

# SYBMS SAMPLE QUESTIONS ALL SUBJECTS

## BPEM

Entrepreneur is a _____, whereas entrepreneurship is a _____.	player, path	person, process	participant, programme	passenger, point
Entrepreneurship facilitates nation to be _____. _____ quality of an entrepreneur makes him an innovator.	self - sufficient Good Personality	self - manageable High emotional quotient	self - reliant Leadership	self - responsible Creativity
According to Joseph Schumpeter an entrepreneur is an _____ or _____.	innovator, imitator	insider, outsider	arranger, organiser	accumulator, integrator
_____ has given theory of profit towards entrepreneurship. X - efficiency theory explains x efficiency as, company's _____ to get maximum output for its inputs due to lack of competitive pressure.	David McClelland ability	Leibenstein inability	F. H. Knight efficiency	Everett Hagen capability
_____ is an economic factor influencing entrepreneurship. _____ should be the part of entrepreneurial culture to make business a great success.	Personality Profiteering	Attitude Unethical behaviour	Labour Neutral work environment	Caste - System Quality Culture
Analysis of business environment makes business _____. David McClellands _____ theory of entrepreneurship explains role of parents and teachers in motivating individuals to be entrepreneurs in their life.	Dynamic Profit	Rigid Innovation	Stagnant Achievement	Inflexible Social change
Entrepreneurship facilitates in _____ regional development. Management of an organisation is expected to give freedom of decision making to _____.	imbalanced entrepreneur	balanced social entrepreneur	inequal intrapreneur	insufficient women entrepreneur
Intrapreneurship is beneficial, if an individual wants to learn business skills for _____ intrapreneurial activity.	existing	current	future	past
An enterprise is considered as women enterprise when it has minimum of _____ of capital owned by a woman or a group of women.	50%	25%	75%	20%
_____ and _____ linkage programme has given boost to entrepreneurship in rural areas.	EDP, BPO	Bank, SHG	DIC, NGO	SME, KPO
In the process of merger, one company survives and the other loses _____. _____ business allows entrepreneur to take up moderate risk, with assured sales.	income Manufacturing	employees Trading	existence Extractive	capital Ancillarisation
_____ is one of the institutions conducting EDPs for upcoming entrepreneurs.	Co-operative bank	Regional rural bank	Small industries development organisation	Commercial bank
_____ are conducted by making use of various methods such as role play, seminars, case study, business games etc. to develop various entrepreneurial skills.	EDPs	SHGs	NGOs	BPOs

Business entrepreneurs aim to generate profits, whereas social entrepreneurs aim to improve social \_\_\_\_\_.

Difficulty in migration is one of the difficulties faced by \_\_\_\_\_ entrepreneurs.

\_\_\_\_\_ is a tool to generate self employment in poor and backward classes.

\_\_\_\_\_ entrepreneurs have strong conviction and self confidence in their inborn ability.

\_\_\_\_\_ are voluntary organisations engaged in protecting fundamental rights, fighting against exploitation etc.

\_\_\_\_\_ is the compensation to franchisor for transferring business rights and resources to franchisee.

\_\_\_\_\_ is the process of designing a project in an orderly manner.

In \_\_\_\_\_ feasibility study the market potentials for the project are studied.

\_\_\_\_\_ means the assessment of the project items from the view point of economic, social, and financial viability.

\_\_\_\_\_ report is useful for taking bank loans.

Selection of \_\_\_\_\_ for a small scale industry depends on the availability of infrastructural facilities.

\_\_\_\_\_ of a project means to find out its future prospects or its practical utility.

\_\_\_\_\_ are a catalyst of change.

\_\_\_\_\_ scanning is done once a year on a regular basis.

\_\_\_\_\_ ideas derive from somewhere else, taking something that already exists and improving it.

\_\_\_\_\_ is a summary of project planning.

\_\_\_\_\_ is one of the sources of business ideas.

The \_\_\_\_\_ is considered an integral part of planning, policy framing and development.

\_\_\_\_\_ of business idea is a mental process.

\_\_\_\_\_ study helps to avoid failure of a business idea in its application.

An entrepreneur is a person who \_\_\_\_\_ invention to make profit.

Industrial Management course conducted by SISI is for \_\_\_\_\_ month duration.

SISI offers intensive training course for \_\_\_\_\_ weeks in specialised area.

