

1. Which among the following IFRS principles are applicable to recognize and measure the goodwill acquired in the business combination or a gain from a bargain purchase?

- A. IFRS 2
- B. IFRS 8
- C. IFRS 3
- D. IFRS 7

2. With respect to Herzberg's two factor theory, select the correct option from below

- A. Improving the motivator factors decreases the job satisfaction
- B. Improving the hygiene factors increases job dissatisfaction
- C. Improving the motivator factors increases the job satisfaction
- D. Job satisfaction is influenced by hygiene factors

3. When a right to sell a security is acquired, it is known as

- A. call option
- B. put option
- C. double option
- D. single option

4. Mr. X is entitled to transport allowance of Rs. 1,800 p.m. for commuting from his residence to office and back and he spends Rs. 1,400 p.m. The exemption shall be allowed of

- A. Rs. 1,800 p.m.
- B. Rs. 1,400 p.m.
- C. Rs. 1,600 p.m.
- D. Nil

5.MUDRA is the acronym for

- A. Medium and Small Units Development and Refinance Agency
- B. Micro Units Development and Refinance Agency
- C. Monetary Undertakings Development and Regulatory Agency
- D. Micro Unit Development and Rehabilitation Agency

6.While deciding between mutually exclusive projects, the NPV and IRR rules can give conflicting rankings to the projects. Which of the following methods should be chosen in case of conflict in rankings between IRR and NPV methods?

- A. IRR
- B. PI
- C. ARR
- D. NPV

7.Which of the following statements is not true?

- A. Two indifference curve can intersect each other
- B. an indifference curve never touches either axis
- C. Higher Indifference curve gives a higher level of satisfaction
- D. Indifference Curve is convex to the origin

8.Meaning of unpaid seller is

- A. The person who has not paid the price
- B. The person who has sold the goods and received the price
- C. The person who has sold the goods and has not yet received the price
- D. The person who has not sold the goods

9.Which of the following is not a type of countertrade?

- A. Barter
- B. Counter Purchase
- C. Switch trading
- D. Arbitrage

10. **Statement I:** M M model asserts that the value of the firm is not affected whether the firm pays a dividend or not.

Statement II: According to Walter, the optimum payout ratio for growth firm is 100%.

Choose the correct option from the following:

- A. Statement I is correct, Statement II is incorrect.
- B. Statement I is incorrect, Statement II is correct.
- C. Both Statement I and Statement II are correct.
- D. Both Statement I and Statement II are incorrect.

11. The national housing bank was set up in India as a wholly-owned subsidiary of which of the following:

- A. ICICI Bank
- B. RBI and LIC Banks
- C. RBI
- D. None of these

12. Which of the following theory states that the country should produce and export the product for which the factors of productions are available in abundant.

- A. Theory of Comparative Advantage
- B. Factor Endowment Theory
- C. Theory of Absolute advantage
- D. Mercantilism theory

13. What refers to an international reserve asset created and maintained by the IMF in 1969 as supplementary foreign exchange reserves?

- A. Special Drawing Rights
- B. Extended credit facility
- C. Rapid credit facility
- D. Standby credit facility

14. Swachh Bharat Abhiyan is an example of

- A. Sustainable marketing
- B. Social marketing
- C. Services marketing
- D. Relationship marketing

15. Statement I: Capital Structures means the entire liabilities side of the balance sheet while Financial Structures means only the long-term liabilities of the company.

Statement II: Capital Structures includes both long-term and short-term sources of funds while Financial Structures includes only the long-term sources of funds.

Choose the correct option from those below:

- A. Statement I is correct, Statement II is incorrect.
- B. Statement I is incorrect, Statement II is correct.
- C. Both Statement I and Statement II are correct.
- D. Both Statement I and Statement II are incorrect.

16. Credit revenue from operations ₹24,00,000; Trade Receivables Turnover Ratio 6 times; Opening Debtors ₹3,20,000. Closing Debtors will be :

- A. ₹4,00,000
- B. ₹4,80,000
- C. ₹80,000

D. ₹7,20,000

17.X and Y are partners in a business sharing profit and losses in the ratio of 3:2 . They admit Z as a new partner with $\frac{1}{5}$ share in the profits. Calculate the new profit sharing ratio of the partners.

A. 12:8:5

B. 12:8:6

C. 12:7:6

D. 12:3:7

18.Under which of the following stages of the Product Life Cycle, promotion strategy aims to maintain a minimum level so as to retain most loyal customers?

