

1. Which of the following Statement is false :
 - (1) Secondary data are data collected for some purpose other than the problem at hand.
 - (2) Secondary data are an economical and quick source of background information.
 - (3) Secondary data are originated by researcher for specific purpose of addressing a research problem.
 - (4) Primary data should not be collected until the available secondary data have been fully analyzed.
2. Indicate the incorrect statement among the following :
 - (1) *A statistics* is a summary description of characteristics of the sample
 - (2) *A parameter* is a summary description of a fixed characteristics of target population
 - (3) The *confidence level* is the range into which the true population parameter will fall, assuming a given level of confidence
 - (4) The confidence level is the probability that a confidence interval will exclude the population parameter.
3. Level of significance in hypothesis testing refers to
 - (1) The probability of making a type-I error
 - (2) The probability of making type - II error
 - (3) The probability of rejecting the null hypothesis when it is false
 - (4) Power of a statistical test
4. Chi-square test is used as :
 - (1) A test of significance of mean in cross tabulation
 - (2) A test of significance of proportion
 - (3) A test of analysis of variance in bivariate data
 - (4) A test of significance of the observed association in a cross tabulation
5. Which statistics and statistical term is *not* associated with Bivariate regression analysis ?
 - (1) Coefficient of multiple determination
 - (2) Standard error of estimate
 - (3) Estimated or predicted value
 - (4) Coefficient of determination
6. Kaiser-Meyer-Olkin is a measure of-----.
 - (1) Factor scores
 - (2) Factors loading
 - (3) Correlation between variables
 - (4) Sampling adequacy
7. Which one of the following is *not* a 'hygiene factor' of Herzberg's Two Factor theory ?
 - (1) Interpersonal relations
 - (2) Working conditions
 - (3) Responsibility
 - (4) Job security

8. **Assertion (A)** : Promotion is a move within the organisation to a higher position that has greater responsibilities and requires more advanced skills.
Reasoning (R) : Promotion may not involve a raise in status but a hike in salary is a must.
- (1) (A) and (R) both are correct
 - (2) (A) and (R) both are incorrect
 - (3) (A) is correct whereas (R) is incorrect
 - (4) (A) is incorrect whereas (R) is correct
9. Organisation behaviour consists of :
- (1) Organisation theory
 - (2) Organisation development
 - (3) Personnel resources
 - (4) All of these
10. Who is *not* the developer of Classical Theory of Organisation and Management ?
- (1) Max Weber
 - (2) Warren Buffet
 - (3) Gulick
 - (4) Moone and Raley
11. Which is not related to Neoclassical theory of Organisation consists of :
- (1) Human orientation
 - (2) Non-formal organisation
 - (3) Decentralisation
 - (4) Principle of Balance
12. Which is *not* correct about nature of leadership ?
- (1) Functional relationship
 - (2) Dynamic Process
 - (3) Ideal Conduct
 - (4) Unity of Mutual interests
13. The controller function of the financial management concerns with :
- (1) advertising the public issue of the firm
 - (2) negotiating with banks for loans
 - (3) analysing variance between standard costs and actual costs
 - (4) estimating the future cash flows from certain project
14. Which is hidden self in the Johari Window' ?
- (1) Private area
 - (2) Dark area
 - (3) Blind area
 - (4) Public area
15. Expectancy theory is developed by :
- (1) Vroom Victor
 - (2) Robinson
 - (3) Alfred
 - (4) Adam
16. Which one of the following statement is true ?
- (1) If one of the regression coefficients is greater than one, the other must also be greater than one.
 - (2) The product of the two regression coefficients is always more than one.
 - (3) The signs of the two regression coefficients are always the same
 - (4) Correlation coefficient is the arithmetic mean of the two regression coefficients

17. Matrix Structure refers to an organisation
- (1) Structure that creates dual lines of authority and combines functional and product departmentation.
 - (2) Structure characterized by a low degree of departmentation, wide spans of control and authority centralized.
 - (3) Structure which is typically a small, core organisation that outsources its major business functions.
 - (4) Structure of a highly routine operating tasks achieved through specialization, very formalized rules and regulation, centralizes authority and decision making that follows the chain of command.
18. Liberalization means
- (1) Reducing number of reserved industries from 17 to 8.
 - (2) Liberating the industry, trade and economy from unwanted restrictions
 - (3) Opening up of economy to the world by attaining international competitiveness
 - (4) Free determination of interest rates
19. Laissez Faire policy is adopted in
- (1) Socialist Economic System
 - (2) Capitalist Economic System
 - (3) Mixed Economic System
 - (4) None of the above
20. A possible obstacle to growth of privatization is ...
- (1) Profit earned by public sector enterprises
 - (2) Sale of least profitable enterprises
 - (3) Licensing
 - (4) All of the above
21. **Assertion (A).** In 1991 government decided to allow all foreign investment to any industries without any restrictions.
Reason (R). Government has enhanced the investment limit of small scale industries units.
- (1) Both (A) and (R) are true and (R) is the correct explanation of (A)
 - (2) Both (A) and (R) are true but (R) is not the correct explanation of (A)
 - (3) (A) is true but (R) is false.
 - (4) (A) is false but (R) is true.
22. Which among the following is *not* a generic strategy ?
- (1) Unity Strategy
 - (2) Cost leadership strategy
 - (3) Differentiation Strategy
 - (4) Niche strategy
23. External environment of business is :
- (1) Physical
 - (2) Economic
 - (3) Demographical
 - (4) All of these