SISI offering special courses doesn't include \_\_\_\_\_

National small industrial Corporation gives training to engineering graduates for the period of \_\_\_\_\_ years.

class

Social

Long term loans

Induced

NGOs

Interest

Project Planning

Marketing

Market appraisal

Financial

material

Planning

Entrepreneurs

Ad-hoc

Unique

Market Report

Observation

location

Utilisation

Analytical

commercialises

one

four to six

technical

management

consultancy

1

values

Pure

Refinance

Business

SHGs

Premium

Project Report

Technical

Social appraisal

Managerial

finance

Feasibility study

Managers

Monthly

Revolutionary

Project Report

Machinery

finance

Application

Systematic

ignores

two

six to eight

mobile workshop

2

state

Business

Rediscounting

Spontaneous

EDPs

Commission

Feasibility Study

Financial

Project approval

Project

labour

Reporting

Officers

Regular

Creative

Bank Report

Methods

business environment

Exploitation

Feasibility

wastes

three

eight to nine

drawings and designs

3

stand

Women

Micro-finance

Motivated

BPOs

Royalty

Market analysis

Managerial

Technical appraisal

technology

technology

Execution

Executives

Continuous

Evolutionary

Feasibility Report

Money

labour

Generation

Methodical

oversights

four

nine to ten

post training support and

follow up

4

National small industrial Corporation gives training to workmen for about _____ duration. NSIC provides training in _____	3 months to design machines and component suitable to small scale units.	5 months selecting potential entrepreneurs	6 months post training support and follow up	12 months business management training
Small Industrial Extension Training Institute is located at _____. Entrepreneurship Development Institute of India was set up in _____. Entrepreneurship Development Institute of India conduct which entrepreneurship development programme?	Mumbai 1982 to set up one's own industry	Hyderabad 1983 the design machines and components suitable to small scale units	Kolkata 1974 Achievement motivation training	Delhi 1988 to provide machine incorporating the latest technology and design features
Institute for rural management and administration is located in _____.	Mumbai	Bangalore	Gujarat	Hyderabad

### AMD

Study of Balance sheet of a Ltd. company implies study of requirement of _____ of Companies Act 2013.	Schedule III	Schedule II	Schedule I	Schedule VII
_____ Account is prepared to find out cost of production.	Income	Manufacturing	Trading	Balance sheet
_____ Account is prepared to find out Gross profit & Gross Loss.	Manufacturing	Income	Trading	Balance sheet
Quick Asset = Current Asset - _____	Current Liabilities	Working Capital	Inventory	Inventory & Pre-payments
_____ is defined as the aggregate of all those items of materials and goods, which are held for sale or for production or for processing.	Inventory	Purchases	Sales	Sales return
Opening Inventory + Purchases less Returns = _____	Closing stock	Goods available for sale	Opening stock	Profit
Current liabilities include creditors Rs.2,00,000. Bills payable Rs.1,00,000. Expenses payable Rs.50,000. Bank OD Rs.2,00,000. Quick liabilities will be _____.	3,00,000	5,50,000	3,50,000	2,00,000
XYZ ltd. reported net sales Rs. 10,00,000, Rs.10,90,000 and 11,80,000 in the year 2013,2014 and 2015. if 2013 is the base year what is the trend % for 2015?	120%	118%	80%	90%
Sales is Rs.48,00,000 and gross profit ratio is 30%. Calculate cost of goods sold.	40,00,000	24,00,000	23,60,000	33,60,000
Depreciation on machinery is showed under _____	Income	Cash Expense	Appropriation	Cost of goods sold

If Profit Before Tax Ratio is 25% and the company is subject to income tax rate of 30%, then the profit after tax ratio will be _____.	7.50%	32%	24.50%	17.50%
Profitability Ratios _____.	Capital gearing ratio, Debt equity ratio and Proprietary ratio	Liquid ratio and Current ratio	Stock turnover ratio and Debtors turnover ratio	Return on investment and Return on equity capital
Quick assets is equal to _____.	Current assets - Stock - Prepaid expenses	Current assets + Stock + Prepaid expenses	Current assets + stock - Prepaid expenses	Current assets - stock + Prepaid expenses
_____ratios measure the total effectiveness of management in generating profits on sales, assets, and owners' investment.	Liquidity	Asset management	Financial leverage management	Profitability
What the primary sources of historical financial information used in Ratio Analysis ?	Balance sheet	Income statement	Income statement and Balance sheet	Audit report
Compute cost of goods sold ratio from the following details . Sales Rs.2,00,000 , Sales Return Rs.20000 , Gross profit Rs.45000.	75%	90%	100%	50%
Compute Operating Ratio from the following details : Cost of goods sold Rs.3,00,000 operating expenses Rs.1,00,000and Net Sales Rs.5,00,000.	60%	75%	70%	80%
If the amount of Credit purchases is Rs.17,80,000 Average Accounts payable is Rs.65,000 Then What is Creditors Turnover Ratio ?	3.65 times	27.38 times	38 times	43 times
Standard Proprietary ratio_____.	02:01	01:01	65%	1.33
Activity ratios _____.	Capital gearing ratio, Debt equity ratio and proprietary ratio	Liquid ratio and Current ratio	Stock Turnover ratio and Debtors turnover ratio	Return on investments and Return on equity capital
Cash flow statement is based on _____ basis.	Cash	Accrual	Credit	Realisation
The objective of cash flow statement are _____ cash planning.	Long term	Medium term	Short term	Very long term
Cash flow statement is prepared as per accounting standard _____.	2	3	5	1
Which of the following is not cash inflow?	Decrease in debtors	Issues of shares	Decrease in creditors	Sale of fixed assets
Goodwill written off is_____.	Added to book profit	Deducted from book profit	Ignored	Treated as outflow
Redemption of preference shares is _____ activities.	Managing	Operating	Financing	Investing
While calculating cash from operations preliminary expenses write off is _____.	Added to book profit	Ignored	Deducted from book profit	Treated as inflow
Given: Retained earning Rs.10,000, Intermin divided Rs.12,000, Depreciation Rs. 3000. Find funds from operations.	Rs.9000	Rs.12,000	Rs 25,000	Rs. 1000

