

Q.51 Which of the following are Non Random Sampling ?

- A. Cluster Sampling
- B. Systematic Sampling
- C. Quota Sampling
- D. Purposive Sampling
- E. Multi-Stage Sampling

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

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

Options 1. 1

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

Question Type : **MCQ**
Question ID : **4324495669**
Option 1 ID : **43244922089**
Option 2 ID : **43244922090**
Option 3 ID : **43244922091**
Option 4 ID : **43244922092**
Status : **Answered**
Chosen Option : **2**

Q.52 Which of the following strategy is generally adopted by a market challenger firm ?

- (1) Follow at a distance
- (2) Indirect attack
- (3) Multiple Niching
- (4) Protect Market Share

Options 1. 1

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

Question Type : **MCQ**
Question ID : **4324495623**
Option 1 ID : **43244921905**
Option 2 ID : **43244921906**
Option 3 ID : **43244921907**
Option 4 ID : **43244921908**
Status : **Answered**
Chosen Option : **3**

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

Assertion (A) : Liberal credit policies increase the probability of defaults and the associated bad debt losses.

Reason (R) : Relaxing credit standards will generally increase sales but may reduce the quality of receivables.

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 : **4324495641**

Option 1 ID : **43244921977**

Option 2 ID : **43244921978**

Option 3 ID : **43244921979**

Option 4 ID : **43244921980**

Status : **Answered**

Chosen Option : 1

Q.54 Identify the **correct** sequence of entrepreneurial process :

- A. Establish vision
- B. Identify an opportunity
- C. Gather resources
- D. Persuade others
- E. Create New venture/product/market

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495660**

Option 1 ID : **43244922053**

Option 2 ID : **43244922054**

Option 3 ID : **43244922055**

Option 4 ID : **43244922056**

Status : **Answered**

Chosen Option : 4

- Q.55** Based on the Data Mining Process used in Business Analytics arrange the following in sequence :
- A. Pre-Processing the data selecting attributes of interest and checking the outliers
 - B. Assess the degree to which the selected model make company understood variability /similarity in behaviour and generate segments
 - C. Understanding "What are the common characteristics of the customers, that the company has lost to its competitors"
 - D. Identify the spending behaviour of shoppers understanding the most relevant variables and use of descriptive statistics.
 - E. Modeling technique are selected and applied on dataset.

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

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

Options 1. 1

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

Question Type : **MCQ**
Question ID : **4324495659**
Option 1 ID : **43244922049**
Option 2 ID : **43244922050**
Option 3 ID : **43244922051**
Option 4 ID : **43244922052**
Status : **Answered**
Chosen Option : **4**

- Q.56** The kinked demand curve theory of oligopoly suggests that :

- (1) Firms can freely raise prices without losing demand
- (2) Price cuts are matched by rivals, but price increases are not
- (3) Price increases are matched, but price cuts are not
- (4) Demand is perfectly elastic at prevailing price

Options 1. 1

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

Question Type : **MCQ**
Question ID : **4324495599**
Option 1 ID : **43244921809**
Option 2 ID : **43244921810**
Option 3 ID : **43244921811**
Option 4 ID : **43244921812**
Status : **Answered**
Chosen Option : **4**

Q.57 Which of the following is **not** the type of Data Warehouse ?

- (1) Data Marts (DMs)
- (2) Operational Data Stores (ODS)
- (3) Enterprise Data Warehouses (EDW)
- (4) Data Integration Houses (DIH)

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495630**

Option 1 ID : **43244921933**

Option 2 ID : **43244921934**

Option 3 ID : **43244921935**

Option 4 ID : **43244921936**

Status : **Answered**

Chosen Option : **4**

Q.58 The process by which people's emotions are caused by the emotions of others is called ?

- (1) Emotion Regulation
- (2) Emotion Contagion
- (3) Emotional Dissonance
- (4) Emotional Labour

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495601**

Option 1 ID : **43244921817**

Option 2 ID : **43244921818**

Option 3 ID : **43244921819**

Option 4 ID : **43244921820**

Status : **Answered**

Chosen Option : **4**

Q.59 As per Accounting Standard - 22, Deferred Tax Liability arises when :

- (1) Accounting income is less than taxable income
- (2) Accounting income is more than taxable income
- (3) Accounting income is equal to taxable income
- (4) There is an accounting loss but a taxable income

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495609**

Option 1 ID : **43244921849**

Option 2 ID : **43244921850**

Option 3 ID : **43244921851**

Option 4 ID : **43244921852**

Status : **Answered**

Chosen Option : **2**

Q.60

Entries into the cells of a contingency table should be :

- (1) Frequencies
- (2) Mean Values
- (3) Percentages
- (4) Degrees of Freedom

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**Question ID : **4324495627**Option 1 ID : **43244921921**Option 2 ID : **43244921922**Option 3 ID : **43244921923**Option 4 ID : **43244921924**Status : **Answered**Chosen Option : **1**

Q.61

String of activities that moves a firm's product from the raw material stage through manufacturing, distribution and ultimately to the end user is called :

- (1) Product Life Cycle
- (2) Value Chain
- (3) New Product Development
- (4) Product - Value Continuum

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**Question ID : **4324495634**Option 1 ID : **43244921949**Option 2 ID : **43244921950**Option 3 ID : **43244921951**Option 4 ID : **43244921952**Status : **Answered**Chosen Option : **1**

Q.62 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : Generally, the customers consider the sales force as the representative of the company.

Reason (R) : Often, the company's sale force works directly with the customers.

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 : **4324495643**

Option 1 ID : **43244921985**

Option 2 ID : **43244921986**

Option 3 ID : **43244921987**

Option 4 ID : **43244921988**

Status : **Answered**

Chosen Option : **2**

Q.63 HR managers usually employ a systematic process when undertaking Human Resource Planning. Arrange the process in correct sequence :

- A. The Formulation of staffing strategies to meet organisational needs.
- B. Labour supply analysis (including both internal and external sources).
- C. Labour demand forecasting.
- D. Environmental scanning.
- E. Balancing supply and demand consideration

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495649**

Option 1 ID : **43244922009**

Option 2 ID : **43244922010**

Option 3 ID : **43244922011**

Option 4 ID : **43244922012**

Status : **Answered**

Chosen Option : **2**

Q.64 In Production & Operations Management, the abbreviation CNC (its a machine) stands for :

- (1) Computer Number Centered
- (2) Computer Numerically Controlled
- (3) Customer Number Center
- (4) Case Numerically Controlled

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495626**

Option 1 ID : **43244921917**

Option 2 ID : **43244921918**

Option 3 ID : **43244921919**

Option 4 ID : **43244921920**

Status : **Answered**

Chosen Option : **2**

Q.65 Match List - I with List - II.

List - I	List - II
Term	Description
A. Price Earnings to Growth Ratio (PEG)	I. $\text{Net margin} \times \text{Assets turnover} \times \text{Financial Leverage}$
B. Altman's Z score	II. A tool for predicting corporate bankruptcy using ratio analysis
C. Return on Equity - DuPont analysis	III. A ratio which is used as an indication of fair pricing of a stock
D. Market capitalization	IV. $\text{No. of shares} \times \text{current market price}$

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

- (1) A-III, B-II, C-I, D-IV
- (2) A-II, B-III, C-I, D-IV
- (3) A-I, B-III, C-II, 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 : **4324495677**

Option 1 ID : **43244922121**

Option 2 ID : **43244922122**

Option 3 ID : **43244922123**

Option 4 ID : **43244922124**

Status : **Answered**

Chosen Option : **4**

Q.66 Match List - I with List - II.

List - I Concept	List - II Description
A. Marketing Concept	I. Qualitative, performing and innovative products
B. Selling Concept	II. Large-scale sales and promotion effort
C. Production Concept	III. Customer focus and values
D. Product Concept	IV. Available and affordable products

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495682**

Option 1 ID : **43244922141**

Option 2 ID : **43244922142**

Option 3 ID : **43244922143**

Option 4 ID : **43244922144**

Status : **Answered**

Chosen Option : **4**

Q.67 Identify the **correct** sequence of stages in the sales process :

- A. Initial contact
- B. Gather the sales Lead
- C. Meeting objections and concerns
- D. Qualifying the Lead
- E. Sales presentation

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495661**

Option 1 ID : **43244922057**

Option 2 ID : **43244922058**

Option 3 ID : **43244922059**

Option 4 ID : **43244922060**

Status : **Answered**

Chosen Option : **1**

Q.68 Which of the following is **not** an example of systematic risk ?