24. Managerial economics is concerned with which combination of the following ?
 (a) Investment Analysis and Decisions
 (b) Production Behaviour and Cost Analysis
 (c) Input Reward Analysis and Decisions
 (d) Economic Environment Analysis
 (1) (a), (b) and (c) (2) (b), (c) and (d)
 (3) (a), (b) and (d) (4) (a), (c) and (d)
25. In case the producer's equilibrium shifts to a higher isoquant due to decrease in price of an input, the curve combining the successive equilibrium positions is known as :
 (1) Product line (2) Price Factor Curve
 (3) Production possibility curve (4) Expansion path
26. Cost - Plus pricing is *not* suitable for :
 (1) Monopoly Pricing (2) Public utility pricing
 (3) Profit Maximizing (4) Monopoly Pricing
27. An analysis of the internal environment enables a firm to identify :
 (1) Opportunities and threats (2) Strengths and weaknesses
 (3) Opportunities and strengths (4) Weakness and threats
28. Which statement is correct ?
 (1) An inferior good is one whose consumption decrease when income increases.
 (2) The total change in quantity consumed of a commodity due to change in its price is called the price effect.
 (3) Income effect results from the increase in real income due to a decrease in the price of a commodity.
 (4) All of the above
29. An interview, in which the applicant is interviewed sequentially by several persons and each rates the applicant on a standard form, is called :
 (1) Unstructured Sequential Interview
 (2) Structured Sequential Interview
 (3) Job - related Interview
 (4) Mass Interview
30. GNP =
 (1) GDP – Net Depreciation
 (2) GDP – interest
 (3) GDP – Net factor income from abroad
 (4) All of these
31. Capital structure of a business unit consists of :
 (1) Equity and preference share capital
 (2) Equity, long-term debt and short-term loan
 (3) Equity, capital and debt capital
 (4) Equity, preference and debt capital

32. Which of the following is *not* normally a feature of oligopolistic market ?
- (1) Heavy expenditure on advertising
 - (2) Existence of price rigidity
 - (3) Barriers to the entry of new firms
 - (4) Uniformity in size of firm
33. In computation of the weighted average cost of capital, weights are assigned as per :
- (1) Proportion of fixed and current assets
 - (2) Proportion of different sources of finance
 - (3) Proportion of long-term and short term debts
 - (4) Proportion of the various components of equity in the business
34. Which one is the right accounting equation ?
- (1) Assets - Liabilities = Capital
 - (2) Assets + Liabilities = Capital
 - (3) Assets + Capital = Liabilities
 - (4) None of these
35. Master budget is a budget which is prepared from the
- (1) Profit and loss a/c
 - (2) Sales budgets in short form
 - (3) Purchase budget in detail form
 - (4) Functional budgets in summary form
36. Which statement is not false ?
- (1) NPV is the best method of evaluating long term investment proposal
 - (2) As IRR is expressed in %age, it is best method of capital budgeting
 - (3) IRR and NPV methods always give similar results
 - (4) IRR is discount rate at which present value of cash inflows exceeds present value of cash outflows
37. CAPM describes the relationship between
- (1) The required rate of return and the non-diversifiable risk
 - (2) Cost of capital and diversifiable risk
 - (3) The required rate of return and business risk
 - (4) The required rate of return and total risk
38. Which statement is false' ?
- (1) Beta is a measure of cost of capital
 - (2) Cost of debt is lower than cost of equity
 - (3) Cost of retained earnings is lower than cost of equity
 - (4) The cost of capital is a hurdle rate for new investment projects

39. Choose the correct statement :
- (1) According to NOI approach, cost of equity is residual
 - (2) According to traditional approach, cost of equity is independent of amount of debt
 - (3) Market price per share decreases with use of more debt as per NI approach
 - (4) As per M-M approach, value of a firm depends on capital structure
40. Which factor(s) favour a stable dividend policy ?
- (1) Desire for current income
 - (2) As a source of information about the firm's profitability
 - (3) (1) and (2) both
 - (4) None of the above
41. Which factor is *not* considered in dividend policy decisions ?
- (1) Legal conditions for payment of dividend
 - (2) Financial requirements of a firm
 - (3) Growth prospects
 - (4) Desire to have control on management
42. When an industry is growing and there are also significant opportunities of economies of scale :
- (1) The firm should pursue horizontal integration
 - (2) The firm should pursue forward integration
 - (3) The firm should seek other slower industries to enter
 - (4) The firm should pursue foreign markets
43. Which of the following statements is false ?
- (1) The opportunity cost of an input is considered in capital budgeting
 - (2) Capital budgeting decisions are reversible in nature
 - (3) Cash flows and accounting Profits are different
 - (4) An expansion decision is a capital budgeting decision
44. Which is the task of advertising ?
- (1) Providing information about product
 - (2) Image Building
 - (3) Behaviour reinforcement
 - (4) All of the above
45. Which one of the following is *not* an unfair labour practice ?
- (1) Use of force to prevent a worker from attending work.
 - (2) Staging demonstration at residence of managerial staff members
 - (3) Damaging property of employer
 - (4) Going on unauthorized leave

46. Which of the following is the function of distribution channel ?
 (1) Fixing prices (2) Promotional activities
 (3) Storage and distribution (4) All of the above
47. Modern marketing includes
 (1) Social Marketing (2) Digital marketing
 (3) Green Marketing (4) All of these
48. B2C stands for-----
 (1) Budget to customer (2) Business to customer
 (3) Business to competition (4) Business to commerce
49. The choice of marketing mix depends on-----
 (1) The marketing environment of the organisation
 (2) Marketing objectives
 (3) Marketing information system
 (4) All of these
50. Staffing includes-----
 (1) Work load estimation (2) Appointment of personnel
 (3) Training (4) All of these
51. Vertical merger is the merger of two firms which are involved in which one of the following forms ?
 (1) Similar line of business
 (2) Different stages of distribution and production in same business activity
 (3) Different and unrelated Business activities
 (4) Partly similar line of business and partly in different unrelated business activities
52. A is a broad statement of the purpose, scope, duties and responsibilities of a particular job :
 (1) Job analysis (2) Job description
 (3) Job evaluation (4) Job enrichment
53. In which one of the following situations is the application of t-test is most appropriate ?
 (1) Testing the significance of coefficient of correlation between paired observations of small sized sample.
 (2) Testing the significance of coefficient of correlation between paired observation of large sized sample.
 (3) Comparing variances of two small sized samples
 (4) Testing the significance of the difference among mean values of more than two samples groups.