A. Introduction

B. Growth

C. Maturity

D. Decline

19.A statement containing items such as job title, location, summary, duties, materials used, working conditions etc., is called

A. Job specification

B. Job evaluation

C. Job description

D. Job analysis

20. Which of the following permits organizations to grow long haul associations with built up and new clients while smoothing out corporate execution.

- A. Green marketing
- B. Customer relationship marketing
- C. Social marketing
- D. Buzz marketing

21. ASEAN was established on _____ in _____ by the 5 original member countries.

- A. 8th August 1967, Singapore
- B. 8th August 1967, Bangkok
- C. 8th August 1949, Dubai
- D. 8th August 1946, Bangkok

22. While tossing a coin, if tail comes, we can't get head and if head comes we can't get tail. This is an example of?

- A. Mutually Exclusive Events
- B. Exhaustive Event
- C. Favorable Event
- D. Independent Event

23. In which type of contract, the purchaser can sell the security to other companies or individuals before the expiration of the contract?

- A. Spot contract
- B. Forward contract
- C. Future contract
- D. Options contract

24. Average fixed cost is:

- A. U shaped
- B. L shaped

- C. Rectangular hyperbola
- D. Straight line

25. _____ is a probability distribution expressing the probability of one set of dichotomous alternatives, i.e., success or failure.

- A. Binomial distribution
- B. Poisson distributions
- C. Normal distributions
- D. None of these

26. What is the full form of CAS regarding World Bank?

- A. Country Assistance System
- B. Country Assistance Strategy
- C. Common Assistance Strategy
- D. Country Assembly Strategy

27. As per the assumptions of Gordon's dividend model in which situation the dividend theory becomes irrelevant?

- A. when retention ratio declines
- B. when the rate of return is equal to the cost of capital
- C. when the dividend payout ratio is 0%
- D. when the rate is higher than the cost of capital

28. Which of the following is not illegal, but is against the intention for which the law is made: (AY 2019-20)

- A. Tax Planning
- B. Tax Management
- C. Tax Evasion
- D. Tax Avoidance

29. With which among the following financial regulators, Forward Market Commission (FMC) merged in 2015?

- A. SEBI
- B. PFRDA
- C. IRDA
- D. RBI

30. What kind of power is derived from one's formal position held in the organization's hierarchy of authority?

- A. Legitimate power
- B. Reward power
- C. Coercive power
- D. Referent power

31. What type of Collective Bargaining it is where both sides aim to benefit in what is seen as 'win-win' bargaining?

- A. Distributive bargaining
- B. Productivity bargaining
- C. Composite bargaining
- D. Integrative bargaining

32. Corporations are controlled and directed by which one of the following?

- A. Corporate mechanism
- B. Corporate codes
- C. Corporate ethics
- D. Corporate governance

33. Statement I: Under premium pricing, charging a price for a service more than standard market value makes the product unique.

Statement II: A company following premium pricing bears high marketing cost.

Choose the correct option from those below:

- A. Statement I is correct, Statement II is incorrect.
- B. Statement I is incorrect, Statement II is correct.
- C. Both Statement I and Statement II are correct.
- D. Both Statement I and Statement II are incorrect.

34. The following information is given

NOI = 28L, Interest on debenture = 10L, $K_e = 18\%$, $K_d = 10\%$. What will be the value of the firm according to the Net Operating Income approach?

- A. 200
- B. 222
- C. 225
- D. 210

35. When a manager decides to share his work and authority with the employees he's supervising, then it is known as

- A. Decentralization
- B. Delegation
- C. Responsibility
- D. Authority

36. Who appoints the governor of RBI in India?

- A. Honourable President of India
- B. The Prime Minister of India
- C. Chief Justice of India
- D. Central Finance Minister

37. Which of the following statements is/are not correct regarding GST in India?

- a) Unlike direct taxes, indirect taxes are not shared equally by every user/consumer in India.
- b) Indirect taxes are regressive.
- c) France was the first country to implement GST.
- d) GST was first mooted by Kelkar task force in 2004.

- A. a, b, c
- B. c and d
- C. Only a
- D. a, b, d

38. In which of the following years, the Bretton Woods Agreement was signed by the delegates from 44 nations which led to the establishment of the IMF?

- A. 1940
- B. 1952
- C. 1944
- D. 1957

39. Basel I norms were introduced in

- A. 1987
- B. 1988
- C. 1989
- D. 2008

40. **Statement I:** Narrow span of control gives rise to a tall organizational structure.

Statement II: Span of control depends upon factors such as nature of the job, nature of the organization.

