II.

- | List - I | List - II |
|----------|--|
| A. NPV | I. Which equates the aggregate present value of the net cash Inflows with the aggregate present value of cash outflows. |
| B. IRR | II. Dividing the average annual profit after tax by average investment over the life of the project. |
| C. ARR | III. Summation of the present values of cash proceeds in each year minus the summation of the present values of the net cash outflow in each year. |
| D. PI | IV. Dividing the present value of future cash inflow by the present value of cash outflow. |

Choose the **correct** answer from the options given below :

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493164**

Option 1 ID : **43244912325**

Option 2 ID : **43244912326**

Option 3 ID : **43244912327**

Option 4 ID : **43244912328**

Status : **Answered**

Chosen Option : **3**

Q.128 Charge collected from the investors by a Mutual Fund Scheme when it sells its units to investors is called :

- (1) Exit Load
- (2) Entry Load
- (3) Switch
- (4) Sale Price

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493197**

Option 1 ID : **43244912457**

Option 2 ID : **43244912458**

Option 3 ID : **43244912459**

Option 4 ID : **43244912460**

Status : **Answered**

Chosen Option : **3**

Q.129 Which one of the followings is not a method of New Issues ?

- (1) Public Issue through Prospectus
- (2) Right Issue
- (3) Bonus Issue
- (4) Book Building

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493194**

Option 1 ID : **43244912445**

Option 2 ID : **43244912446**

Option 3 ID : **43244912447**

Option 4 ID : **43244912448**

Status : **Answered**

Chosen Option : **4**

Q.130 India's participation in SAARC and ASEAN trade pacts primarily reflects which level of Regional Economic Integration ?

- (1) Customs Union
- (2) Free Trade Area
- (3) Economic Union
- (4) Common Market

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324493137**

Option 1 ID : **43244912217**

Option 2 ID : **43244912218**

Option 3 ID : **43244912219**

Option 4 ID : **43244912220**

Status : **Answered**

Chosen Option : **3**

Q.131 Which one of the followings is not a type of Organisation charts ?

- (1) Vertical Chart
- (2) Circular Chart
- (3) Diagonal Chart
- (4) Horizontal Chart

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493186**

Option 1 ID : **43244912413**

Option 2 ID : **43244912414**

Option 3 ID : **43244912415**

Option 4 ID : **43244912416**

Status : **Answered**

Chosen Option : **2**

Q.132 Arrange the following committees as per their year of formation in ascending order :

- A. Narsimham Committee - I
- B. Padmanabhan Committee
- C. Verma Committee
- D. Saraf Committee
- E. Rashid Jilani Committee

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493200**

Option 1 ID : **43244912469**

Option 2 ID : **43244912470**

Option 3 ID : **43244912471**

Option 4 ID : **43244912472**

Status : **Answered**

Chosen Option : **3**

Q.133

Suppose a production function is given as

$$Q = -L^3 + 5L^2 + 10L$$

Which law of production is revealed by this production function :

- (1) Law of diminishing return
- (2) Law of increasing return
- (3) Law of constant return
- (4) Law of return to scale

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493156

Option 1 ID : 43244912293

Option 2 ID : 43244912294

Option 3 ID : 43244912295

Option 4 ID : 43244912296

Status : Answered

Chosen Option : 2

Q.134

Which one of the followings is not a component of formal (organized) financial system ?

- (1) Financial Markets
- (2) Financial Instruments
- (3) Chit-fund Companies
- (4) Financial Services

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493198

Option 1 ID : 43244912461

Option 2 ID : 43244912462

Option 3 ID : 43244912463

Option 4 ID : 43244912464

Status : Answered

Chosen Option : 3

Q.135 Non-receipt of dividend by Investors is categorised in which type of complaints received by the SEBI ?