- (1) Strike by factory workers
- (2) Interest rate risk
- (3) Purchasing power risk
- (4) Economic recession

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495612**

Option 1 ID : **43244921861**

Option 2 ID : **43244921862**

Option 3 ID : **43244921863**

Option 4 ID : **43244921864**

Status : **Answered**

Chosen Option : **4**

Q.69 A transaction that takes place when a large firms that has a small equity stake in a small firm decided to acquire a 100% interest in the firm is called :

- (1) Spin out
- (2) Spin in
- (3) Link Joint Venture
- (4) Scale Joint Venture

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495633**

Option 1 ID : **43244921945**

Option 2 ID : **43244921946**

Option 3 ID : **43244921947**

Option 4 ID : **43244921948**

Status : **Answered**

Chosen Option : **2**

Q.70 Match List - I with List - II.

List - I Strategy	List - II Description
A. Protective Put	I. Combining two or more call options (or two or more put options) on the same stock with differing exercise prices or times to maturity.
B. Spread	II. Writing a call position on an asset along with buying the asset.
C. Covered call	III. Buying an asset along with a put on it.
D. Long straddle	IV. Buying a call as well as put on a stock at the same exercise price.

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495679**

Option 1 ID : **43244922129**

Option 2 ID : **43244922130**

Option 3 ID : **43244922131**

Option 4 ID : **43244922132**

Status : **Answered**

Chosen Option : 1

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

List - I (Leverage)	List - II (Interpretation)
A. Operating Leverage	I. Sensitivity of EPS to EBIT changes
B. Financial Leverage	II. Sensitivity of EBIT to sales changes
C. Combined Leverage	III. Sensitivity of EPS to Sales changes
D. Degree of Leverage	IV. Ratio-based quantitative measure

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495678**

Option 1 ID : **43244922125**

Option 2 ID : **43244922126**

Option 3 ID : **43244922127**

Option 4 ID : **43244922128**

Status : **Answered**

Chosen Option : 3

Q.72 Arrange the following step of pricing process in a logical order :

- A. Analyse competitors' price
- B. Estimate demand and revenue
- C. Select pricing method
- D. Assess pricing objectives
- E. Determine Cost

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**
 Question ID : **4324495653**
 Option 1 ID : **43244922025**
 Option 2 ID : **43244922026**
 Option 3 ID : **43244922027**
 Option 4 ID : **43244922028**
 Status : **Answered**
 Chosen Option : **2**

Q.73 Match **List - I** with **List - II**.

List - I

Industry Structure

- A. Declining Industry
- B. Emerging Industry
- C. Mature Industry
- D. Fragmented Industry

List - II

Opportunities

- I. Product Refinement
- II. First mover advantage
- III. Harvest
- IV. Consolidation

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

- (1) A-II, B-III, C-I, D-IV
- (2) A-III, B-II, C-I, D-IV
- (3) A-I, B-II, C-III, 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 : **4324495680**
 Option 1 ID : **43244922133**
 Option 2 ID : **43244922134**
 Option 3 ID : **43244922135**
 Option 4 ID : **43244922136**
 Status : **Answered**
 Chosen Option : **2**

Q.74 The tendency to draw a negative general impression about an individual based on a single characteristic refers to which of the following ?

- (1) Selective perception
- (2) Halo effect
- (3) Horns effect
- (4) Stereotyping

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **4324495604**
Option 1 ID : **43244921829**
Option 2 ID : **43244921830**
Option 3 ID : **43244921831**
Option 4 ID : **43244921832**
Status : **Answered**
Chosen Option : **1**

Q.75 Identify Emotion Regulation techniques from among the following :

- A. Emotional Suppression
- B. Cognitive reappraisal
- C. Social sharing
- D. Emotional Intelligence
- E. Emotional Labour

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **4324495663**
Option 1 ID : **43244922065**
Option 2 ID : **43244922066**
Option 3 ID : **43244922067**
Option 4 ID : **43244922068**
Status : **Answered**
Chosen Option : **3**

Q.76 The "Vs" that define the Big Data are :

- A. Volume
- B. Variety
- C. Velocity
- D. Validity
- E. Veracity

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

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

Options 1. 1

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

Question Type : **MCQ**
Question ID : **4324495670**
Option 1 ID : **43244922093**
Option 2 ID : **43244922094**
Option 3 ID : **43244922095**
Option 4 ID : **43244922096**
Status : **Answered**
Chosen Option : **3**

Q.77 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : Reality shock occurs when a new employee's high expectations and enthusiasm confront the reality of a boring, unchallenging job.

Reason (R) : Providing realistic job interview, challenging first job, and experienced mentors can help preventing reality shock.

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 : **4324495639**
Option 1 ID : **43244921969**
Option 2 ID : **43244921970**
Option 3 ID : **43244921971**
Option 4 ID : **43244921972**
Status : **Answered**
Chosen Option : **1**

Q.78 Match List - I with List - II.

List - I	List - II
Organizations	Management tools and Techniques
A. World Bank	I. Trade Policy Review Mechanism (TPRM)
B. WTO	II. International Commodity Agreements (ICAs)
C. CFC	III. Global System of Trade Preferences (GSTP)
D. UNCTAD	IV. The Logistics Performance Index (LPI)

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

- (1) A-II, B-I, C-IV, D-III
- (2) A-III, B-IV, C-I, D-II
- (3) A-IV, B-III, C-II, 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 : **4324495684**

Option 1 ID : **43244922149**

Option 2 ID : **43244922150**

Option 3 ID : **43244922151**

Option 4 ID : **43244922152**

Status : **Answered**

Chosen Option : **2**

Q.79 Which of the following techniques of enhancing strategic thinking is most similar to Devil's Advocacy ?

- (1) Brains storming
- (2) Dialectical inquiry
- (3) Nominal group technique
- (4) Delphi method

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495618**

Option 1 ID : **43244921885**

Option 2 ID : **43244921886**

Option 3 ID : **43244921887**

Option 4 ID : **43244921888**

Status : **Answered**

Chosen Option : **1**

Q.80 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : In monopolistic competition, firms face a downward-sloping demand curve that is more elastic than under monopoly.

Reason (R) : In monopolistic competition, close substitutes of the product are available in the market.

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 : **4324495637**

Option 1 ID : **43244921961**

Option 2 ID : **43244921962**

Option 3 ID : **43244921963**

Option 4 ID : **43244921964**

Status : **Answered**

Chosen Option : 1

Q.81 Five jobs are to be scheduled in two machines in a manufacturing shop. All the five jobs undergo processing in both machines as per table.

Processing Time			
		Machine 1	Machine 2
A.	Job 1	4	7
B.	Job 2	6	3
C.	Job 3	2	3
D.	Job 4	7	7
E.	Job 5	8	6

Identify the best sequence using Johnson's rule.

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495657**

Option 1 ID : **43244922041**

Option 2 ID : **43244922042**

Option 3 ID : **43244922043**

Option 4 ID : **43244922044**

Status : **Answered**

Chosen Option : 4

Q.82 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : It is possible for almost everyone to become a leader if circumstances allow him/her to perform functions dictated by the situation.

Reason (R) : The qualities, characteristics and skill required in a leader are determined to a large extent by the demands of the situation in which he/she is to function as a leader.

