

SUBJECT : H R M				
Question	Answer1	Answer2	Answer3	Answer4
_____ is a process of managing human resources to improve individual, group, and organizational effectiveness.	Human Resource Management	Human Resource Research	Human Resource Information System	Human Integrated Management
Strategic Human Resource Management is the _____ management of people.	Reactive	Proactive	Rigid	Insensitive
_____ refers to estimating future manpower needs of the organization.	Employee recognition	Placement	Job enrichment	Human Resource Planning
_____ involves studying and collecting information related to the operations and responsibilities of a job.	Job analysis	Selection	Motivation	Job design
_____ is a process of searching for prospective employees and stimulating them to apply for jobs.	Job rotation	Job enlargement	Recruitment	Job appointment
_____ consists of planned programs undertaken to improve employee knowledge, skills, attitude and social behaviour.	Training	Job simplification	Job summary	Challenging task
_____ is an exercise in which participants act the part of another character.	Case study	Vestibule	Role playing	Simulation
_____ is an on the job training method.	Lecture	Understudy	Seminars	Reading and references
_____ is the systematic description of an employee's job relevant strength and weaknesses.	Job offer	Performance appraisal	Planned progression	Counselling
The human resource manager should adopt _____ promotion policy.	Partial	Unscientific	Unjust	Fair
Trade Union Act was made in _____.	1926	1930	1934	1935
Factories Act was made in _____.	1947	1948	1949	1950
Industrial Disputes Act was made in _____.	1947	1948	1949	1950
Child and Adolescent Labour Act was made in _____.	1982	1985	1986	1987
Payment of Gratuity Act was made in _____.	1948	1952	1960	1972
The minimum rate of compensation for death have been fixed to Rs _____.	30000	40000	50000	60000
Under ESIC, _____ benefits are covered.	Medical	Life	Service	Job
For funeral benefits, a sum of Rs _____ is given to the family of deceased under ESIC.	5000	10000	15000	20000

An employee with salary less than Rs _____ is covered under ESIC.	12000	15000	18000	21000
ESIC hospitals are runned by _____.	BMC	State govt	Central govt	Private
Subject - Rural Marketing				
Question	Answer1	Answer2	Answer3	Answer4
The rural markets in India are growing _____ as compared to corporate markets.	slow	medium	up	fast
Durable goods companies consider any town with a population of below _____ as a rural.	20,000	50,000	30,000	10,000
_____ marketing means marketing activities in the rural areas where favourable infrastructure may not be available.	Rural	Urban	National	International
Rural India is the home to _____ of India's population.	65%	80%	50%	70%
_____ is a leading marketer in agricultural implements.	Hindustan Unilever	Parle Agro	Batliboy and Co. Ltd.	Colgate-Palmove
_____ warehouses are used for storage of most of foodgrains, fertilisers etc.	Bonded	General	Special Commodity	Refrigerated
Consumer behaviour involves individual aspects as well as _____.	legal aspects	psychological aspects	economic aspects	social aspects
Human behaviour is _____ in nature.	liberal	social	unpredictable	predictable
_____ refers to the behaviour expected of the individual as a member of the group.	Role	Status	Position	Personality
_____ is an important consumer buying organisation in consumer market .	Friend	Family	Social Group	Neighbour
Over _____ NGOs are actively involved in the project SHAKTI of Hindustan Uni Lever.	500	100	250	300
The secondary market is known as _____.	wholesale market	retail market	mandi	terminal market
_____ products are acceptable by banks as securities.	Graded	Stored	Processed	Distributed
The National Co-operative Development Corporation was estblished in _____.	1955	1963	1958	1960
The National Agriculture Co-operative Marketing Federation was established in _____.	1960	1957	1958	1963