- (1) Type I
- (2) Type II
- (3) Type III
- (4) Type IV

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493193**

Option 1 ID : **43244912441**

Option 2 ID : **43244912442**

Option 3 ID : **43244912443**

Option 4 ID : **43244912444**

Status : **Answered**

Chosen Option : 1

Q.136 The right of the insurer to stand in the place of insured after the settlement of a claim and it gives the insurer right to recover from an alternative source, the principle involved in this case is called :

- (1) Principle of Insurable Interest
- (2) Principle of Subrogation
- (3) Principle of Causa Proxima
- (4) Principle of Contribution

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493196**

Option 1 ID : **43244912453**

Option 2 ID : **43244912454**

Option 3 ID : **43244912455**

Option 4 ID : **43244912456**

Status : **Answered**

Chosen Option : 2

Q.137 Match List - I with List - II.

List - I

- A. Occurs when a true null hypothesis is rejected
- B. Occurs when false null hypothesis does not get rejected
- C. Used for data from interval or ratio scales
- D. Used to test hypotheses with nominal and ordinal data

List - II

- I. Type II Error
- II. Type I Error
- III. Nonparametric Tests
- IV. Parametric Tests

Choose the **correct** answer from the options given below :

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

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493181**

Option 1 ID : **43244912393**

Option 2 ID : **43244912394**

Option 3 ID : **43244912395**

Option 4 ID : **43244912396**

Status : **Answered**

Chosen Option : **3**

Q.138 If the first quartile is 48 and quartile deviation is 6, the value of median assuming the distribution to be symmetrical is :

- (1) 50
- (2) 52
- (3) 54
- (4) 56

Options 1. 1

- 2. 2
- 3. 3
- 4. 4

Question Type : **MCQ**

Question ID : **4324493174**

Option 1 ID : **43244912365**

Option 2 ID : **43244912366**

Option 3 ID : **43244912367**

Option 4 ID : **43244912368**

Status : **Answered**

Chosen Option : **3**

Q.139

Which one of the followings is not a type of conflict ?

- (1) Task Conflict
- (2) Relationship Conflict
- (3) Process Conflict
- (4) Product Conflict

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493183

Option 1 ID : 43244912401

Option 2 ID : 43244912402

Option 3 ID : 43244912403

Option 4 ID : 43244912404

Status : Answered

Chosen Option : 4

Q.140

Arm's length price as per section 92 F of the Income Tax Act is the price applied or proposed to be applied when :

- (1) two related persons enter into a transaction in uncontrolled conditions.
- (2) two unrelated persons enter into a transaction in controlled conditions.
- (3) two related persons enter into a transaction in controlled conditions.
- (4) two unrelated persons enter into a transaction in uncontrolled conditions.

Options 1. 1

2. 2
3. 3
4. 4

Question Type : MCQ

Question ID : 4324493217

Option 1 ID : 43244912537

Option 2 ID : 43244912538

Option 3 ID : 43244912539

Option 4 ID : 43244912540

Status : Answered

Chosen Option : 2

Comprehension:

Read the following passage and answer the questions :

An application was sent to registrar of companies to obtain the certificate of incorporation on 30 June 2024. One of the promoters, Raj, made the allotment of shares of the company on 28 June 2024. He also made a contract to buy a certain machinery from Pooja by representing himself as an agent of the company on 20 June 2024.

Raj also signed the Memorandum of Association (MOA) of the company on behalf of all seven members to obtain the certificate of incorporation.

In spite of all these, the certificate of incorporation was issued in respect of ABC company but wrongly dated as 25 June 2024.

After sometimes, it is also found that two of the members out of seven members named in MOA were minors.

He also entered into a contract after the incorporation of company to buy a building from Prakash for Rs. 1,00,00,000 but before obtaining the certificate of commencement of business.