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 : **4324495638**

Option 1 ID : **43244921965**

Option 2 ID : **43244921966**

Option 3 ID : **43244921967**

Option 4 ID : **43244921968**

Status : **Answered**

Chosen Option : **1**

Q.83 The sampling procedure in which committees are formed by choosing people from various departments in an organization to help making decisions on product development, budget allocations and marketing strategies is known as :

- (1) Stratified Sampling
- (2) Multistage Sampling
- (3) Systematic Sampling
- (4) Cluster Sampling

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495628**

Option 1 ID : **43244921925**

Option 2 ID : **43244921926**

Option 3 ID : **43244921927**

Option 4 ID : **43244921928**

Status : **Answered**

Chosen Option : **4**

Q.84

Identify the steps involved in the creative process :

- A. Preparation
- B. Opportunity Recognition
- C. Incubation
- D. Insight
- E. Feasibility analysis

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

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

Options 1. 1

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

Question Type : **MCQ**Question ID : **4324495671**Option 1 ID : **43244922097**Option 2 ID : **43244922098**Option 3 ID : **43244922099**Option 4 ID : **43244922100**Status : **Answered**Chosen Option : **4**

Q.85

Match List - I with List - II.

List - I (Term)	List - II (Description)
A. Law of Diminishing Marginal Utility	I. On each successive unit consumed, the utility derived goes on falling
B. Consumer Surplus	II. The rate at which consumer is ready to compromise goods X for another goods Y, holding the level of satisfaction constant
C. Marginal Rate of Substitution	III. Difference between what a consumer is ready to pay for a commodity and what he actually pays for it
D. Budget Line	IV. All those combinations of two goods which consumer can buy spending his given money income and their given prices.

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

- (1) A-II, B-III, C-I, D-IV
- (2) A-III, B-II, C-I, D-IV
- (3) A-I, B-III, C-II, 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 : **4324495673**Option 1 ID : **43244922105**Option 2 ID : **43244922106**Option 3 ID : **43244922107**Option 4 ID : **43244922108**Status : **Answered**Chosen Option : **1**

- Q.86** Which of the following best describes an American call option ?
- (1) It gives the holder the right to sell the underlying asset at a specified price within a specified period.
 - (2) It assists the holder to purchase the underlying asset at the market price on expiry only.
 - (3) It gives the holder the right to buy the underlying asset at a specified price within a specified period.
 - (4) It is a contract that guarantees a fixed return irrespective of market movements.

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

Question Type : **MCQ**
Question ID : **4324495613**
Option 1 ID : **43244921865**
Option 2 ID : **43244921866**
Option 3 ID : **43244921867**
Option 4 ID : **43244921868**
Status : **Answered**
Chosen Option : **3**

- Q.87** The difference between the standard quantity of a material specified for actual production and the actual quantity of material used at standard price is known as :
- (1) Material Cost Variance
 - (2) Material Usage Variance
 - (3) Material Price Variance
 - (4) Material Yield Variance

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

Question Type : **MCQ**
Question ID : **4324495611**
Option 1 ID : **43244921857**
Option 2 ID : **43244921858**
Option 3 ID : **43244921859**
Option 4 ID : **43244921860**
Status : **Answered**
Chosen Option : **4**

Q.88 Which of the following are the assumptions of Modigliani and Miller's Dividend Irrelavance Theory ?

- A. Perfect Capital Market
- B. No taxes
- C. No transaction Cost and no time lag
- D. Fixed Investment Policy
- E. Investors behave irrationally

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

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

Options 1. 1

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

Question Type : **MCQ**

Question ID : **4324495666**

Option 1 ID : **43244922077**

Option 2 ID : **43244922078**

Option 3 ID : **43244922079**

Option 4 ID : **43244922080**

Status : **Answered**

Chosen Option : **3**

Q.89 Which of the following perceive pluralistic approach to Industrial Relation :

- A. Work place conflict is seen as a temporary aberration, resulting from poor management, from employees who don't mix with organisation's culture.
- B. Trade Unions as legitimate representatives of employees interest.
- C. Stability in industrial relations as the product of concession and compromises between management and union.
- D. Organisations as coalitions of competing interest, where the management role is to mediate amongst the different interest groups.
- E. Conflict arises not just because of competing interests within the organisation but because of division within the society between those who own resources and those who have only labour to offer.

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

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

Options 1. 1

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

Question Type : **MCQ**

Question ID : **4324495664**

Option 1 ID : **43244922069**

Option 2 ID : **43244922070**

Option 3 ID : **43244922071**

Option 4 ID : **43244922072**

Status : **Answered**

Chosen Option : **2**

Q.90 An entrepreneur whose aim is to maximise the economic returns at a level consistent with the survival of the firm, with or without the element of growth is called :

- (1) Fabian entrepreneur
- (2) First generation entrepreneur
- (3) Modern entrepreneur
- (4) Classical entrepreneur

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **4324495636**
Option 1 ID : **43244921957**
Option 2 ID : **43244921958**
Option 3 ID : **43244921959**
Option 4 ID : **43244921960**
Status : **Answered**
Chosen Option : **3**

Q.91 Generally, a supermarket is classified by which of the following category ?

- (1) Relative prices
- (2) Ownership
- (3) Product line sold
- (4) Service provided

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **4324495621**
Option 1 ID : **43244921897**
Option 2 ID : **43244921898**
Option 3 ID : **43244921899**
Option 4 ID : **43244921900**
Status : **Answered**
Chosen Option : **4**

Q.92 Which of the following statements is **not** correct ?

- (1) Unsystematic risk can be eliminated through diversification.
- (2) Systematic risk can be eliminated through diversification.
- (3) The Capital Market Line is an efficient set of risk free and risky securities, and it shows the risk return trade-off in the market equilibrium.
- (4) In CAPM model, the market risk of a security is measured in terms of its sensitivity to the market movements which is referred as securities β .

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **4324495615**
Option 1 ID : **43244921873**
Option 2 ID : **43244921874**
Option 3 ID : **43244921875**
Option 4 ID : **43244921876**
Status : **Answered**
Chosen Option : **2**

Q.93

In case of cost-push inflation :

- (1) Demand curve shifts to the right
- (2) Demand curve shifts to the left
- (3) Supply curve shifts to the left
- (4) Supply curve shifts to the right

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**Question ID : **4324495597**Option 1 ID : **43244921801**Option 2 ID : **43244921802**Option 3 ID : **43244921803**Option 4 ID : **43244921804**Status : **Answered**Chosen Option : **3**

Q.94

Arrange the logical steps under the Net Income (IN) approach of capital structure :

- A. Increase in financial leverage reduces the overall cost of capital.
- B. Reduced overall cost of capital increases the value of the firm.
- C. Assumes cost of equity and cost of debt remain constant.
- D. Concludes that value of firm can be maximized by using as much debt as possible.

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**Question ID : **4324495651**Option 1 ID : **43244922017**Option 2 ID : **43244922018**Option 3 ID : **43244922019**Option 4 ID : **43244922020**Status : **Answered**Chosen Option : **1**

Q.95 Put the given steps in sequence to solve the Transportation Model problem in Operations Research :

- A. Test for Optimality
- B. Perform Optimality Test
- C. Make a Transportation Table
- D. Find the basic feasible solution
- E. Iterate towards an optimal solution

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

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

Options 1. 1

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

Question Type : **MCQ**

Question ID : **4324495658**

Option 1 ID : **43244922045**

Option 2 ID : **43244922046**

Option 3 ID : **43244922047**

Option 4 ID : **43244922048**

Status : **Answered**

Chosen Option : **3**

Q.96 In the VRIO framework, the V stands for which one of the following questions ?

- (1) Is a resource currently controlled by only a small number of competing firms ?
- (2) Do firms without a resource face a cost disadvantage in obtaining or developing it ?
- (3) Are a firm's other policies organised to support the exploitation of its resources ?
- (4) Does a resource enable a firm to exploit an environmental opportunity and/or neutralize an environment threat ?

Options 1. 1

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

Question Type : **MCQ**

Question ID : **4324495619**

Option 1 ID : **43244921889**

Option 2 ID : **43244921890**

Option 3 ID : **43244921891**

Option 4 ID : **43244921892**

Status : **Answered**

Chosen Option : **4**

Q.97 Fixed manufacturing overhead costs are recognised as :

- (1) Period costs under absorption costing
- (2) Product costs under variable costing
- (3) Part of ending inventory costs under both absorption and variable costing
- (4) Product costs under absorption costing

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495610**

Option 1 ID : **43244921853**

Option 2 ID : **43244921854**

Option 3 ID : **43244921855**

Option 4 ID : **43244921856**

Status : **Answered**

Chosen Option : **2**

Q.98 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : Most fast growth entrepreneurial ventures organise as corporations or limited liability companies rather than as sole proprietorship or partnership.