54. Parties to industrial *relations* are :
- (1) ILO, Government, Association of employers
 - (2) ILO, Government, IMF
 - (3) ILO, Board of Directors, Association of employers
 - (4) Government, Association of employers, Board of Directors
55. Which of the following approaches assumes that the understanding of industrial relations requires an understanding of the capitalized society' ?
- (1) Marxist Approach
 - (2) Gandhian approach
 - (3) Giri approach
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56. Marketing is a human activity directed at satisfying needs and wants through Exchange process'; is the statement of :
- (1) Cundiff and Still
 - (2) Kenneth Andrews
 - (3) Philip Kotler
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57. On the job training method means :
- (1) Providing study material
 - (2) To arrange conference
 - (3) To work on the site
 - (4) All of these
58. refers to the process of identifying and attracting job seekers so as to build a pool of qualified job applicants.
- (1) Selection
 - (2) Training
 - (3) Recruitment
 - (4) Development
59. To manage a business well is to manage its future and to manage the future is to manage information is termed as
- (1) Management information system
 - (2) Marketing information system
 - (3) Future information system
 - (4) General information system
60. Which of the following is *not* the definition of Quality ?
- (1) Conformance of specification
 - (2) Spare part maintenance
 - (3) Customer delight
 - (4) Fitness for use
61. Mass production is characterized by :
- (1) Low volume high variety
 - (2) High volume low variety
 - (3) High volume high variety
 - (4) Low volume low variety
62. The following type of layout is preferred to manufacture a standard product in large quantity :
- (1) Product layout
 - (2) Process layout
 - (3) Fixed position layout
 - (4) Combination layout
63. The time period between placing an order its receipt in stock is known as :
- (1) Lead time
 - (2) Carrying time
 - (3) Shortage time
 - (4) Overtime
64. The scientific system of collecting and analysis of data pertaining to market is known as :
- (1) Production Research
 - (2) Advertising Research
 - (3) Marketing Research
 - (4) None of the above

A

65. Which is the first stage in the project management model ?
 (1) Understanding the project environment
 (2) Project Planning
 (3) Project Definition
 (4) Project Control
66. The critical path of a network is
 (1) for which earliest start time and latest start time are same
 (2) the shortest time path through a network
 (3) for which earliest finish time and latest finish time are same
 (4) the longest time path through a network
67. If a person buys one ticket of a State lottery, then the probability that he wins a price is 0.11. If a person buys one ticket each month for five months, what is the probability that he will win least one price ?
 (1) 0.55
 (2) 0.50
 (3) 0.44
 (4) 0.56
68. What describes the market, product and technological areas of business ?
 (1) BCG Matrix
 (2) GE Nine Cell Matrix
 (3) 7 'S Framework
 (4) Company Mission
69. Which of the following is true for 'Routing' ?
 (1) It is flow of "work in the plant
 (2) Route sheets include list of machine tools that are to be followed
 (3) It depends upon material handling facilities
 (4) All of the above
70. The transit time consist of :
 (1) Time taken by raw material from machine to machine
 (2) Time consumed in moving the work between various departments
 (3) Time taken by a worker to machine a component
 (4) None of the above
71. Gantt chart is mostly used for :
 (1) Routing
 (2) Scheduling
 (3) Follow up
 (4) Inspection and quality control
72. Logistics is the part of a supply chain involved with the forward and reverse flow of a :
 (1) Goods
 (2) Services
 (3) Cash
 (4) All of the above
73. Closed loop MRP means
 (1) Actual sales are netted off the forecast in MPS
 (2) Unused material are returned to stores
 (3) Capacity and resource planning is included in MRP
 (4) All of the above

74. Company seeking ethical standard must purport to :
- (1) Good employee relations (2) Better production portfolio
(3) Economy of scale (4) Public disclosure and publishing
75. The is a plan for the production of individual end items.
- (1) MPS (2) JIT
(3) ERP (4) MRP
76. The macro environment for a business includes
- (1) Economic, regulatory and competitive factors
(2) Political, legal and socio-cultural factors
(3) Global, workforce and shareholder factors
(4) Supplier, technological and customer factors
77. What is mass marketing ?
- (1) Offering the same products and marketing mix to all consumers
(2) Offering variety of products to the entire market
(3) Offering differentiated products to all customers
(4) Following concentrated marketing strategy
78. A mission statement should cover :
- (1) Products (2) Customers
(3) Technology (4) All of the above
79. Which of the following is *not* one of the Porter's five forces ?
- (1) Bargaining power of customers (2) Bargaining power of employees
(3) Bargaining power of suppliers (4) Risk of new entrants
80. If the two regression coefficients are 0.8 and 0.2, then the value of coefficient of correlation is :
- (1) + 0.16 (2) - 0.40
(3) - 0.16 (4) +0.40
81. BRICS includes :
- (1) Bhutan, Romania, Indonesia, Chile and South Korea
(2) Brazil, Russia, Indonesia, Chile and Sudan
(3) Brazil, Russia, India, China and South Africa
(4) Britain, Russia, India, Czechoslovakia, Sri Lanka
82. 'Value' refers to a comparison by :
- (1) Firm as to "whether a particular product and market are 'worth entering"
(2) Shareholders as to whether to purchase shares of a firm
(3) Customers as to whether the price for a product is worth it,
(4) Employees as to whether his/her qualification is as required for job.
83. Which one of the following methods is not a demand forecasting method of Human Resource Planning ?
- (1) Management judgement (2) Management Grid
(3) Work study technique (4) Statistical techniques