SubQuestion No : 141

Q.141

The certificate of incorporation of ABC is :

- (1) Void as it is obtained by forged document
- (2) Void as it is obtained by including minor promoters
- (3) Valid, even if irregular, cannot be cancelled
- (4) Valid, but from 30th June 2024 and not from 25th June

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493227**

Option 1 ID : **43244912573**

Option 2 ID : **43244912574**

Option 3 ID : **43244912575**

Option 4 ID : **43244912576**

Status : **Answered**

Chosen Option : 1

Comprehension:

Read the following passage and answer the questions :

An application was sent to registrar of companies to obtain the certificate of incorporation on 30 June 2024. One of the promoters, Raj, made the allotment of shares of the company on 28 June 2024. He also made a contract to buy a certain machinery from Pooja by representing himself as an agent of the company on 20 June 2024.

Raj also signed the Memorandum of Association (MOA) of the company on behalf of all seven members to obtain the certificate of incorporation.

In spite of all these, the certificate of incorporation was issued in respect of ABC company but wrongly dated as 25 June 2024.

After sometimes, it is also found that two of the members out of seven members named in MOA were minors.

He also entered into a contract after the incorporation of company to buy a building from Prakash for Rs. 1,00,00,000 but before obtaining the certificate of commencement of business.

SubQuestion No : 142

Q.142 The allotment of shares was challenged as it was done before sending the application to the Registrar of Companies. Choose the correct answer :

- (1) The allotment of shares is void as the certificate of incorporation is not valid
- (2) The allotment of shares is valid as it is made after obtaining the certificate of incorporation
- (3) The allotment of shares is void as application to obtain certificate was sent on 30th June
- (4) The allotment of shares is void as the certificate was obtained by forged document

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493224**

Option 1 ID : **43244912561**

Option 2 ID : **43244912562**

Option 3 ID : **43244912563**

Option 4 ID : **43244912564**

Status : **Answered**

Chosen Option : **2**

Comprehension:

Read the following passage and answer the questions :

An application was sent to registrar of companies to obtain the certificate of incorporation on 30 June 2024. One of the promoters, Raj, made the allotment of shares of the company on 28 June 2024. He also made a contract to buy a certain machinery from Pooja by representing himself as an agent of the company on 20 June 2024.

Raj also signed the Memorandum of Association (MOA) of the company on behalf of all seven members to obtain the certificate of incorporation.

In spite of all these, the certificate of incorporation was issued in respect of ABC company but wrongly dated as 25 June 2024.

After sometimes, it is also found that two of the members out of seven members named in MOA were minors.

He also entered into a contract after the incorporation of company to buy a building from Prakash for Rs. 1,00,00,000 but before obtaining the certificate of commencement of business.

SubQuestion No : 143

Q.143 The contract to buy a building from Prakash for ₹ 1,00,00,000 will be called :

- (1) Pre-incorporation Contract
- (2) Provisional Contract
- (3) Preliminary Contract
- (4) Void Contract

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493226**

Option 1 ID : **43244912569**

Option 2 ID : **43244912570**

Option 3 ID : **43244912571**

Option 4 ID : **43244912572**

Status : **Answered**

Chosen Option : 1

Comprehension:

Read the following passage and answer the questions :

An application was sent to registrar of companies to obtain the certificate of incorporation on 30 June 2024. One of the promoters, Raj, made the allotment of shares of the company on 28 June 2024. He also made a contract to buy a certain machinery from Pooja by representing himself as an agent of the company on 20 June 2024.

Raj also signed the Memorandum of Association (MOA) of the company on behalf of all seven members to obtain the certificate of incorporation.

In spite of all these, the certificate of incorporation was issued in respect of ABC company but wrongly dated as 25 June 2024.

After sometimes, it is also found that two of the members out of seven members named in MOA were minors.

He also entered into a contract after the incorporation of company to buy a building from Prakash for Rs. 1,00,00,000 but before obtaining the certificate of commencement of business.