Reason (R) : Business losses of corporations can be deducted against the shareholder's other sources of 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 : **4324495646**

Option 1 ID : **43244921997**

Option 2 ID : **43244921998**

Option 3 ID : **43244921999**

Option 4 ID : **43244922000**

Status : **Answered**

Chosen Option : **2**

Q.99 Foreign exchange quotation when expressed in a manner that reflects the exchange of a specified number of foreign currencies vis-à-vis one unit of local currency is expressed as :

- (1) Direct Quotation
- (2) European Quotation
- (3) Indirect Quotation
- (4) Geographical Arbitrage

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
 Question ID : **4324495616**
 Option 1 ID : **43244921877**
 Option 2 ID : **43244921878**
 Option 3 ID : **43244921879**
 Option 4 ID : **43244921880**
 Status : **Answered**
 Chosen Option : **4**

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

List - I	List - II
Concept	Model
A. The concept advocates the view that "where data lives"	I. Saas
B. Infrastructure resources like networks, storage, servers are provided to clients.	II. Daas
C. Allows consumers to use applications and software that run on distant computers in the cloud infrastructure	III. Iaas
D. Companies can deploy their software and applications in the cloud so that their customers can use them.	IV. Pass

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
 Question ID : **4324495685**
 Option 1 ID : **43244922153**
 Option 2 ID : **43244922154**
 Option 3 ID : **43244922155**
 Option 4 ID : **43244922156**
 Status : **Answered**
 Chosen Option : **3**

Q.101 Which of the following strategies are commonly used by a firm to win a "Format War" ?

- A. Killer Applications
- B. Cooperate with Competitors
- C. Tapered Integration
- D. Transfer Pricing
- E. Divestment Strategy

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

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

Options 1. 1

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

Question Type : **MCQ**

Question ID : **4324495667**

Option 1 ID : **43244922081**

Option 2 ID : **43244922082**

Option 3 ID : **43244922083**

Option 4 ID : **43244922084**

Status : **Answered**

Chosen Option : **1**

Q.102 Arrange the following steps in the **correct** order of Controlling Process :

- A. Comparison of actual performance with the standards
- B. Measurement of actual performance
- C. Corrective action wherever required
- D. Establishment of standards

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

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

Options 1. 1

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

Question Type : **MCQ**

Question ID : **4324495647**

Option 1 ID : **43244922001**

Option 2 ID : **43244922002**

Option 3 ID : **43244922003**

Option 4 ID : **43244922004**

Status : **Answered**

Chosen Option : **2**

- Q.103** Which of the following statements are **correct** for computing the Cost of Equity ?
- A. If dividend is expected to be constant, then dividend price approach should be used.
 - B. If earnings per share is expected to be constant, then earnings price approach should be used.
 - C. If earnings and dividend are expected to grow at a constant rate, then realized yield should be used.
 - D. If it is difficult to forecast future, then Growth approach (Gordon's model) should be used which looks into the past.
 - E. When the cost of equity or expectation of the investor is dependent on risk, then Capital Assets Pricing Model (CAPM) should be used.

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

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

Options 1. 1

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

Question Type : **MCQ**
Question ID : **4324495665**
Option 1 ID : **43244922073**
Option 2 ID : **43244922074**
Option 3 ID : **43244922075**
Option 4 ID : **43244922076**
Status : **Answered**
Chosen Option : **2**

- Q.104** The positive model is applied to planned change through an approach is called appreciative inquiry (AI). Which of the following is **not** the cyclical step of AI ?

- (1) Discovery
- (2) Dreaming
- (3) Design
- (4) Dedication

Options 1. 1

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

Question Type : **MCQ**
Question ID : **4324495608**
Option 1 ID : **43244921845**
Option 2 ID : **43244921846**
Option 3 ID : **43244921847**
Option 4 ID : **43244921848**
Status : **Answered**
Chosen Option : **1**

Q.105 'Horizontal FDI' means :

- (1) When a firm invests in a foreign country in similar production activity as carried out in home country exploiting its competitive advantage in the host country.
- (2) Foreign firm takes control over domestic assets
- (3) Direct investment made overseas with aim to provide inputs for the firm's production processes in the home country.
- (4) Direct investment in industries abroad so as to either provide inputs for the firm's domestic operations or sell its domestic output overseas.

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495632**

Option 1 ID : **43244921941**

Option 2 ID : **43244921942**

Option 3 ID : **43244921943**

Option 4 ID : **43244921944**

Status : **Answered**

Chosen Option : **1**

Q.106 Arrange the following steps of implementation of corporate diversification in the logical order :

- A. Allocate resources and authority to divisions
- B. Establish coordination & monitor performance
- C. Design appropriate organizational structure
- D. Identify core competencies and market opportunities
- E. Select diversification strategy

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495654**

Option 1 ID : **43244922029**

Option 2 ID : **43244922030**

Option 3 ID : **43244922031**

Option 4 ID : **43244922032**

Status : **Answered**

Chosen Option : **3**

Q.107 Which one of the following theory of corporate governance focuses on the principal-agent conflict, where managers may prioritize their own interests over those of shareholders, thereby necessitating monitoring, incentives, and control mechanism ?

- (1) Stewardship Theory
- (2) Agency Theory
- (3) Stakeholder Theory
- (4) Resource Dependence Theory

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495600**

Option 1 ID : **43244921813**

Option 2 ID : **43244921814**

Option 3 ID : **43244921815**

Option 4 ID : **43244921816**

Status : **Answered**

Chosen Option : **2**

Q.108

Match List - I with List - II.

List - I	List - II
(Name of Study)	(Name)
A. Time and motion study	I. Koontz and Donnell
B. Hawthorne experiments	II. Elton Mayo
C. Universalist approach	III. F.W. Taylor
D. Bureaucracy	IV. Max Weber

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

- (1) A-II, B-III, C-I, D-IV
- (2) A-III, B-II, C-I, D-IV
- (3) A-I, B-III, C-II, 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 : **4324495672**

Option 1 ID : **43244922101**

Option 2 ID : **43244922102**

Option 3 ID : **43244922103**

Option 4 ID : **43244922104**

Status : **Answered**

Chosen Option : **2**

Q.109 Generally, consumers undertake complex buying behaviour in situations characterized by which one of the followings ?

- (1) High involvement in purchase and few perceived difference among brands
- (2) Low involvement in purchase and significant perceived difference among brands
- (3) High involvement in purchase and significance perceived difference among brands
- (4) Low involvement in purchase and few significant perceived difference among brands

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495624**

Option 1 ID : **43244921909**

Option 2 ID : **43244921910**

Option 3 ID : **43244921911**

Option 4 ID : **43244921912**

Status : **Answered**

Chosen Option : **3**

Q.110 Arrange the following steps of Global marketing process in a **correct** order :

- A. Implement the marketing strategy
- B. Decide on market entry strategy
- C. Monitor and control
- D. Identify and evaluate marketing opportunities
- E. Develop a marketing program

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495655**

Option 1 ID : **43244922033**

Option 2 ID : **43244922034**

Option 3 ID : **43244922035**

Option 4 ID : **43244922036**

Status : **Answered**

Chosen Option : **2**

Q.111 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : Various sub-assemblies in the 2-wheeler plant need to be configured to match the production rate. Similarly, the final assembly stations also need to have the required number of resources at each station to meet the targeted demand.

Reason (R) : In such a scenario, to arrive at a balanced flow of components on the shop floor, the company need to group machines together based on their functionality and jobs will move from one functional department to other.