A

84. When an organisation enters new markets or industries with new products, it is called
- (1) Competitive expansion (2) Competitive dominance
(3) Concentric expansion (4) Conglomerate diversification
85. The stage where the market begins to get saturated and firms begin to focus on efficiencies and variations of the product, is called the
- (1) Decline stage (2) Slowing stage
(3) Maturity stage (4) None of these
86. Transaction of Internet Banking excludes :
- (1) Withdrawal of cash anywhere in India
(2) Statement of account for a specific period
(3) Transfer of funds from one account to another account
(4) Balance enquiry
87. The corporate governance structure of a company reflects the individual companies :
- (1) Cultural and economic system (2) Legal and business systems
(3) Social and regulatory system (4) All of the above
88. An organization's appropriate tone at the top promoting ethical conduct is an example of :
- (1) Ethics sensitivity (2) Ethics incentives
(3) Ethical behaviour (4) Consequentialist
89. An independent director is one who :
- (1) Did not attend a school supported by the company
(2) Does not have outside relationships with other directors
(3) Does not have any other relationships with the company other than his or her directorship
(4) All of the above
90. An is a set of processes and procedures that transform data into information and knowledge.
- (1) Information system (2) Database system
(3) Knowledge system (4) Computer system
91. Which one of the following is a part of every game theory model ?
- (1) Players (2) Payoffs
(3) Strategies (4) Probabilities
92. Assertion (A) : Debt - equity ratio indicates the long term solvency of a company.
Reasoning (R) : It measures the ability of the company to pay off its long term liabilities.
- Select the correct answer from the code given below :
- (1) Both (A) and (R) are correct and (R) is the correct reason for (A).
(2) Both (A) and (R) are correct but (R) does not explain (A) correctly.
(3) (A) is correct but (R) is wrong.
(4) (A) is wrong but (R) is correct

93. Who among the following is *not* associated with theories of motivation ?
- (1) A.H. Maslow (2) Cris Argris
(3) Frederick Herzberg (4) Peter F. Drucker
94. ERP system is built on a..... utilising a common computing platform.
- (1) Centralised database (2) Individual database
(3) Centralised layout (4) Modular database
95. Following is (are) the component(s) of risk management
- (1) Risk assessment (2) Risk Ranking
(3) Risk control (4) All of the above
96. Who plays an important role in the success of products and services and in increasing the marketing share of the firm in business ?
- (1) Functional level managers (2) Corporate level managers
(3) Business level managers (4) All of the above
97. Which one of the following is *not* covered in macro-economic ?
- (1) Performance of the entire Economy
(2) Price and output determination of a commodity
(3) Factors and forces of economic fluctuations
(4) Monetary and fiscal policies
98. Which source of finance is most risky ?
- (1) External equity (2) Retained earnings
(3) Debt (4) Depreciation fund
99. Which is most popular source of short term finance ?
- (1) Commercial papers (2) Credit facility
(3) Commercial bills (4) Commercial banks
100. Statement (I) : Management is not just a creature of the economy; it is a creator as well.
Statement (II) : He who can manage, can manage anything.
- (1) Statement (I) is correct but (II) is incorrect.
(2) Statement (II) is correct but (I) is incorrect
(3) Both the statements (I) and (II) incorrect.
(4) Both the statements (I) and (II) are correct.

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 - (3) (1) and (2) both
 - (4) None of the above
31. Which is not related to Neoclassical theory of Organisation consists of :
- (1) Human orientation
 - (2) Non-formal organisation
 - (3) Decentralisation
 - (4) Principle of Balance
32. Which is *not* correct about nature of leadership ?
- (1) Functional relationship
 - (2) Dynamic Process
 - (3) Ideal Conduct
 - (4) Unity of Mutual interests
33. The controller function of the financial management concerns with :
- (1) advertising the public issue of the firm
 - (2) negotiating with banks for loans
 - (3) analysing variance between standard costs and actual costs
 - (4) estimating the future cash flows from certain project
34. Which is hidden self in the Johari Window' ?
- (1) Private area
 - (2) Dark area
 - (3) Blind area
 - (4) Public area

35. Expectancy theory is developed by :
- (1) Vroom Victor (2) Robinson
(3) Alfred (4) Adam
36. Which one of the following statement is true ?
- (1) If one of the regression coefficients is greater than one, the other must also be greater than one.
(2) The product of the two regression coefficients is always more than one.
(3) The signs of the two regression coefficients are always the same
(4) Correlation coefficient is the arithmetic mean of the two regression coefficients
37. Matrix Structure refers to an organisation
- (1) Structure that creates dual lines of authority and combines functional and product departmentation.
(2) Structure characterized by a low degree of departmentation, wide spans of control and authority centralized.
(3) Structure which is typically a small, core organisation that outsources its major business functions.
(4) Structure of a highly routine operating tasks achieved through specialization, very formalized rules and regulation, centralizes authority and decision making that follows the chain of command.
38. Liberalization means
- (1) Reducing number of reserved industries from 17 to 8.
(2) Liberating the industry, trade and economy from unwanted restrictions
(3) Opening up of economy to the world by attaining international competitiveness
(4) Free determination of interest rates
39. Laissez Faire policy is adopted in
- (1) Socialist Economic System (2) Capitalist Economic System
(3) Mixed Economic System (4) None of the above
40. A possible obstacle to growth of privatization is ...
- (1) Profit earned by public sector enterprises
(2) Sale of least profitable enterprises
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41. Which one of the following is a part of every game theory model ?
- (1) Players (2) Pauoffs
(3) Strategies (4) Probabilities