Choose the correct option from those below:

- A. Statement I is correct., Statement II is incorrect.
- B. Statement I is incorrect, Statement II is correct.
- C. Both Statement I and Statement II are correct.
- D. Both Statement I and Statement II are incorrect.

41. Which of the following speculators expect a fall in the price of securities in the near future?

- A. Bull
- B. Bear
- C. Stag
- D. all of the above

42. The ratio among the number of items and the sum of reciprocals of items is called:

- A. Arithmetic mean
- B. Geometric mean
- C. Harmonic mean
- D. Mode

43. Statement I: Chi-square tests are run to see whether distributions of ratio/interval variables differ from each other

Statement II: Z-test tells if two population means are different when the variances are unknown

Choose the correct option from those below:

- A. Statement I is correct, Statement II is incorrect.
- B. Statement I is incorrect, Statement II is correct.
- C. Both Statement I and Statement II are correct.

D. Both Statement I and Statement II are incorrect.

44. Which of the following is the first payment bank in India?

- A. Airtel Payments Bank
- B. India Post Payments Bank
- C. Fino Payments Bank
- D. Jio Payments Bank

45. Hyperinflation is defined as inflation that exceeds ___ per month.

- A. 25%
- B. 50%
- C. 75%
- D. 90%

46. The first credit rating agency established in India is?

- A. ICRA
- B. CARE
- C. CRISIL
- D. CAMEL

47. "Basel Committee on Banking Supervision" is also known as _____.

- A. Bank for International Settlements Committee
- B. Banking Regulation Committee
- C. Financial Stability Board
- D. Global Financial System

48. ELSS are one of the options for investors to save taxes under :

- A. Sec 80D
- B. Sec 80G
- C. Sec 80C
- D. Sec 80U

49. "Skimming" in e-banking refers to

- A. Identifying fraudsters copying vital information from credit cards
- B. Multiple transactions by one credit card
- C. Conversion of a debit card into credit card
- D. Excessive charge for online services

50. Assertion (A): Financial system helps economic development and promotes development of the weaker section of the society.

Reason (R): The financial system accelerates savings through provision of financial instruments and efficient mobilization of resources.

- A. Both (A) and (R) are correct and (R) is the correct explanation of (A).
- B. Both (A) and (R) are correct and (R) is not the correct explanation of (A).
- C. (A) is correct, but (R) is not correct.
- D. (A) is wrong, but (R) is correct.

51. Which of the following is used to prepare a purchase return book of a firm?

- A. Debit note
- B. Credit note
- C. Credit memo
- D. Cash memo

52. The monopolistic firm will be in equilibrium where

- A. Price =marginal cost
- B. Marginal revenue=marginal cost
- C. Marginal revenue=marginal cost=price
- D. None of the above

53.Which of the following international organisation publishes 'Ease of doing business' report?

- A. World Bank
- B. UNDP
- C. IMF
- D. WEF

54.Which of the following are the two aspects of financial management?

- A. Procurement and providing funds
- B. Generating and utilisation of funds
- C. Procurement and utilisation of funds
- D. Generating and providing funds

55.Statement I: Type II error occurs when a researcher rejects a null hypothesis when it is true.

Statement II: The probability of committing a type II error is known as β .

Choose the correct option from below:

- A. Statement I is correct, Statement II is incorrect.
- B. Statement I is incorrect, Statement II is correct.
- C. Both Statement I and Statement II are correct.
- D. Both Statement I and Statement II are incorrect.

56.A qualified candidate may be underrated because the previous candidate was brilliant. Which type of interview mistake is?

- A. Halo Effect
- B. Projection
- C. Stereotyping
- D. Constant error

57.The theory of comparative advantage was developed by

- A. David Ricardo
- B. Heckscher-Ohlin
- C. Adam Smith
- D. Leontief

58.A budgeting process which demands each manager to justify his entire budget in detail from beginning is

- A. Fixed Budget
- B. Flexible Budget
- C. Zero Based Budgeting
- D. Master Budget

59.To regulate scam in the Indian capital market, which of the following body has regulatory power:

- A. SEBI
- B. RBI
- C. SBI
- D. None of these

60.Which one of the following is not the function of the Reserve Bank of India?

- A. Issue of Banknotes
- B. Accepting deposits and advancing loans to public
- C. Controller of credit

D. Custodian of Cash Reserves of Commercial Banks

61. Which one of the following represents ownership in the shares of a non U.S. company that trades in U.S. financial markets?