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 : **4324495644**

Option 1 ID : **43244921989**

Option 2 ID : **43244921990**

Option 3 ID : **43244921991**

Option 4 ID : **43244921992**

Status : **Answered**

Chosen Option : 1

Q.112 Arrange the basic process of HR strategy in **correct orders** :

- A. Identify people issues
- B. Communicate HR strategy
- C. Identify strategic Business issues
- D. Scan External Environment
- E. Develop HR strategy

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495650**

Option 1 ID : **43244922013**

Option 2 ID : **43244922014**

Option 3 ID : **43244922015**

Option 4 ID : **43244922016**

Status : **Answered**

Chosen Option : 4

Q.113 'Human Capacity' under Building Trade Capacity as per efforts made by WTO to meet special requirements of developing countries refers to help on which of the following :

- (1) Roads and Ports
- (2) National Standards Authorities
- (3) Customs
- (4) Trade Lawyers

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **4324495631**
Option 1 ID : **43244921937**
Option 2 ID : **43244921938**
Option 3 ID : **43244921939**
Option 4 ID : **43244921940**
Status : **Answered**
Chosen Option : **3**

Q.114 Arrange the following steps in fixed income portfolio process in order :

- A. Drafting guideline for investment policy
- B. Setting up objective
- C. Selection of securities and other assets
- D. Evaluation of performance with benchmark
- E. Selection of portfolio strategy

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **4324495652**
Option 1 ID : **43244922021**
Option 2 ID : **43244922022**
Option 3 ID : **43244922023**
Option 4 ID : **43244922024**
Status : **Answered**
Chosen Option : **2**

Q.115 Match List - I with List - II.

List - I	List - II
Leadership Style	Maturity level of Subordinates
A. Telling	I. Moderate to high
B. Selling	II. High
C. Participating	III. Low
D. Delegating	IV. Low to moderate

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
 Question ID : **4324495674**
 Option 1 ID : **43244922109**
 Option 2 ID : **43244922110**
 Option 3 ID : **43244922111**
 Option 4 ID : **43244922112**
 Status : **Answered**
 Chosen Option : **4**

Q.116 In Collective Bargaining, an 'impasse' refers to :

- (1) The combined refusal by employees to buy employer's product
- (2) A refusal by the employer to provide opportunities to work
- (3) A situation that occurs when the parties are not able to move further towards settlement, usually because one party is demanding more than the other will offer.
- (4) A situation where employees carry sign announcing their concerns near the employer's place of business.

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
 Question ID : **4324495607**
 Option 1 ID : **43244921841**
 Option 2 ID : **43244921842**
 Option 3 ID : **43244921843**
 Option 4 ID : **43244921844**
 Status : **Answered**
 Chosen Option : **3**

Q.117 According to which of the following theories of International Business, the pattern of FDI is determined by combination of Core Competency, locational advantage and entry mode ?

- (1) International Product Life Cycle Theory
- (2) Market Imperfection Theory
- (3) Internalization Theory
- (4) Eclectic Theory

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **4324495629**
Option 1 ID : **43244921929**
Option 2 ID : **43244921930**
Option 3 ID : **43244921931**
Option 4 ID : **43244921932**
Status : **Answered**
Chosen Option : **2**

Q.118 A conscious belief that only the host-country managers can ever really understand the culture and behaviour of the host-country market. It refers to which of the following top executives' values :

- (1) Ethnocentric
- (2) Geocentric
- (3) Polycentric
- (4) Egocentric

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **4324495605**
Option 1 ID : **43244921833**
Option 2 ID : **43244921834**
Option 3 ID : **43244921835**
Option 4 ID : **43244921836**
Status : **Answered**
Chosen Option : **1**

Q.119 Low nurturing and low regulating leader behaviour is called :

- (1) Consulting style
- (2) Supporting style
- (3) Delegating style
- (4) Directive style

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**
Question ID : **4324495602**
Option 1 ID : **43244921821**
Option 2 ID : **43244921822**
Option 3 ID : **43244921823**
Option 4 ID : **43244921824**
Status : **Answered**
Chosen Option : **2**

Q.120 Match List - I with List - II.

List - I	List - II
Steps to generate creative ideas	Description
A. Incubation	I. Idea is subject to scrutiny
B. Insight	II. Idea transformed to something of value
C. Evaluation	III. Thinks about a problem
D. Elaboration	IV. Idea is born

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

- (1) A-III, B-IV, C-I, D-II
- (2) A-III, B-I, C-IV, D-II
- (3) A-IV, B-III, 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 : **4324495686**
 Option 1 ID : **43244922157**
 Option 2 ID : **43244922158**
 Option 3 ID : **43244922159**
 Option 4 ID : **43244922160**
 Status : **Answered**
 Chosen Option : **4**

Q.121 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : Margin of safety can be negative if actual sales are less than break even sales.

Reason (R) : Negative Margin of safety means losses equal fixed costs minus contribution.

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 : **4324495640**
 Option 1 ID : **43244921973**
 Option 2 ID : **43244921974**
 Option 3 ID : **43244921975**
 Option 4 ID : **43244921976**
 Status : **Answered**
 Chosen Option : **1**

Q.122 Identify the **correct** sequence of activities involved in Quality Circle Development :

- A. Constitution of QC
- B. Start-up phase
- C. Presentation and approval of suggestions
- D. Initial problem solving
- E. Implementation

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

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

Options 1. 1

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

Question Type : **MCQ**

Question ID : **4324495648**

Option 1 ID : **43244922005**

Option 2 ID : **43244922006**

Option 3 ID : **43244922007**

Option 4 ID : **43244922008**

Status : **Answered**

Chosen Option : **1**

Q.123 Which of the following statements are **correct** ?

- A. Gross Domestic Product at Market Price = Gross National Product at Market Price + Net Factor Income From Abroad
- B. Gross Domestic Product at factor Cost = Gross Domestic Product at Market Price – Indirect Taxes + Subsidies
- C. Net Domestic Product at Market Price = Net National Product at Market Price – Net Factor Income From Abroad
- D. Gross Domestic Product at Market Price = Net Domestic Product at Market Price + Depreciation
- E. Net National Product at Market Price = Gross Domestic Product at Market Price + Net Factor Income From Abroad + Depreciation

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

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

Options 1. 1

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

Question Type : **MCQ**

Question ID : **4324495662**

Option 1 ID : **43244922061**

Option 2 ID : **43244922062**

Option 3 ID : **43244922063**

Option 4 ID : **43244922064**

Status : **Answered**

Chosen Option : **1**

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

List - I

Purpose of Tool

(Quality Related)

- | | |
|---|-----------------------|
| A. Identifying Specific Improvement opportunities | I. Control Charts |
| B. Analysing problems and their root causes | II. Pareto Diagrams |
| C. Highlighting Problems | III. Pokya Yoke |
| D. Operational Planning for building quality into products/services | IV. Fish Bone Diagram |

List - II

Quality Management Tool

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495683**

Option 1 ID : **43244922145**

Option 2 ID : **43244922146**

Option 3 ID : **43244922147**

Option 4 ID : **43244922148**

Status : **Answered**

Chosen Option : **4**

Q.125 The number of new orders received by the company over last 25 working days are as follows 3, 0, 1, 4, 4, 4, 2, 5, 3, 6, 4, 5, 1, 4, 2, 3, 0, 2, 4, 5, 4, 2, 3, 3, 1. The average orders received during these working days :

- (1) 2 orders
- (2) 3 orders
- (3) 4 orders
- (4) 5 orders

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495625**

Option 1 ID : **43244921913**

Option 2 ID : **43244921914**

Option 3 ID : **43244921915**

Option 4 ID : **43244921916**

Status : **Answered**

Chosen Option : **3**

Q.126 Match List - I with List - II.

List - I		List - II	
Strategic Business Unit		Features	
A.	Dogs	I.	Used to find other developing businesses
B.	Stars	II.	Can be converted into stars
C.	Cash Cows	III.	Need heavy investment, to finance their rapid growth
D.	Question Mark	IV.	Harvested or divested from portfolio

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495681**

Option 1 ID : **43244922137**

Option 2 ID : **43244922138**

Option 3 ID : **43244922139**

Option 4 ID : **43244922140**

Status : **Answered**

Chosen Option : **1**

Q.127 Under which of the following conditions, a brand is said to have a negative brand equity ?