42. Assertion (A) : Debt - equity ratio indicates the long term solvency of a company.
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 - (2) Time consumed in moving the work between various departments
 - (3) Time taken by a worker to machine a component
 - (4) None of the above
61. BRICS includes :
- (1) Bhutan, Romania, Indonesia, Chile and South Korea
 - (2) Brazil, Russia, Indonesia, Chile and Sudan
 - (3) Brazil, Russia, India, China and South Africa
 - (4) Britain, Russia, India, Czechoslovakia, Sri Lanka
62. 'Value' refers to a comparison by :
- (1) Firm as to "whether a particular product and market are 'worth entering
 - (2) Shareholders as to whether to purchase shares of a firm
 - (3) Customers as to whether the price for a product is worth it,
 - (4) Employees as to whether his/her qualification is as required for job.
63. Which one of the following methods is not a demand forecasting method of Human Resource Planning ?
- (1) Management judgement
 - (2) Management Grid
 - (3) Work study technique
 - (4) Statistical techniques
64. When an organisation enters new markets or industries with new products, it is called
- (1) Competitive expansion
 - (2) Competitive dominance
 - (3) Concentric expansion
 - (4) Conglomerate diversification
65. The stage where the market begins to get saturated and firms being to focus on efficiencies and variations of the product, is called the
- (1) Decline stage
 - (2) Slowing stage
 - (3) Maturity stage
 - (4) None of these
66. Transaction of Internet Banking excludes :
- (1) Withdrawal of cash anywhere in India
 - (2) Statement of account for a specific period
 - (3) Transfer of funds from one account to another account
 - (4) Balance enquiry
67. The corporate governance structure of a company reflects the individual companies :
- (1) Cultural and economic system
 - (2) Legal and business systems
 - (3) Social and regulatory system
 - (4) All of the above
68. An organization's appropriate tone at the top promoting ethical conduct is an example of :
- (1) Ethics sensitivity
 - (2) Ethics incentives
 - (3) Ethical behaviour
 - (4) Consequentialist

69. An independent director is one who :
- (1) Did not attend a school supported by the company
 - (2) Does not have outside relationships with other directors
 - (3) Does not have any other relationships with the company other than his or her directorship
 - (4) All of the above
70. An is a set of processes and procedures that transform data into information and knowledge.
- (1) Information system
 - (2) Database system
 - (3) Knowledge system
 - (4) Computer system
71. Which factor is *not* considered in dividend policy decisions ?
- (1) Legal conditions for payment of dividend
 - (2) Financial requirements of a firm
 - (3) Growth prospects
 - (4) Desire to have control on management
72. When an industry is growing and there are also significant opportunities of economies of scale :
- (1) The firm should pursue horizontal integration
 - (2) The firm should pursue forward integration
 - (3) The firm should seek other slower industries to enter
 - (4) The firm should pursue foreign markets
73. Which of the following statements is false ?
- (1) The opportunity cost of an input is considered in capital budgeting
 - (2) Capital budgeting decisions are reversible in nature
 - (3) Cash flows and accounting Profits are different
 - (4) An expansion decision is a capital budgeting decision
74. Which is the task of advertising ?
- (1) Providing information about product
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75. Which one of the following is *not* an unfair labour practice ?
- (1) Use of force to prevent a worker from attending work.
 - (2) Staging demonstration at residence of managerial staff members
 - (3) Damaging property of employer
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76. Which of the following is the function of distribution channel ?
- (1) Fixing prices
 - (2) Promotional activities
 - (3) Storage and distribution
 - (4) All of the above

77. Modern marketing includes
- | | |
|----------------------|-----------------------|
| (1) Social Marketing | (2) Digital marketing |
| (3) Green Marketing | (4) All of these |
78. B2C stands for-----
- | | |
|-----------------------------|--------------------------|
| (1) Budget to customer | (2) Business to customer |
| (3) Business to competition | (4) Business to commerce |
79. The choice of marketing mix depends on-----
- (1) The marketing environment of the organisation
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80. Staffing includes-----
- | | |
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| (1) Work load estimation | (2) Appointment of personnel |
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81. **Assertion (A).** In 1991 government decided to allow all foreign investment to any industries without any restrictions.
Reason (R). Government has enhanced the investment limit of small scale industries units.
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82. Which among the following is *not* a generic strategy ?
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|------------------------------|------------------------------|
| (1) Unity Strategy | (2) Cost leadership strategy |
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83. External environment of business is :
- | | |
|-------------------|------------------|
| (1) Physical | (2) Economic |
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84. Managerial economics is concerned with which combination of the following ?
- (a) Investment Analysis and Decisions
 - (b) Production Behaviour and Cost Analysis
 - (c) Input Reward Analysis and Decisions
 - (d) Economic Environment Analysis
- | | |
|----------------------|----------------------|
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86. Cost - Plus pricing is *not* suitable for :
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93. Level of significance in hypothesis testing refers to
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 - (2) Equity, long-term debt and short-term loan
 - (3) Equity, capital and debt capital
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- (1) Good employee relations
 - (2) Better production portfolio
 - (3) Economy of scale
 - (4) Public disclosure and publishing
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- (1) MPS
 - (2) JIT
 - (3) ERP
 - (4) MRP
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 - (2) Political, legal and socio-cultural factors
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 - (2) Bargaining power of employees
 - (3) Bargaining power of suppliers
 - (4) Risk of new entrants
70. If the two regression coefficients are 0.8 and 0.2, then the value of coefficient of correlation is :
- (1) + 0.16
 - (2) - 0.40
 - (3) - 0.16
 - (4) +0.40
71. BRICS includes :
- (1) Bhutan, Romania, Indonesia, Chile and South Korea
 - (2) Brazil, Russia, Indonesia, Chile and Sudan
 - (3) Brazil, Russia, India, China and South Africa
 - (4) Britain, Russia, India, Czechoslovakia, Sri Lanka
72. 'Value' refers to a comparison by :
- (1) Firm as to "whether a particular product and market are 'worth entering
 - (2) Shareholders as to whether to purchase shares of a firm
 - (3) Customers as to whether the price for a product is worth it,
 - (4) Employees as to whether his/her qualification is as required for job.
73. Which one of the following methods is *not* a demand forecasting method of Human Resource Planning ?
- (1) Management judgement
 - (2) Management Grid
 - (3) Work study technique
 - (4) Statistical techniques
74. When an organisation enters new markets or industries with new products, it is called
- (1) Competitive expansion
 - (2) Competitive dominance
 - (3) Concentric expansion
 - (4) Conglomerate diversification
75. The stage where the market begins to get saturated and firms being to focus on efficiencies and variations of the product, is called the
- (1) Decline stage
 - (2) Slowing stage
 - (3) Maturity stage
 - (4) None of these
76. Transaction of Internet Banking excludes :
- (1) Withdrawal of cash anywhere in India
 - (2) Statement of account for a specific period
 - (3) Transfer of funds from one account to another account
 - (4) Balance enquiry