The Himachal Pradesh Marketing and Processing Corporation Ltd. was established in _____.	1970	1975	1971	1974
One of the importance of Internet Marketing is _____.	cost effective	impersonal service	lack of trust	ethical practices
One of the challenge of Internet Marketing is _____.	personalisation	increases sales	corporate cultural	better conversion rate
_____ is a large rural shopping complex replet with supermarket, petrol pump, bank and more.	retail outlet	Choupal sagar	e-bay	Mall
Project Shakti provides livelihood enhancining opportunities to over _____ Shakti Entrepreneurs.	66,000	56,000	50,000	70,000
SUB: ENTER. MANAGEMENT				
Question	Answer1	Answer2	Answer3	Answer4
_____ is an assessment of the practicability of the proposed project.	Project Design	Project Formulation	Feasibility Study	Economic Feasibility
_____ technique is based on single estimate of time required for the completion of activities of the project.	Critical Path Method	Programme Evaluation Review Method	Feasibility Analysis	Financial Plan
_____ Scheme offers assistance upto 90% in respect of to and fro air fare to the MSE entrepreneurs for their participation in overseas trade fairs and exhibitions.	Market Access Initiative	Market Development Assistance	Duty Drawback	Market Research Development
NIESBUD , an apex institution in the field of entrepreneurship is located at _____.	Mumbai	Ahmedabad	Madras	Kolkata
_____ training is conducted to introduce and increase the need for achievement among the participants / trainees.	Technological	Professional	Social	Motivational
The projects run in the areas of environment , energy Coservation, health etc. are called _____.	Educational Projects	Research & Development Projects	Modernisation Projects	Welfare Projects.
_____ capital is the money raised to begin developing an idea for a business.	Working	Fixed	Floating	Seed
In _____ financial statements figures are converted to percentages.	Comparative	Common Size	Ratio Analysis	Trend Analysis
_____ is a method of raising small funds from a large number of people via internet to finance a new venture/ project venture.	Crowdfunding	Lease Financing	Public Deposits	Trade Credit

Specialisation in work results in _____.	Higher Productivity	Higher Efficiency	Higher Productivity & Efficiency	Loss to the Organisation
_____ indicates financial performance of a firm Over a period.	Balance Sheet	Profit & Loss Account	Cash Book	Liquidity Ratios
People with high degree N-Ach seek challenges and a high degree of _____.	Dependence	Independence	Satisfaction	Profits
Which of the following is not a kind of merit goods?	Health Care	Prime Products	Education	Public Parks.
_____ of entrepreneur enables him to obtain raw materials on longer credit terms and also to obtain loans and advances from the banks.	Personality	Qualities	Creditworthiness	Assets
_____ theory emphasizes on internal locus of control.	Achievement	Innovation	Personal Resourcefulness	Herzberg Two Factor
The aim of _____ is to achieve the project objectives with the minimum expenditure and adequate resources.	Project identification	Project formulation	Project execution	Project organization
Subsidy denotes an amount which is given by _____ to an entrepreneur to cover the cost.	Government	firm	partner	public
New Small Scale industries are exempted from the payment of income tax under section 80J is called _____.	Development Rebate	Investment Allowance	Rehabilitation Allowance	Tax Holiday
The small scale unit wishing to export has to obtain exporters code number from _____.	The Reserve Bank of India	The Central Bank of India	Any Regional Bank	Any International Bank
Which of the following is NOT a function of SIDBI?	Extension of seed capital	Discounting of bills	Providing factoring services	Providing insurance
SUB: ORGANIZATIONAL BEHAVIOUR				
Question	Answer1	Answer2	Answer3	Answer4
Illumination experiment was all about changes in _____ conditions.	Noise	Air	Lighting	Color
High self esteem leads to _____	Ability To Succeed	Fear Of Failure	Set Low Goals	Engage In Pleasing Others
Relay assembly test room experiment was conducted by _____ & his associates.	H.Fayol	Gilbreth	Taylor	Mayo
Theory of hierarchy of human needs was propounded by _____	Mayo	Gilbreth	Taylor	Abraham Maslow
_____ model of OB emphasis on power.	System	Autocratic	Custodial	Collegial

_____ refer to an individual's capacity to perform various tasks on job.	Education	Religion	Abilities	Age
_____ is the combination of physical, mental and social qualities of a person.	Family	Organisation	Aptitude	Personality
The term 'Personality' has been derived from the Latin term _____.	Persona	Personal	Personnel	Sonality
The Five -factor model of personality is called as _____.	The Star Five Model	The Big Five Model	The Super Five Model	The Great Five Model
_____ is the ability of a person to cope up with stress.	Intelligence	Emotional Stability	Financial Stability	Political Stability
_____ involves breaking up or disbanding of the group.	Adjourning	Mixing	Skimming	Trimming
_____ is referred to as a social ranking of a member within a group	Queue	Glamour	Fame	Status
Small groups are better in _____	Task Delaying	Break Up	Task Completion	Red Tapism
_____ is an act of recognition for another.	Baking	Roasting	Stroking	Mocking
Distributive negotiation strategy brings a _____ situation	Win-Lose	Lose-Lose	Win-Win	Twisted
Forming _____ can be considered as a type of organisational politics	Alliances	Negotiation	Tools	Weapons
difference in perception normally results in _____	Conflicts	Growth	Harmony	Performance
Negotiation is an example of _____	Avoiding Strategy	Influence Startegy	Networking	Convenience
"Might is right" is the motto of _____	Autocratic Model	Custodial Model	Supportive Mode	Collegial Model
The problem-solving process begins with _____	Clarification Of The Situation	Establishment Of Alternatives	Isolation Of The Cause	Identification Of The Difficulty