- (1) Consumers are unaware of the brand's existence
- (2) Consumers react less favorably to the brand than to an unbranded version
- (3) The brand is unable to differentiate itself in the market place
- (4) The financial value of the brand decreases below its market price

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495622**

Option 1 ID : **43244921901**

Option 2 ID : **43244921902**

Option 3 ID : **43244921903**

Option 4 ID : **43244921904**

Status : **Answered**

Chosen Option : **3**

Q.128 Arrange the following features of adopter groups of new products in the **correct** order of stages of adoption process :

- A. Skeptical
- B. Deliberate
- C. Venturesome
- D. Tradition bound
- E. Opinion leaders

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

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

Options 1. 1

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

Question Type : **MCQ**

Question ID : **4324495656**

Option 1 ID : **43244922037**

Option 2 ID : **43244922038**

Option 3 ID : **43244922039**

Option 4 ID : **43244922040**

Status : **Answered**

Chosen Option : **2**

Q.129 Which of the following best describes the 4 A's from the buyer's viewpoint ?

- A. Adjustability
- B. Awareness
- C. Accessibility
- D. Affordability
- E. Acceptability

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

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

Options 1. 1

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

Question Type : **MCQ**

Question ID : **4324495668**

Option 1 ID : **43244922085**

Option 2 ID : **43244922086**

Option 3 ID : **43244922087**

Option 4 ID : **43244922088**

Status : **Answered**

Chosen Option : **2**

Q.130 Which of the following organisational structure is generally adopted by firms to realise the full potential of cost leadership strategies ?

- (1) M - form structure
- (2) U - form structure
- (3) A - form structure
- (4) H - form structure

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495617**

Option 1 ID : **43244921881**

Option 2 ID : **43244921882**

Option 3 ID : **43244921883**

Option 4 ID : **43244921884**

Status : **Answered**

Chosen Option : **1**

Q.131 Which of the following include the target firm's responses to acquisition efforts, that do not affect the wealth of equity holders ?

- (1) Search for white knights
- (2) Golden parachutes
- (3) Shark repellants
- (4) Poison pills

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495620**

Option 1 ID : **43244921893**

Option 2 ID : **43244921894**

Option 3 ID : **43244921895**

Option 4 ID : **43244921896**

Status : **Answered**

Chosen Option : **4**

Q.132 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : In the related diversification, a firm acquires a new business whose value chain possesses competitively valuable cross-business strategic fits.

Reason (R) : Related diversification strategies mainly aimed to realise financial, managerial and/or operational synergies.

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 : **4324495642**

Option 1 ID : **43244921981**

Option 2 ID : **43244921982**

Option 3 ID : **43244921983**

Option 4 ID : **43244921984**

Status : **Answered**

Chosen Option : 1

Q.133 When the supervisor keeps a log of positive and negative examples of a subordinate's work-related behaviour, it refers to which one of the following methods of performance appraisal ?

- (1) Paired Comparison Method
- (2) Critical Incident Method
- (3) Forced Distributive Incidence Method
- (4) Alternation Ranking Method

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495606**

Option 1 ID : **43244921837**

Option 2 ID : **43244921838**

Option 3 ID : **43244921839**

Option 4 ID : **43244921840**

Status : **Answered**

Chosen Option : 2

Q.134 The rate at which a company is spending its capital until it reaches profitability is called :

- (1) Burn rate
- (2) Indifference rate
- (3) Break even rate
- (4) Spin off rate

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495635**

Option 1 ID : **43244921953**

Option 2 ID : **43244921954**

Option 3 ID : **43244921955**

Option 4 ID : **43244921956**

Status : **Answered**

Chosen Option : **3**

Q.135 Match List - I with List - II.

List - I		List - II	
Category		Strategic Description	
A. Defenders	I.	Highly competitive and slave of their environment	
B. Prospectors	II.	Exploit niches in the market place	
C. Analyser	III.	Cost control as primary focus	
D. Reactor	IV.	Innovation	

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495676**

Option 1 ID : **43244922117**

Option 2 ID : **43244922118**

Option 3 ID : **43244922119**

Option 4 ID : **43244922120**

Status : **Answered**

Chosen Option : **1**

Q.136 Given below are two statements : one is labelled as **Assertion (A)** and the other is labelled as **Reason (R)**.

Assertion (A) : For exports of goods, the exporter has to apply to the nominated export inspection agency for conducting the pre-shipment and quality control inspection for the export consignment and obtain Export Credit Certificate conforming to the prescribed specifications.

Reason (R) : This inspection certificate would be required for customs clearance of cargo before shipment.

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 : **4324495645**

Option 1 ID : **43244921993**

Option 2 ID : **43244921994**

Option 3 ID : **43244921995**

Option 4 ID : **43244921996**

Status : **Answered**

Chosen Option : 1

Q.137 Which of the following is **true** :

- (1) The role of Central bank in the foreign exchange market is commercial in nature.
- (2) Forward exchange rate is the rate of that day on which the transaction has taken place
- (3) Cross rate is the rate of exchange of two currencies on the basis of exchange quotes of other pairs of currencies.
- (4) The rate at which a foreign exchange dealer is ready to sell a currency is called bid rate.

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495614**

Option 1 ID : **43244921869**

Option 2 ID : **43244921870**

Option 3 ID : **43244921871**

Option 4 ID : **43244921872**

Status : **Answered**

Chosen Option : 1

- Q.138** If two goods are perfect substitutes for each other, Cross elasticity of demand between them will be :
- (1) Zero
 - (2) Positive
 - (3) Negative
 - (4) Infinity

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

Question Type : **MCQ**
Question ID : **4324495598**
Option 1 ID : **43244921805**
Option 2 ID : **43244921806**
Option 3 ID : **43244921807**
Option 4 ID : **43244921808**
Status : **Answered**
Chosen Option : **2**

- Q.139** Match List - I with List - II.

List - I	List - II
Social Scientists	Framework Theory
A. McGuire	I. Balance Theory of attitude change
B. Rokeach	II. Framework of cultural dimensions
C. Hofstede	III. Framework of values
D. Heider	IV. Matrix of attitudinal change

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

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

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

Question Type : **MCQ**
Question ID : **4324495675**
Option 1 ID : **43244922113**
Option 2 ID : **43244922114**
Option 3 ID : **43244922115**
Option 4 ID : **43244922116**
Status : **Answered**
Chosen Option : **1**

Q.140

Which among the following is **not** a hygiene factor ?

- (1) Salary
- (2) Supervision
- (3) Company Policy
- (4) Responsibility

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**Question ID : **4324495603**Option 1 ID : **43244921825**Option 2 ID : **43244921826**Option 3 ID : **43244921827**Option 4 ID : **43244921828**Status : **Answered**Chosen Option : **2****Comprehension:**

Read the following passage and answer the questions :

The Chairman astonished HR leaders by announcing the company's discontinuation of annual reviews, substituting them with immediate feedback, goal-oriented coaching and weekly incentives. This transformation, once considered heretical, has gained widespread acceptance: around one-third of U.S. companies, including Adobe, Deloitte, GE, Microsoft and PwC, have transitioned from inflexible annual evaluations to regular, informal assessments. Conventional performance evaluations, previously effective for determining compensation and recognizing talent, have evolved into expensive, bureaucratic processes that are unpopular among both employees and managers. Critics contend that they prioritize historical conduct over prospective development, hinder collaboration and do not fulfill commercial requirements. Originating from the military's merit rating system, performance appraisals have transitioned between accountability and development, influenced by variables including inflation, compulsory ranking at GE, executive compensation reforms and the competitive pursuit of talent. Currently, low inflation, streamlined organizational structures, agile work methodologies and the necessity for ongoing innovation have made annual reviews redundant. Organizations are currently emphasizing agility, collaboration, and personnel development, concentrating on continuous dialogue and immediate objective. Despite ongoing challenges-such as bias, salary discrepancies and inadequate supervisor training-organizations that implement continuous feedback mechanisms experience enhanced satisfaction, superior coaching and greater alignment with corporate objectives. The transition signifies a necessity: performance management must adapt to cultivate future talent.

SubQuestion No : 141

Q.141 Match List - I with List - II.