77. The corporate governance structure of a company reflects the individual companies :
- (1) Cultural and economic system
 - (2) Legal and business systems
 - (3) Social and regulatory system
 - (4) All of the above
78. An organization's appropriate tone at the top promoting ethical conduct is an example of :
- (1) Ethics sensitivity
 - (2) Ethics incentives
 - (3) Ethical behaviour
 - (4) Consequentialist
79. An independent director is one who :
- (1) Did not attend a school supported by the company
 - (2) Does not have outside relationships with other directors
 - (3) Does not have any other relationships with the company other than his or her directorship
 - (4) All of the above
80. An is a set of processes and procedures that transform data into information and knowledge.
- (1) Information system
 - (2) Database system
 - (3) Knowledge system
 - (4) Computer system
81. Which is not related to Neoclassical theory of Organisation consists of :
- (1) Human orientation
 - (2) Non-formal organisation
 - (3) Decentralisation
 - (4) Principle of Balance
82. Which is *not* correct about nature of leadership ?
- (1) Functional relationship
 - (2) Dynamic Process
 - (3) Ideal Conduct
 - (4) Unity of Mutual interests
83. The controller function of the financial management concerns with :
- (1) advertising the public issue of the firm
 - (2) negotiating with banks for loans
 - (3) analysing variance between standard costs and actual costs
 - (4) estimating the future cash flows from certain project
84. Which is hidden self in the Johari Window' ?
- (1) Private area
 - (2) Dark area
 - (3) Blind area
 - (4) Public area
85. Expectancy theory is developed by :
- (1) Vroom Victor
 - (2) Robinson
 - (3) Alfred
 - (4) Adam
86. Which one of the following statement is true ?
- (1) If one of the regression coefficients is greater than one, the other must also be greater than one.
 - (2) The product of the two regression coefficients is always more than one.
 - (3) The signs of the two regression coefficients are always the same
 - (4) Correlation coefficient is the arithmetic mean of the two regression coefficients

- 87.** Matrix Structure refers to an organisation
- (1) Structure that creates dual lines of authority and combines functional and product departmentation.
 - (2) Structure characterized by a low degree of departmentation, wide spans of control and authority centralized.
 - (3) Structure which is typically a small, core organisation that outsources its major business functions.
 - (4) Structure of a highly routine operating tasks achieved through specialization, very formalized rules and regulation, centralizes authority and decision making that follows the chain of command.
- 88.** Liberalization means
- (1) Reducing number of reserved industries from 17 to 8.
 - (2) Liberating the industry, trade and economy from unwanted restrictions
 - (3) Opening up of economy to the world by attaining international competitiveness
 - (4) Free determination of interest rates
- 89.** Laissez Faire policy is adopted in
- (1) Socialist Economic System
 - (2) Capitalist Economic System
 - (3) Mixed Economic System
 - (4) None of the above
- 90.** A possible obstacle to growth of privatization is ...
- (1) Profit earned by public sector enterprises
 - (2) Sale of least profitable enterprises
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- 91.** Vertical merger is the merger of two firms which are involved in which one of the following forms ?
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- 92.** A is a broad statement of the purpose, scope, duties and responsibilities of a particular job :
- (1) Job analysis
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93. In which one of the following situations is the application of t-test is most appropriate ?
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- (1) ILO, Government, Association of employers
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99. To manage a business well is to manage its future and to manage the future is to manage information is termed as
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11. Which one of the following is a part of every game theory model ?
- (1) Players (2) Pauoffs
(3) Strategies (4) Probabilities
12. Assertion (A) : Debt - equity ratio indicates the long term solvency of a company.
Reasoning (R) : It measures the ability of the company to pay off its long term liabilities.
Select the correct answer from the code given below :
- (1) Both (A) and (R) are correct and (R) is the correct reason for (A).
(2) Both (A) and (R) are correct but (R) does not explain (A) correctly.
(3) (A) is correct but (R) is wrong.
(4) (A) is wrong but (R) is correct
13. Who among the following is *not* associated with theories of motivation ?
- (1) A.H. Maslow (2) Cris Argris
(3) Frederick Herzberg (4) Peter F. Drucker
14. ERP system is built on a..... utilising a common computing platform.
- (1) Centralised database (2) Individual database
(3) Centralised layout (4) Modular database
15. Following is (are) the component(s) of risk management
- (1) Risk assessment (2) Risk Ranking
(3) Risk control (4) All of the above
16. Who plays an important role in the success of products and services and in increasing the marketing share of the firm in business ?
- (1) Functional level managers (2) Corporate level managers
(3) Business level managers (4) All of the above
17. Which one of the following is *not* covered in macro-economic ?
- (1) Performance of the entire Economy
(2) Price and output determination of a commodity
(3) Factors and forces of economic fluctuations
(4) Monetary and fiscal policies