- A. ADR's
- B. Convertible bonds
- C. Straight bond
- D. GDR's

62. Sugam is also known as :

- A. ITR-1
- B. ITR-2
- C. ITR-4
- D. ITR-6

63. Which of the following statements is not true?

- a) For the maximization of the value of the firm, a firm tries to maximize the cost of capital.
- b) In the internal rate of return, the project is only accepted when the rate of return is greater than the targeted rates.
- c) The cost of capital controls the capital structure of the firm.
- d) The hurdle rate is used to check the performance of the line managers.

- A. b,c
- B. only b
- C. a,d

D. a,b,c

64.**Assertion (A):** Indifference curves are convex to the point of origin.

Reason (R): It is due to the diminishing marginal rate of substitution.

- A. Both (A) and (R) are correct, and (R) is the correct explanation of (A).
- B. Both (A) and (R) are correct, but (R) is not the correct explanation of (A).
- C. (A) is correct, but (R) is not correct.
- D. (A) is wrong, and (R) is correct.

65. _____ promotional strategy attempts to bring the customers to the product so that the customer feels motivated to buy it.

- A. Push Promotional Strategy
- B. Pull Promotional Strategy
- C. Both Push and Pull Promotional Strategy
- D. None of the above

66. Management by Objectives (MBO) was first popularized by who among the following?

- A. Peter Drucker
- B. Adam Smith
- C. Paul Hawken
- D. David Allen

67. A price ceiling below the equilibrium price often leads to _____

- A. Commodity glut
- B. Tax burden on consumer
- C. Shortage of the commodity and black marketing
- D. Export of commodity

68. Lease which includes a third party (a lender) is known as

- A. Direct lease
- B. Sales and lease-back
- C. Leveraged lease
- D. Inverse lease

69. 360° degree Method is related to which of the following?

- A. Performance appraisal
- B. Recruitment
- C. Organizational culture
- D. Selection

70. Statement I: As per the Workmen Compensation Act, if death results from the injury then an amount equal to 40% of the monthly wage of the deceased multiplied by the relevant factor is the compensation.

Statement II: Employer can directly pay such compensation to the employee or his dependents.

Choose the correct option from those below:

- A. Statement I is correct, Statement II is incorrect.
- B. Statement I is incorrect, Statement II is correct.
- C. Both Statement I and Statement II are correct.
- D. Both Statement I and Statement II are incorrect.

71. "In the past the man has been first; in the future the system must be first" who gave this statement.

- A. Henry Fayol
- B. FW Taylor
- C. Luther Gullick
- D. Earnest dale

72. One of the characteristics of the normal distribution is

- A. Mean $>$ Median $>$ Mode
- B. Mean $<$ Median $<$ Mode
- C. Mean = Median = Mode
- D. Mean \neq Median \neq Median

73. To study how the production of goods has changed over time, it would be better for economists to consider:

- A. Nominal GDP
- B. GDP at current prices
- C. Real GDP
- D. GDP deflator

74. Securities premium can not be applied for:

- A. Writing off preliminary expenses
- B. Issuing partly-paid bonus share
- C. Writing off the discount allowed on debentures
- D. Paying the premium on redemption of preference shares

75. Price discrimination involves.

- A. Firms selling different products at different prices to different consumers
- B. Firms selling the same product at different prices to different consumers
- C. Consumers discrimination between different sellers on basis of different prices they quote for different products
- D. Consumers discriminating between different sellers based on different prices they quote for the same product

76. Which of the following is not an advantage of Regional economic Integration?

- A. Trade Creation
- B. Trade Diversion
- C. Co-operation
- D. Employment Opportunities

77. Financial Break-Even Point refers to the level where:

- A. Contribution $>$ Variable Costs
- B. Contribution = Variable Costs
- C. Contribution $>$ Fixed Costs
- D. Contribution = Fixed Costs

78. What do you call the yield from an investment that has the discount rate which equates the present value of expected cash outflow with the present value of expected cash inflow?

- A. Bond returns
- B. ARR
- C. MIR
- D. IRR

79. Which of the following type of organisation has utmost mutual understanding and is suitable for a dynamic environment?

- A. Free-form organisation
- B. Virtual organisation
- C. Network organisation
- D. Horizontal organisation

80. In which one of the following forms of worker's participation in management, management is bound to accept the decision of workers?