List - I

- A. Origin of performance appraisals
- B. Bureaucratic evolution
- C. Factors influencing appraisal changes
- D. Current organizational focus

List - II

- I. Compulsory ranking at GE
- II. Military's merit rating system
- III. Expensive and unpopular processes
- IV. Agility, collaboration and continuous dialogue

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**Question ID : **4324495692**Option 1 ID : **43244922177**Option 2 ID : **43244922178**Option 3 ID : **43244922179**Option 4 ID : **43244922180**Status : **Answered**Chosen Option : **3**

Comprehension:

Read the following passage and answer the questions :

The Chairman astonished HR leaders by announcing the company's discontinuation of annual reviews, substituting them with immediate feedback, goal-oriented coaching and weekly incentives. This transformation, once considered heretical, has gained widespread acceptance: around one-third of U.S. companies, including Adobe, Deloitte, GE, Microsoft and PwC, have transitioned from inflexible annual evaluations to regular, informal assessments. Conventional performance evaluations, previously effective for determining compensation and recognizing talent, have evolved into expensive, bureaucratic processes that are unpopular among both employees and managers. Critics contend that they prioritize historical conduct over prospective development, hinder collaboration and do not fulfill commercial requirements. Originating from the military's merit rating system, performance appraisals have transitioned between accountability and development, influenced by variables including inflation, compulsory ranking at GE, executive compensation reforms and the competitive pursuit of talent. Currently, low inflation, streamlined organizational structures, agile work methodologies and the necessity for ongoing innovation have made annual reviews redundant. Organizations are currently emphasizing agility, collaboration, and personnel development, concentrating on continuous dialogue and immediate objective. Despite ongoing challenges-such as bias, salary discrepancies and inadequate supervisor training-organizations that implement continuous feedback mechanisms experience enhanced satisfaction, superior coaching and greater alignment with corporate objectives. The transition signifies a necessity: performance management must adapt to cultivate future talent.

SubQuestion No : 142

Q.142 Why have annual reviews become redundant in organizations today ?

- (1) Because of compulsory ranking and bureaucracy
- (2) Due to low inflation, agile work methodologies, streamlined structures and innovation needs
- (3) Since employees demanded higher compensation
- (4) Because military systems were abandoned

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495689**

Option 1 ID : **43244922165**

Option 2 ID : **43244922166**

Option 3 ID : **43244922167**

Option 4 ID : **43244922168**

Status : **Answered**

Chosen Option : **1**

Comprehension:

Read the following passage and answer the questions :

The Chairman astonished HR leaders by announcing the company's discontinuation of annual reviews, substituting them with immediate feedback, goal-oriented coaching and weekly incentives. This transformation, once considered heretical, has gained widespread acceptance: around one-third of U.S. companies, including Adobe, Deloitte, GE, Microsoft and PwC, have transitioned from inflexible annual evaluations to regular, informal assessments. Conventional performance evaluations, previously effective for determining compensation and recognizing talent, have evolved into expensive, bureaucratic processes that are unpopular among both employees and managers. Critics contend that they prioritize historical conduct over prospective development, hinder collaboration and do not fulfill commercial requirements. Originating from the military's merit rating system, performance appraisals have transitioned between accountability and development, influenced by variables including inflation, compulsory ranking at GE, executive compensation reforms and the competitive pursuit of talent. Currently, low inflation, streamlined organizational structures, agile work methodologies and the necessity for ongoing innovation have made annual reviews redundant. Organizations are currently emphasizing agility, collaboration, and personnel development, concentrating on continuous dialogue and immediate objective. Despite ongoing challenges-such as bias, salary discrepancies and inadequate supervisor training-organizations that implement continuous feedback mechanisms experience enhanced satisfaction, superior coaching and greater alignment with corporate objectives. The transition signifies a necessity: performance management must adapt to cultivate future talent.

SubQuestion No : 143

Q.143 What replaced annual reviews in the company, as announced by the Chairman ?

- (1) Only compensation-based incentives
- (2) Historical performance records
- (3) Immediate feedback, goal-oriented coaching and weekly incentives
- (4) Executive compensation reforms

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495688**

Option 1 ID : **43244922161**

Option 2 ID : **43244922162**

Option 3 ID : **43244922163**

Option 4 ID : **43244922164**

Status : **Answered**

Chosen Option : **3**

Comprehension:

Read the following passage and answer the questions :

The Chairman astonished HR leaders by announcing the company's discontinuation of annual reviews, substituting them with immediate feedback, goal-oriented coaching and weekly incentives. This transformation, once considered heretical, has gained widespread acceptance: around one-third of U.S. companies, including Adobe, Deloitte, GE, Microsoft and PwC, have transitioned from inflexible annual evaluations to regular, informal assessments. Conventional performance evaluations, previously effective for determining compensation and recognizing talent, have evolved into expensive, bureaucratic processes that are unpopular among both employees and managers. Critics contend that they prioritize historical conduct over prospective development, hinder collaboration and do not fulfill commercial requirements. Originating from the military's merit rating system, performance appraisals have transitioned between accountability and development, influenced by variables including inflation, compulsory ranking at GE, executive compensation reforms and the competitive pursuit of talent. Currently, low inflation, streamlined organizational structures, agile work methodologies and the necessity for ongoing innovation have made annual reviews redundant. Organizations are currently emphasizing agility, collaboration, and personnel development, concentrating on continuous dialogue and immediate objective. Despite ongoing challenges-such as bias, salary discrepancies and inadequate supervisor training-organizations that implement continuous feedback mechanisms experience enhanced satisfaction, superior coaching and greater alignment with corporate objectives. The transition signifies a necessity: performance management must adapt to cultivate future talent.

SubQuestion No : 144

Q.144 Which of the following statements are **correct** as per paragraph ?

- A. Companies like Adobe, Deloitte, GE, Microsoft and PwC have shifted to informal assessments.
- B. Annual reviews are now seen as promoting collaboration and innovation.
- C. Continuous feedback improves satisfaction, coaching and corporate alignment.
- D. Annual evaluations originated from executive compensation reforms.
- E. Current organizations emphasize agility, collaboration and personnel development through continuous dialogue.

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495691**

Option 1 ID : **43244922173**

Option 2 ID : **43244922174**

Option 3 ID : **43244922175**

Option 4 ID : **43244922176**

Status : **Answered**

Chosen Option : **1**

Comprehension:

Read the following passage and answer the questions :

The Chairman astonished HR leaders by announcing the company's discontinuation of annual reviews, substituting them with immediate feedback, goal-oriented coaching and weekly incentives. This transformation, once considered heretical, has gained widespread acceptance: around one-third of U.S. companies, including Adobe, Deloitte, GE, Microsoft and PwC, have transitioned from inflexible annual evaluations to regular, informal assessments. Conventional performance evaluations, previously effective for determining compensation and recognizing talent, have evolved into expensive, bureaucratic processes that are unpopular among both employees and managers. Critics contend that they prioritize historical conduct over prospective development, hinder collaboration and do not fulfill commercial requirements. Originating from the military's merit rating system, performance appraisals have transitioned between accountability and development, influenced by variables including inflation, compulsory ranking at GE, executive compensation reforms and the competitive pursuit of talent. Currently, low inflation, streamlined organizational structures, agile work methodologies and the necessity for ongoing innovation have made annual reviews redundant. Organizations are currently emphasizing agility, collaboration, and personnel development, concentrating on continuous dialogue and immediate objective. Despite ongoing challenges-such as bias, salary discrepancies and inadequate supervisor training-organizations that implement continuous feedback mechanisms experience enhanced satisfaction, superior coaching and greater alignment with corporate objectives. The transition signifies a necessity: performance management must adapt to cultivate future talent.