18. Which source of finance is most risky ?
(1) External equity (2) Retained earnings
(3) Debt (4) Depreciation fund
19. Which is most popular source of short term finance ?
(1) Commercial papers (2) Credit facility
(3) Commercial bills (4) Commercial banks
20. Statement (I) : Management is not just a creature of the economy; it is a creator as well.
Statement (II) : He who can manage, can manage anything.
(1) Statement (I) is correct but (II) is incorrect.
(2) Statement (II) is correct but (I) is incorrect
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(4) None of the above

51. **Assertion (A).** In 1991 government decided to allow all foreign investment to any industries without any restrictions.
Reason (R). Government has enhanced the investment limit of small scale industries units.
- (1) Both (A) and (R) are true and (R) is the correct explanation of (A)
 - (2) Both (A) and (R) are true but (R) is not the correct explanation of (A)
 - (3) (A) is true but (R) is false.
 - (4) (A) is false but (R) is true.
52. Which among the following is **not** a generic strategy ?
- (1) Unity Strategy
 - (2) Cost leadership strategy
 - (3) Differentiation Strategy
 - (4) Niche strategy
53. External environment of business is :
- (1) Physical
 - (2) Economic
 - (3) Demographical
 - (4) All of these
54. Managerial economics is concerned with which combination of the following ?
- (a) Investment Analysis and Decisions
 - (b) Production Behaviour and Cost Analysis
 - (c) Input Reward Analysis and Decisions
 - (d) Economic Environment Analysis
- (1) (a), (b) and (c)
 - (2) (b), (c) and (d)
 - (3) (a), (b) and (d)
 - (4) (a), (c) and (d)
55. In case the producer's equilibrium shifts to a higher isoquant due to decrease in price of an input, the curve combining the successive equilibrium positions is known as :
- (1) Product line
 - (2) Price Factor Curve
 - (3) Production possibility curve
 - (4) Expansion path
56. Cost - Plus pricing is **not** suitable for :
- (1) Monopoly Pricing
 - (2) Public utility pricing
 - (3) Profit Maximizing
 - (4) Monopoly Pricing
57. An analysis of the internal environment enables a firm to identify :
- (1) Opportunities and threats
 - (2) Strengths and weaknesses
 - (3) Opportunities and strengths
 - (4) Weakness and threats
58. Which statement is correct ?
- (1) An inferior good is one whose consumption decrease when income increases.
 - (2) The total change in quantity consumed of a commodity due to change in its price is called the price effect.
 - (3) Income effect results from the increase in real income due to a decrease in the price of a commodity.
 - (4) All of the above

59. An interview, in which the applicant is interviewed sequentially by several persons and each rates the applicant on a standard form, is called :
- (1) Unstructured Sequential Interview
 - (2) Structured Sequential Interview
 - (3) Job - related Interview
 - (4) Mass Interview
60. GNP =
- (1) GDP – Net Depreciation
 - (2) GDP – interest
 - (3) GDP – Net factor income from abroad
 - (4) All of these
61. Which factor is *not* considered in dividend policy decisions ?
- (1) Legal conditions for payment of dividend
 - (2) Financial requirements of a firm
 - (3) Growth prospects
 - (4) Desire to have control on management
62. When an industry is growing and there are also significant opportunities of economies of scale :
- (1) The firm should pursue horizontal integration
 - (2) The firm should pursue forward integration
 - (3) The firm should seek other slower industries to enter
 - (4) The firm should pursue foreign markets
63. Which of the following statements is false ?
- (1) The opportunity cost of an input is considered in capital budgeting
 - (2) Capital budgeting decisions are reversible in nature
 - (3) Cash flows and accounting Profits are different
 - (4) An expansion decision is a capital budgeting decision
64. Which is the task of advertising ?
- (1) Providing information about product
 - (2) Image Building
 - (3) Behaviour reinforcement
 - (4) All of the above
65. Which one of the following is *not* an unfair labour practice ?
- (1) Use of force to prevent a worker from attending work.
 - (2) Staging demonstration at residence of managerial staff members
 - (3) Damaging property of employer
 - (4) Going on unauthorized leave

66. Which of the following is the function of distribution channel ?
(1) Fixing prices (2) Promotional activities
(3) Storage and distribution (4) All of the above
67. Modern marketing includes
(1) Social Marketing (2) Digital marketing
(3) Green Marketing (4) All of these
68. B2C stands for-----
(1) Budget to customer (2) Business to customer
(3) Business to competition (4) Business to commerce
69. The choice of marketing mix depends on-----
(1) The marketing environment of the organisation
(2) Marketing objectives
(3) Marketing information system
(4) All of these
70. Staffing includes-----
(1) Work load estimation (2) Appointment of personnel
(3) Training (4) All of these
71. Mass production is characterized by :
(1) Low volume high variety (2) High volume low variety
(3) High volume high variety (4) Low volume low variety
72. The following type of layout is preferred to manufacture a standard product in large quantity :
(1) Product layout (2) Process layout
(3) Fixed position layout (4) Combination layout
73. The time period between placing an order its receipt in stock is known as :
(1) Lead time (2) Carrying time
(3) Shortage time (4) Overtime
74. The scientific system of collecting and analysis of data pertaining to market is known as :
(1) Production Research (2) Advertising Research
(3) Marketing Research (4) None of the above
75. Which is the first stage in the project management model ?
(1) Understanding the project environment
(2) Project Planning
(3) Project Definition
(4) Project Control