- A. Consultative Participation
- B. Administrative Participation

- C. Decisive Participation
- D. Associative Participation

81. Nation's net exchange product and services, its net earnings on cross-border, and its net transfer payments included in

- A. Balance of payments
- B. Capital account
- C. Current account
- D. Balance of trade

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

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

83. Which type of studies would be most appropriate to use in order to measure changed opinions of consumers repeatedly?

- A. Focus group studies
- B. Shadowing studies
- C. Longitudinal studies
- D. Experimental studies

84.MFN (Most favored nation) policy of WTO ensures that a member country charges the same tariff rates on imports for:

- A. the most favored nations
- B. all the WTO member countries
- C. all the under developed nations
- D. all the developed nations

85.Which of the following heads of income is called ‘Residuary head of income’?

- A. Income from salary
- B. Income from house property
- C. Profits and gains from business or profession
- D. Income from other sources

86.In penetration pricing a business firm seeks to access deeper market penetration by keeping prices _____.

- A. Higher
- B. Competitive
- C. Low
- D. Flexible

87._____are those intermediaries that do not take title or possession of goods but just bring buyers and sellers together so as to carry out transactions of sale and purchase.

- A. Wholesalers
- B. Distributors
- C. Agents
- D. Retailers

88.**Assertion (A):** The firm earns both supernormal profits and supernormal losses in the short run monopolistic competition.

Reason (R): The super normal profits earned by a firm will disappear in the long run.

- A. Both (A) and (R) are correct, and (R) is the correct explanation of (A).
- B. Both (A) and (R) are correct, but (R) is not the correct explanation of (A).
- C. (A) is correct, but (R) is not correct.
- D. (A) is wrong, and (R) is correct.

89. Who is known as, "The Father of Human Resource Management and His Hawthorne studies"?

- A. Robbins
- B. George Elton Mayo
- C. F W Taylor
- D. Henry

90. What does the acronym SMART stand for?

- A. Specific, Measurable, Achievable, Rewarded and Timely
- B. Standardised, Measurable, Actionable, Realistic and Timely
- C. Specific, Measurable, Achievable, Relevant and Timely
- D. Suitable, Measurable, Actionable, Relevant and Timely

91. According to Pecking Order Theory, which among the following sources of funds should be the last resort for raising funds?

- A. Equity Shares
- B. Debentures
- C. Retained Earning
- D. Bonds

92. Which of the following is defined under the Indian Contract Act, 1872 as "Every promise or every set of promises forming consideration for each other"?

- A. Offer
- B. Proposal
- C. Agreement
- D. Contract

93. Which of the following is the correct statement regarding margin of safety?

- A. Excess of actual sales over fixed cost
- B. Excess of variable cost over fixed cost
- C. Excess of fixed cost over variable cost
- D. Excess of actual sales over break-even sales

94. In which list preferential creditors are taken in case of liquidation of a company?

- A. List B
- B. List E
- C. List F
- D. List C

95. Which stock exchange is also known as Big Board?

- A. NASDAQ
- B. London Stock Exchange
- C. NYSE
- D. BSE

96. Match List-I (Nature of Demand) with List-II (ep)

List-I (Nature of Demand)	List-II (ep)
a) Completely inelastic demand	i. $ep=1$
b) Unitary elasticity of demand	ii. $ep = \text{infinity}$
c) Relatively elastic demand	iii. $ep=0$
d) Perfectly elastic demand	iv. $ep>1$
e) Relatively inelastic demand	v. $ep<1$

Choose the correct option from the following:

- A. a- i , b- ii, c- iii, d- iv, e- v
- B. a-ii , b- v, c- iii, d-i, e- iv
- C. a-iii, b-i, c-iv, d-ii, e- v
- D. a-v, b- iii. c-iv , d- ii, e- i

97. In which kind of training are employees provided with a short course under working conditions that resemble an actual workplace, shop or office?

- A. Vestibule Training
- B. Versatility Training
- C. On-the-job Training
- D. Classroom Training

98. Mr X is an Indian citizen who left for employment in France on 15-10-2018. He has never left India previously. His residential status is: (AY 2019-20)

- A. Resident and Ordinarily Resident
- B. Resident but Not Ordinarily Resident
- C. Non Resident
- D. Resident

99. Ethical issues that can affect professional and personal life are termed as:

- A. Macro-ethics
- B. Micro-ethics
- C. Morals

D. Rights

100. Which of the following dividend policies does not give management stress of dividend payment?

- A. Stable dividend
- B. Scrip dividend
- C. Property dividend policy
- D. Residual dividend policy

101. Green Box, Red Box and Amber Box are terms in relation with:

- A. WTO
- B. World Bank
- C. IMF
- D. UN

102. Seminars, publications, business events, sponsorship are the tools under which of the following promotion decisions?