SubQuestion No : 144

Q.144 The contract made with Pooja on 20 June 2024 will be called :

- (1) Pre-incorporation Contract
- (2) Provisional Contract
- (3) Preliminary Contract
- (4) Standard Contract

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493225**

Option 1 ID : **43244912565**

Option 2 ID : **43244912566**

Option 3 ID : **43244912567**

Option 4 ID : **43244912568**

Status : **Answered**

Chosen Option : **3**

Comprehension:

Read the following passage and answer the questions :

An application was sent to registrar of companies to obtain the certificate of incorporation on 30 June 2024. One of the promoters, Raj, made the allotment of shares of the company on 28 June 2024. He also made a contract to buy a certain machinery from Pooja by representing himself as an agent of the company on 20 June 2024.

Raj also signed the Memorandum of Association (MOA) of the company on behalf of all seven members to obtain the certificate of incorporation.

In spite of all these, the certificate of incorporation was issued in respect of ABC company but wrongly dated as 25 June 2024.

After sometimes, it is also found that two of the members out of seven members named in MOA were minors.

He also entered into a contract after the incorporation of company to buy a building from Prakash for Rs. 1,00,00,000 but before obtaining the certificate of commencement of business.

SubQuestion No : 145

Q.145 Which of the followings is correct ?

- (1) Pooja can claim payment of machinery from the company as Raj acted on behalf of the company.
- (2) Pooja can claim the payment from Raj, who will be personally liable as she is considering that it is a provisional contract.
- (3) Raj will be personally liable as for all pre-incorporation contracts, promoters are personally liable
- (4) Raj will not be liable as the machinery was used by the company not by Raj for his personal benefits.

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493228**

Option 1 ID : **43244912577**

Option 2 ID : **43244912578**

Option 3 ID : **43244912579**

Option 4 ID : **43244912580**

Status : **Answered**

Chosen Option : **3**

Comprehension:

Read the following passage and answer the questions :

Ecofresh Pvt. Ltd, a startup in India, produces eco-friendly home cleaning products such as liquid detergents, floor cleaners and dishwashing liquids. The company follows a green marketing approach and highlights its products as biodegradable, safe and affordable.

To reach its customers, Ecofresh sells through online Platforms, retail stores and direct sales agents. The firm has designed its marketing mix carefully. Pricing is slightly above competitors due to its ecofriendly positioning but promotions include digital campaigns, social media advertising and discounts on bulk purchases.

Recently Ecofresh launched a new product; a herbal air freshener. During its product life cycle's introduction stage, the firm invested heavily in promotion and awareness building activities. The company also engages in customer relationship management by offering loyalty points and personalised recommendation to repeat buyers.

SubQuestion No : 146

Q.146 Ecofresh use of digital campaigns, social media and discounts reflects decisions related to :

- (1) Distribution Mix
- (2) Promotion Mix
- (3) Product Mix
- (4) Pricing Policy

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493233**

Option 1 ID : **43244912593**

Option 2 ID : **43244912594**

Option 3 ID : **43244912595**

Option 4 ID : **43244912596**

Status : **Answered**

Chosen Option : **2**

Comprehension:

Read the following passage and answer the questions :

Ecofresh Pvt. Ltd, a startup in India, produces eco-friendly home cleaning products such as liquid detergents, floor cleaners and dishwashing liquids. The company follows a green marketing approach and highlights its products as biodegradable, safe and affordable.

To reach its customers, Ecofresh sells through online Platforms, retail stores and direct sales agents. The firm has designed its marketing mix carefully. Pricing is slightly above competitors due to its ecofriendly positioning but promotions include digital campaigns, social media advertising and discounts on bulk purchases.

Recently Ecofresh launched a new product; a herbal air freshener. During its product life cycle's introduction stage, the firm invested heavily in promotion and awareness building activities. The company also engages in customer relationship management by offering loyalty points and personalised recommendation to repeat buyers.