76. The critical path of a network is
- (1) for which earliest start time and latest start time are same
 - (2) the shortest time path through a network
 - (3) for which earliest finish time and latest finish time are same
 - (4) the longest time path through a network
77. If a person buys one ticket of a State lottery, then the probability that he wins a price is 0.11. If a person buys one ticket each month for five months, what is the probability that he will win least one price ?
- (1) 0.55
 - (2) 0.50
 - (3) 0.44
 - (4) 0.56
78. What describes the market, product and technological areas of business ?
- (1) BCG Matrix
 - (2) GE Nine Cell Matrix
 - (3) 7 'S Framework
 - (4) Company Mission
79. Which of the following is true for 'Routing' ?
- (1) It is flow of "work in the plant
 - (2) Route sheets include list of machine tools that are to be followed
 - (3) It depends upon material handling facilities
 - (4) All of the above
80. The transit time consist of :
- (1) Time taken by raw material from machine to machine
 - (2) Time consumed in moving the work between various departments
 - (3) Time taken by a worker to machine a component
 - (4) None of the above
81. Which of the following Statement is false :
- (1) Secondary data are data collected for some purpose other than the problem at hand.
 - (2) Secondary data are an economical and quick source of background information.
 - (3) Secondary data are originated by researcher for specific purpose of addressing a research problem.
 - (4) Primary data should not be collected until the available secondary data have been fully analyzed.
82. Indicate the incorrect statement among the following :
- (1) A *statistics* is a summary description of characteristics of the sample
 - (2) A *parameter* is a summary description of a fixed characteristics of target population
 - (3) The *confidence level* is the range into which the true population parameter will fall, assuming a given level of confidence
 - (4) The confidence level is the probability that a confidence interval will exclude the population parameter

83. Level of significance in hypothesis testing refers to
- (1) The probability of making a type-I error
 - (2) The probability of making type - II error
 - (3) The probability of rejecting the null hypothesis when it is false
 - (4) Power of a statistical test
84. Chi-square test is used as :
- (1) A test of significance of mean in cross tabulation
 - (2) A test of significance of proportion
 - (3) A test of analysis of variance in bivariate data
 - (4) A test of significance of the observed association in a cross tabulation
85. Which statistics and statistical term is *not* associated with Bivariate regression analysis ?
- (1) Coefficient of multiple determination
 - (2) Standard error of estimate
 - (3) Estimated or predicted value
 - (4) Coefficient of determination
86. Kaiser-Meyer-Olkin is a measure of-----.
- (1) Factor scores
 - (2) Factors loading
 - (3) Correlation between variables
 - (4) Sampling adequacy
87. Which one of the following is *not* a 'hygiene factor' of Herzberg's Two Factor theory ?
- (1) Interpersonal relations
 - (2) Working conditions
 - (3) Responsibility
 - (4) Job security
88. *Assertion (A)* : Promotion is a move within the organisation to a higher position that has greater responsibilities and requires more advanced skills.
Reasoning (R) : Promotion may not involve a raise in status but a hike in salary is a must.
- (1) (A) and (R) both are correct
 - (2) (A) and (R) both are incorrect
 - (3) (A) is correct whereas (R) is incorrect
 - (4) (A) is incorrect whereas (R) is correct
89. Organisation behaviour consists of :
- (1) Organisation theory
 - (2) Organisation development
 - (3) Personnel resources
 - (4) All of these
90. Who is *not* the developer of Classical Theory of Organisation and Management ?
- (1) Max Weber
 - (2) Warren Buffet
 - (3) Gulick
 - (4) Moone and Raley

91. BRICS includes :
- (1) Bhutan, Romania, Indonesia, Chile and South Korea
 - (2) Brazil, Russia, Indonesia, Chile and Sudan
 - (3) Brazil, Russia, India, China and South Africa
 - (4) Britain, Russia, India, Czechoslovakia, Sri Lanka
92. 'Value' refers to a comparison by :
- (1) Firm as to "whether a particular product and market are 'worth entering
 - (2) Shareholders as to whether to purchase shares of a firm
 - (3) Customers as to whether the price for a product is worth it,
 - (4) Employees as to whether his/her qualification is as required for job.
93. Which one of the following methods is not a demand forecasting method of Human Resource Planning ?
- (1) Management judgement
 - (2) Management Grid
 - (3) Work study technique
 - (4) Statistical techniques
94. When an organisation enters new markets or industries with new products, it is called
- (1) Competitive expansion
 - (2) Competitive dominance
 - (3) Concentric expansion
 - (4) Conglomerate diversification
95. The stage where the market begins to get saturated and firms being to focus on efficiencies and variations of the product, is called the
- (1) Decline stage
 - (2) Slowing stage
 - (3) Maturity stage
 - (4) None of these
96. Transaction of Internet Banking excludes :
- (1) Withdrawal of cash anywhere in India
 - (2) Statement of account for a specific period
 - (3) Transfer of funds from one account to another account
 - (4) Balance enquiry
97. The corporate governance structure of a company reflects the individual companies :
- (1) Cultural and economic system
 - (2) Legal and business systems
 - (3) Social and regulatory system
 - (4) All of the above
98. An organization's appropriate tone at the top promoting ethical conduct is an example of :
- (1) Ethics sensitivity
 - (2) Ethics incentives
 - (3) Ethical behaviour
 - (4) Consequentialist
99. An independent director is one who :
- (1) Did not attend a school supported by the company
 - (2) Does not have outside relationships with other directors
 - (3) Does not have any other relationships with the company other than his or her directorship
 - (4) All of the above
100. An is a set of processes and procedures that transform data into information and knowledge.
- (1) Information system
 - (2) Database system
 - (3) Knowledge system
 - (4) Computer system

Ph.D/URS/M.Phil 2018 IMSAR Entrance Test Key

S.No	Set-A	Set-B	Set-C	Set-D
1	3	2	4	4
2	4	4	1	1
3	1	3	2	3
4	4	4	4	1
5	1	1	3	1
6	4	2	4	3
7	3	1	4	1
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41	4	3	2	4
42	1	1	1	4
43	2	4	1	2
44	4	1	3	1
45	3	4	1	4
46	4	4	4	1

Ph.D/URS/M.Phil 2018 IMSAR Entrance Test Key

S.No	Set-A	Set-B	Set-C	Set-D
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96	4	4	3	1
97	2	3	3	4
98	3	3	3	3
99	4	4	1	3
100	4	2	2	1