- A. Sales promotion
- B. Public relations and Publicity
- C. Direct marketing
- D. Personal selling

103. The companies act prescribes ___ different forms of memorandum which are applicable to different classes of companies.

- A. Four
- B. Six
- C. Three
- D. Seven

104. Goodness of fit of a distribution is tested by

- A. t - test
- B. F - test
- C. Chi - square test
- D. Z – test

105. “Producer→Wholesaler→Consumers”, this distribution channel is known as;

- A. One level channel of distribution
- B. Multi level channel of distribution
- C. Bilateral channel of distribution
- D. Vertical channel of distribution

106. Which of the following represents the full form of BARS in performance appraisal?

- A. Business appraisal and rating system
- B. Balanced assessing and reviewing scorecard
- C. Behaviorally anchored rating scale
- D. Business assessment rating scale

107. Statement I: ABC method of costing has its major application in organizational operations and services but has no application in industrial processes

Statement II: Activity-based costing is a costing method that precisely allocates overheads to items that actually use it

Choose the correct option from those below:

- A. Statement I is correct, Statement II is incorrect.
- B. Statement I is incorrect, Statement II is correct.
- C. Both Statement I and Statement II are correct.

D. Both Statement I and Statement II are incorrect.

108.Assertion(A): Two individuals came together to start a business of rubber plant is a partnership.

Reason(R): Partnership is an agreement between two capable person to perform a task together and share profits out of it.

- A. Both (A) and (R) are correct and (R) is the correct explanation of (A).
- B. Both (A) and (R) are correct but (R) is not the correct explanation of (A).
- C. (A) is correct but (R) is not correct.
- D. (A) is wrong but (R) is correct.

109.QUEST proposed by B Nanus stands for:

- A. Quick Environmental Scanning Technique
- B. Quality Environmental Scanning Technique
- C. Quick Environmental Summarizing Technique
- D. Quality Environmental Scanning Terminology

110.Which of these are not the benefit of FDI to the host country?

- A. Effect on competition
- B. Resources
- C. Employment effects
- D. Balance of payment effect

111.Given below are two statements one is labelled as assertion (A), and other is as reason (R).

Assertion (A): According to Maslow, one has to follow a hierarchy of needs.

Reason(R): One need has to be satisfied before going to next level needs.

- A. A and R both are correct, and R is the right explanation of A
- B. A and R both correct but R is not the right explanation of A
- C. A is correct, and R is incorrect.

D. A is incorrect, and R is correct.

112. Assertion (A): Stratified Random Sampling technique makes the sample more representative to the population.

Reason (R): Stratified Random Sampling divides the entire population into homogeneous groups known as stratas so that sampling techniques can be applied to each group.

- A. Both (A) and (R) are correct, and (R) is the correct explanation of (A).
- B. Both (A) and (R) are correct, but (R) is not the correct explanation of (A).
- C. (A) is correct, but (R) is not correct.
- D. (A) is wrong, and (R) is correct.

113. Which of the following does not come under the definition of "Information" under RTI Act, 2005?

- A. Log Books
- B. Circulars
- C. File Notings in the process
- D. Data material held in any electronic form

114. In marketing myopia, the tendency of firms is to take a

- A. Broad view of the market
- B. Narrow view of the market
- C. Narrow view of MIS
- D. Broad view of MIS

115. Which of the following refers to a situation wherein the service provider exceeds the customer's expectations and creates a Moment of Magic for the customer?

- A. Customer satisfaction
- B. Customer delight
- C. Moment of Truth
- D. Service encounter

116. Assertion (A): The remuneration that a lecturer gets from the University for framing the question papers is chargeable under other sources.

Reason (R): The University is not the employer of the lecturer.

- A. Both (A) and (R) are correct, and (R) is the correct explanation of (A).
- B. Both (A) and (R) are correct, but (R) is not the correct explanation of (A).
- C. (A) is correct, but (R) is not correct.
- D. (A) is wrong, and (R) is correct.

117. It has been described as a cluster of complementary goods and services that are closely related in the minds of consumers but are spread across a diverse set of industries. It is known as

- A. Market Place
- B. Market Space
- C. Meta-Market
- D. Marketing Mix

118. For a regression model, the regression coefficients were calculated to be $b_{xy} = -0.8$ and $b_{yx} = -0.4$

The correlation coefficient for the above will be _____

- A. - 0.5656
- B. 0.5656
- C. - 0.4646
- D. 0.4646

119. Preparation of consolidated Balance Sheet of Holding Company and its subsidiary company is done as per

- A. AS 11
- B. AS 21
- C. AS 22
- D. AS 23

120. Which of the following means dissemination of powers, functions, responsibilities away from a central location.

- A. Delegation
- B. Centralisation
- C. Decentralisation
- D. Accountability

121. Statement (I): Global Depository Receipts are non-negotiable depository receipts issued by a depository bank that represent the shares of the foreign companies.