SubQuestion No : 147

Q.147

The use of loyalty points is an example of :

- (1) Advertising
- (2) Sales Promotion
- (3) Personal Selling
- (4) Sponsorship

Options 1. 1

2. 2

3. 3

4. 4

Question Type : MCQ

Question ID : 4324493234

Option 1 ID : 43244912597

Option 2 ID : 43244912598

Option 3 ID : 43244912599

Option 4 ID : 43244912600

Status : Answered

Chosen Option : 3

Comprehension:

Read the following passage and answer the questions :

Ecofresh Pvt. Ltd, a startup in India, produces eco-friendly home cleaning products such as liquid detergents, floor cleaners and dishwashing liquids. The company follows a green marketing approach and highlights its products as biodegradable, safe and affordable.

To reach its customers, Ecofresh sells through online Platforms, retail stores and direct sales agents. The firm has designed its marketing mix carefully. Pricing is slightly above competitors due to its ecofriendly positioning but promotions include digital campaigns, social media advertising and discounts on bulk purchases.

Recently Ecofresh launched a new product; a herbal air freshener. During its product life cycle's introduction stage, the firm invested heavily in promotion and awareness building activities. The company also engages in customer relationship management by offering loyalty points and personalised recommendation to repeat buyers.

SubQuestion No : 148

Q.148 By selling through online platforms, retail stores and direct sales agents, Ecofresh is focusing on :

- (1) Pricing Strategies
- (2) Promotional Mix
- (3) Service Marketing
- (4) Multi Channel distribution

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493231**

Option 1 ID : **43244912585**

Option 2 ID : **43244912586**

Option 3 ID : **43244912587**

Option 4 ID : **43244912588**

Status : **Answered**

Chosen Option : **2**

Comprehension:

Read the following passage and answer the questions :

Ecofresh Pvt. Ltd, a startup in India, produces eco-friendly home cleaning products such as liquid detergents, floor cleaners and dishwashing liquids. The company follows a green marketing approach and highlights its products as biodegradable, safe and affordable.

To reach its customers, Ecofresh sells through online Platforms, retail stores and direct sales agents. The firm has designed its marketing mix carefully. Pricing is slightly above competitors due to its ecofriendly positioning but promotions include digital campaigns, social media advertising and discounts on bulk purchases.

Recently Ecofresh launched a new product; a herbal air freshener. During its product life cycle's introduction stage, the firm invested heavily in promotion and awareness building activities. The company also engages in customer relationship management by offering loyalty points and personalised recommendation to repeat buyers.

SubQuestion No : 149

Q.149 Ecofresh's emphasis on biodegradable safe product reflects which marketing approach ?

- (1) Production approach
- (2) Selling approach
- (3) Societal marketing approach
- (4) Product approach

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493230**

Option 1 ID : **43244912581**

Option 2 ID : **43244912582**

Option 3 ID : **43244912583**

Option 4 ID : **43244912584**

Status : **Answered**

Chosen Option : **3**

Comprehension:

Read the following passage and answer the questions :

Ecofresh Pvt. Ltd, a startup in India, produces eco-friendly home cleaning products such as liquid detergents, floor cleaners and dishwashing liquids. The company follows a green marketing approach and highlights its products as biodegradable, safe and affordable.

To reach its customers, Ecofresh sells through online Platforms, retail stores and direct sales agents. The firm has designed its marketing mix carefully. Pricing is slightly above competitors due to its ecofriendly positioning but promotions include digital campaigns, social media advertising and discounts on bulk purchases.

Recently Ecofresh launched a new product; a herbal air freshener. During its product life cycle's introduction stage, the firm invested heavily in promotion and awareness building activities. The company also engages in customer relationship management by offering loyalty points and personalised recommendation to repeat buyers.

SubQuestion No : 150

Q.150 The launch of herbal air freshener during its introduction stage of the product life cycle primarily requires heavy investment in promotion and awareness building activity. It will lead to (in short run) :

- (1) High Profit
- (2) Low/Negative Profit
- (3) High Revenue, low cost
- (4) High Revenue, High cost

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324493232**

Option 1 ID : **43244912589**

Option 2 ID : **43244912590**

Option 3 ID : **43244912591**

Option 4 ID : **43244912592**

Status : **Answered**

Chosen Option : **4**