SubQuestion No : 145

Q.145 Critics argue that conventional performance evaluations :

- (1) Encourage collaboration and future-oriented growth
- (2) Fulfill commercial requirements effectively
- (3) Prioritize historical conduct over development, hinder-collaboration and fail to meet business needs
- (4) Motivate employees through transparent ranking

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495690**

Option 1 ID : **43244922169**

Option 2 ID : **43244922170**

Option 3 ID : **43244922171**

Option 4 ID : **43244922172**

Status : **Answered**

Chosen Option : **1**

Comprehension:

Read the following passage and answer the questions :

Jensen examines the dynamics of corporate takeovers and challenges prevailing misconceptions surrounding them. He argues that takeovers are not merely hostile disruptions but serve as a crucial mechanism of the market for corporate control. According to Jensen, inefficient management teams often fail to maximize shareholder value and takeovers act as disciplinary tool by transferring control to more competent managers. He emphasizes that while popular belief portrays takeovers as destructive to employees and communities, empirical evidence suggests that they frequently generate significant economic gains by reallocating resources to more productive uses. Jensen distinguishes between the folklore-emotional and political arguments against takeovers depicting as harmful to employees and society and the science, which demonstrates thier role in improving efficiency and shareholder wealth. He also addresses concerns about debt financing in leveraged buyouts, contending that high leverage can impose financial discipline on managers by reducing wasteful spending. Ultimately, Jensen frames takeovers as an essential corrective force within capitalism, countering managerial inefficiency and aligning corporate behavior with shareholder interests. His analysis laid the groundwork for modern corporate finance debates on governance, agency costs and the value-creating potential of mergers and acquisitions.

SubQuestion No : 146

Q.146 Jensen emphasizes that while popular belief portrays takeovers as destructive, empirical evidence shows they :

- (1) Reduce corporate efficiency
- (2) Increase wasteful spending
- (3) Produce substantial economic benefits
- (4) Neutralize shareholder interests

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495695**

Option 1 ID : **43244922185**

Option 2 ID : **43244922186**

Option 3 ID : **43244922187**

Option 4 ID : **43244922188**

Status : **Answered**

Chosen Option : **2**

Comprehension:

Read the following passage and answer the questions :

Jensen examines the dynamics of corporate takeovers and challenges prevailing misconceptions surrounding them. He argues that takeovers are not merely hostile disruptions but serve as a crucial mechanism of the market for corporate control. According to Jensen, inefficient management teams often fail to maximize shareholder value and takeovers act as disciplinary tool by transferring control to more competent managers. He emphasizes that while popular belief portrays takeovers as destructive to employees and communities, empirical evidence suggests that they frequently generate significant economic gains by reallocating resources to more productive uses. Jensen distinguishes between the folklore-emotional and political arguments against takeovers depicting as harmful to employees and society and the science, which demonstrates their role in improving efficiency and shareholder wealth. He also addresses concerns about debt financing in leveraged buyouts, contending that high leverage can impose financial discipline on managers by reducing wasteful spending. Ultimately, Jensen frames takeovers as an essential corrective force within capitalism, countering managerial inefficiency and aligning corporate behavior with shareholder interests. His analysis laid the groundwork for modern corporate finance debates on governance, agency costs and the value-creating potential of mergers and acquisitions.

SubQuestion No : 147

Q.147 Match List - I with List - II.

List - I Term	List - II Description
A. Folklore view	I. Portrayed as destructive to employees and communities
B. Scientific evidence	II. Generates significant economic gains by reallocating resources
C. Inefficient management	III. Fails to maximize shareholder value
D. Debt financing	IV. Imposes financial discipline by reducing wasteful spending

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

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

Options 1. 1

2. 2
3. 3
4. 4

Question Type : **MCQ**

Question ID : **4324495698**

Option 1 ID : **43244922197**

Option 2 ID : **43244922198**

Option 3 ID : **43244922199**

Option 4 ID : **43244922200**

Status : **Answered**

Chosen Option : **1**

Comprehension:

Read the following passage and answer the questions :

Jensen examines the dynamics of corporate takeovers and challenges prevailing misconceptions surrounding them. He argues that takeovers are not merely hostile disruptions but serve as a crucial mechanism of the market for corporate control. According to Jensen, inefficient management teams often fail to maximize shareholder value and takeovers act as disciplinary tool by transferring control to more competent managers. He emphasizes that while popular belief portrays takeovers as destructive to employees and communities, empirical evidence suggests that they frequently generate significant economic gains by reallocating resources to more productive uses. Jensen distinguishes between the folklore-emotional and political arguments against takeovers depicting as harmful to employees and society and the science, which demonstrates thier role in improving efficiency and shareholder wealth. He also addresses concerns about debt financing in leveraged buyouts, contending that high leverage can impose financial discipline on managers by reducing wasteful spending. Ultimately, Jensen frames takeovers as an essential corrective force within capitalism, countering managerial inefficiency and aligning corporate behavior with shareholder interests. His analysis laid the groundwork for modern corporate finance debates on governance, agency costs and the value-creating potential of mergers and acquisitions.

SubQuestion No : 148

Q.148

Which of the following reflect Jensen's "Science" of takeovers ?

- A. Improve shareholder wealth
- B. Reallocate resources productively
- C. Impose financial discipline through debt
- D. Operate as hostile disruptions
- E. Function as an essential corrective force in capitalism

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

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

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495697**

Option 1 ID : **43244922193**

Option 2 ID : **43244922194**

Option 3 ID : **43244922195**

Option 4 ID : **43244922196**

Status : **Answered**

Chosen Option : **2**

Comprehension:

Read the following passage and answer the questions :

Jensen examines the dynamics of corporate takeovers and challenges prevailing misconceptions surrounding them. He argues that takeovers are not merely hostile disruptions but serve as a crucial mechanism of the market for corporate control. According to Jensen, inefficient management teams often fail to maximize shareholder value and takeovers act as disciplinary tool by transferring control to more competent managers. He emphasizes that while popular belief portrays takeovers as destructive to employees and communities, empirical evidence suggests that they frequently generate significant economic gains by reallocating resources to more productive uses. Jensen distinguishes between the folklore-emotional and political arguments against takeovers depicting as harmful to employees and society and the science, which demonstrates thier role in improving efficiency and shareholder wealth. He also addresses concerns about debt financing in leveraged buyouts, contending that high leverage can impose financial discipline on managers by reducing wasteful spending. Ultimately, Jensen frames takeovers as an essential corrective force within capitalism, countering managerial inefficiency and aligning corporate behavior with shareholder interests. His analysis laid the groundwork for modern corporate finance debates on governance, agency costs and the value-creating potential of mergers and acquisitions.

SubQuestion No : 149

Q.149 In the paragraph, inefficient management teams are described as those who :

- (1) Fail to enhance shareholder value
- (2) Encourage political influence
- (3) Maximize community welfare
- (4) Eliminate market competition

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495696**

Option 1 ID : **43244922189**

Option 2 ID : **43244922190**

Option 3 ID : **43244922191**

Option 4 ID : **43244922192**

Status : **Answered**

Chosen Option : **1**

Comprehension:

Read the following passage and answer the questions :

Jensen examines the dynamics of corporate takeovers and challenges prevailing misconceptions surrounding them. He argues that takeovers are not merely hostile disruptions but serve as a crucial mechanism of the market for corporate control. According to Jensen, inefficient management teams often fail to maximize shareholder value and takeovers act as disciplinary tool by transferring control to more competent managers. He emphasizes that while popular belief portrays takeovers as destructive to employees and communities, empirical evidence suggests that they frequently generate significant economic gains by reallocating resources to more productive uses. Jensen distinguishes between the folklore-emotional and political arguments against takeovers depicting as harmful to employees and society and the science, which demonstrates thier role in improving efficiency and shareholder wealth. He also addresses concerns about debt financing in leveraged buyouts, contending that high leverage can impose financial discipline on managers by reducing wasteful spending. Ultimately, Jensen frames takeovers as an essential corrective force within capitalism, countering managerial inefficiency and aligning corporate behavior with shareholder interests. His analysis laid the groundwork for modern corporate finance debates on governance, agency costs and the value-creating potential of mergers and acquisitions.

SubQuestion No : 150

Q.150 According to the paragraph, takeovers are **not** merely hostile disruptions but serve as :

- (1) A way of destroying communities
- (2) An extension of political arguments
- (3) A pivotal mechanism of the market for corporate control
- (4) A reduction in shareholder rights

Options 1. 1

2. 2

3. 3

4. 4

Question Type : **MCQ**

Question ID : **4324495694**

Option 1 ID : **43244922181**

Option 2 ID : **43244922182**

Option 3 ID : **43244922183**

Option 4 ID : **43244922184**

Status : **Not Answered**

Chosen Option : **--**