Statement (II): Global depository Receipts have voting rights in the company.

Choose the correct option from below:

- A. Statement (I) is correct., while statement (II) is incorrect.
- B. Statement (I) is incorrect, while statement (II) is correct.
- C. Both statements are correct.
- D. Both statements are incorrect

122. Dividend paid in a cash flow statement will form part in:

- A. Investing Activities
- B. Financing Activities
- C. Operating Activities
- D. First operating then financing activities
- E. None of the above

123. In the case of Veblen goods, the shape of the demand curve is:

- A. Downward sloping
- B. Upward sloping
- C. It shifts to left
- D. It shifts to the right

124.FCCB stands for:

- A. Foreign Currency Conversion Bonds
- B. Foreign Country Convertible Bonds
- C. Foreign Currency Convertible Bonds
- D. Financial Currency Convertible Bonds

125.Which accounting principle requires all assets to be recorded in the book of accounts at their purchase price which includes cost of acquisition, transportation etc making the asset ready to use?

- A. Cost concept
- B. Revenue Realization concept
- C. Going Concern concept
- D. Money Measurement concept

126.Redeemable preference shares of Rs 8,00,000 are to be redeemed at par for which fresh equity shares of Rs 3,20,000 are issued at a discount of 10%. What amount should be transferred to Capital Redemption Reserve Account?

- A. Rs 8,00,000
- B. Rs 4,80,000
- C. Rs 5,12,000
- D. Rs 2,88,000

127.Statement I: Promissory notes are defined in Section 4 of the Negotiable Instruments Act, 1881.

Statement II: The definition of promissory notes excludes from the category of promissory notes, instruments which do not fall within its terms.

Choose the correct option from those below:

- A. Statement I is correct, Statement II is incorrect.
- B. Statement I is incorrect, Statement II is correct.
- C. Both Statement I and Statement II are correct.
- D. Both Statement I and Statement II are incorrect.

128. Which of the following theory states that the wealth of a nation is measured based on its accumulated wealth in terms of gold and silver?

- A. Theory of Mercantilism
- B. Factor Proportions Theory
- C. Absolute Advantage Theory
- D. Comparative Advantage Theory

129. An author died on November 20, 1979. He had his book copyrighted in 1960. The term of copyright will expire in:

- A. 1979
- B. 1960
- C. 2040
- D. 2050

130. Statement I: Sensitivity training is a technique which integrates individual team and organisational development.

Statement II: Process consultation assumes that an organisation's effectiveness depends upon how well its people relate to one another.

Choose the correct option from those below:

- A. Statement I is correct, Statement II is incorrect.
- B. Statement I is incorrect, Statement II is correct.
- C. Both Statement I and Statement II are correct.
- D. Both Statement I and Statement II are incorrect.

131.The process in which several different lenders join hands together to provide a large loan. It is known as:

- A. Venture Capital financing
- B. Loan Syndication
- C. Bridge loan
- D. Angel financing

132.The EPRG Model was published in the year?

- A. 1972
- B. 1960
- C. 1969
- D. 1952

133.Statement 1: A long hedge is suitable when the hedger already holds an asset and expects to sell it at some time in the future.

Statement 2: A short hedge is suitable when a company knows it will have to buy a certain asset in the future and wants to lock in a price now.

Choose the correct option from those below:

- A. Both statements are correct.
- B. Both statements are incorrect.
- C. Statement 1 is correct. and statement 2 is incorrect.
- D. Statement 1 is incorrect and statement 2 is correct.

134.Under the definition of person, University is an example of

- A. Body of Individuals
- B. Artificial Judicial Person
- C. Association of Person.
- D. Firm

135. In continuous compounding, the time it takes to double the sum grossly follows 'Rule of 69'. If it is changed to discrete compounding, the relevant rule of thumb is_____.

- A. Rule of 69.3
- B. Rule of 72
- C. Rule of 84
- D. Rule of 64

136. Match List-I with List-II

List-I (Acts)	List-II (Year)
a) Essential Commodities Act	i. 1958
b) Competition Act	ii. 1969
c) MRTP Act	iii. 2002
d) Trade and Merchandise Marks Act	iv. 1955

Choose the correct code:

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

137. Colgate has distinct variants under the same product line, for example, Colgate active salt, Colgate max fresh, Colgate sensitive etc.

Identify which of the following dimensions of Product Mix is discussed above?

- A. Width
- B. Length
- C. Consistency

D. Depth

138. Which of the following is not a condition for deduction regarding capital expenditure for hospitals: (AY 2019-20)

- A. It should be a new business and not splitting up of existing business
- B. Capital expenditure is incurred prior to the commencement of its operations.
- C. Capital expenditure shall include expenditure on acquisition of land or goodwill
- D. Assessee shall get his accounts audited and furnish report electronically

139. According to the expectancy theory, which one of the following is the perceived probability that good performance will lead to desired outcomes?

- A. Performance-Reward relationship
- B. Effort-Performance relationship
- C. Outcome-Rewards relationship
- D. Motivation-Effort relationship

140. Assertion (A): Government introduced Marginal Relief for the benefit of taxpayers to reduce their tax liability.

Reason (R): The minor increase in the income of an individual exceeding the prescribed limits can attract surcharge and leads to huge increase in tax.

- A. Both (A) and (R) are correct, and (R) is the correct explanation of (A).
- B. Both (A) and (R) are correct, but (R) is not the correct explanation of (A).
- C. (A) is correct, but (R) is not correct.
- D. (A) is wrong, and (R) is correct.

###ANSWERS###

1. Ans. C.

2. Ans. C.

3. Ans. B.

4. Ans. C.

5. Ans. B.

6. Ans. D.

7. Ans. A.

8. Ans. C.

9. Ans. D.

10. Ans. A.

11. Ans. C.

12. Ans. B.

13. Ans. A.

14. Ans. B.

15. Ans. D.

16. Ans. B.

17. Ans. A.

18. Ans. D.

19. Ans. C.

20. Ans. B.

21. Ans. B.

22. Ans. A.

23. Ans. C.

24. Ans. C.

25. Ans. A.

26. Ans. B.

27. Ans. B.

28. Ans. D.

29. Ans. A.

30. Ans. A.

31. Ans. D.

32. Ans. D.

33. Ans. C.

34. Ans. A.

35. Ans. B.

36. Ans. B.

37. Ans. C.

38. Ans. C.

39. Ans. B.

40. Ans. C.

41. Ans. B.

42. Ans. C.

43. Ans. D.

44. Ans. A.

45. Ans. B.

46. Ans. C.

47. Ans. A.

48. Ans. C.

49. Ans. A.

50. Ans. A.

51. Ans. A.

52. Ans. B.

53. Ans. A.

54. Ans. C.

55. Ans. B.

56. Ans. D.

57. Ans. A.

58. Ans. C.

59. Ans. A.

60. Ans. B.

61. Ans. A.

62. Ans. C.

63. Ans. C.

64. Ans. A.

65. Ans. B.

66. Ans. A.

67. Ans. C.

68. Ans. C.

69. Ans. A.

70. Ans. A.

71. Ans. B.

72. Ans. C.

73. Ans. C.

74. Ans. B.

75. Ans. B.

76. Ans. B.

77. Ans. D.

78. Ans. D.

79. Ans. A.

80. Ans. D.

81. Ans. C.

82. Ans. A.

83. Ans. C.

84. Ans. B.

85. Ans. D.

86. Ans. C.

87. Ans. C.

88. Ans. B.

89. Ans. B.

90. Ans. C.

91. Ans. A.

92. Ans. C.

93. Ans. D.

94. Ans. D.

95. Ans. C.

96. Ans. C.

97. Ans. A.

98. Ans. A.

99. Ans. B.

100. Ans. D.

101. Ans. A.

102. Ans. B.

103. Ans. A.

104. Ans. C.

105. Ans. A.

106. Ans. C.

107. Ans. B.

108. Ans. C.

109. Ans. A.

110. Ans. A.

111. Ans. A.

112. Ans. A.

113. Ans. C.

114. Ans. B.

115. Ans. B.

116. Ans. A.

117. Ans. C.

118. Ans. A.

119. Ans. B.

120. Ans. C.

121. Ans. D.

122. Ans. B.

123. Ans. B.

124. Ans. C.

125. Ans. A.

126. Ans. C.

127. Ans. C.

128. Ans. A.

129. Ans. C.

130. Ans. B.

131. Ans. B.

132. Ans. C.

133. Ans. B.

134. Ans. B.

135. Ans. B.

136. Ans. D.

137. Ans. D.

138. Ans. C.

139. Ans. A.

140. Ans. A.