Given: Issue of share capital Rs.50,000, Issue of debenture Rs. 50,000, Bank loan taken Rs.20,000. Find cash from financing activity.	Rs..80,000	Rs. 1,00,000	Rs.1,20,000	Rs. 50,000
Under cash flow from operating activity, if closing profit & loss a/c Rs. 1,80,000, opening profit & loss a/c Rs. 1,50,000. Find retained earnings for the year.	Rs. 30,000	Rs.(30,000)	Rs.2,30,000	Rs. 1,80,000
Working capital which is financed by means of permanent sources of finance is called _____	Cash Working Capital	Balancesheet Working Capital	Permanent Working Capital	Temporary Working Capital
Working capital which is known as Fluctuating Working Capital is called _____	Gross Working Capital	Net Working Capital	Permanent Working Capital	Temporary Working Capital
The value of Creditors Payment Period = _____	Creditors/Credit Purchases* 12	Credit Purchases/Creditors*12	Creditors/Total Purchases* 12	Total Purchases/Creditors*12
Working Capital computed on the basis of book values of Current Assets & Current Liabilities is called _____	Gross Working Capital	Net Working Capital	Cash Working Capital	Balancesheet Working Capital
The Working Capital indicated at Cash Cost is called _____	Gross Working Capital	Net Working Capital	Cash Working Capital	Balancesheet Working Capital
_____ will ensure high return on investment	adequate working capital	surplus working capital	shortage of working capital	zero working capital
_____ refers to idle funds which earns no return.	shortage of working capital	excess working capital	variable working capital	fixed working capital
Shortage of working capital may result in _____	poor credit standing	more cash discount	more trade discount	less trade discount
Net Operating Cycle can be delayed by _____	Increase in WIP period	Decrease in raw materials storage period	Increase in credit payment period	decrease in finished goods storage period
If the conversion period is arrived at as 10, it means _____	it takes 10 days to convert the raw materials to finished goods	20 days cost of production is held on an average as WIP	Raw materials which can be consumed in 10 days are held in WIP	50 days cost of production is held on an average as WIP
The value of Debtors Collection Period = _____	Debtors/Credit sales* 12	Credit Sales/Debtors*12	Debtors/Total Sales* 12	Total Sales/Debtors*12
Annual sales = 36,000 units, S.P p.u. = 20, Credit allowed to debtors = 2 months. Calculate value of debtors.	1,20,000	4,000	14,40,000	3,600
5 C's of the credit does not include which of the following is not an element of credit policy?	Collateral credit terms	character collection policy	conditions cash discount terms	communication sales price
ageing schedule incorporates the relationship between _____	creditors and days outstanding	debtors and days outstanding	average age of directors	average age of all employees

which of the following is not a technique of receivables managements?	funds flow analysis	ageing schedules	days sales outstanding	Collection Matrix
80% of sales of Rs. 10,00,000 of a firm are on credit. It has a Receivable Turnover of 8. What is the Average Collection Period (360 days year) and average Debtors of the firm?	45 days and Rs. 1,00,000	360 days and Rs.1,00,00	45 days and Rs. 8,00,000	360 days and Rs. 1,25,000
In response to make expectation, the credit period has been increase from 45 days to 60 days. This would result in _____.	Decrease in sales	Decrease in Debtors	Increase in Bad Debts	Increase in Average Collection Period
Cash Discount term 3/15, net 40 means_____.	3% Discount if payment in 15 days, otherwise full payment in 40 days	15% Discount if payment in 3 days, otherwise full payment 40days	3% interest if payment made in 40 days, and 15% interest thereafter	none of the above

**IT IN BUSINESS I**

_____ is a version of windows expanded on XP's functionality and adds increased security and reliability.	Wunsows XP	Windows Vista	Windows95	Windows 10
_____ is an Operating System runs on desktops, laptops, smartphone, tablests and emembedded devices.	Windows 10	Windows95	Windows XP	Windows NT
_____ Operating System Design to run in a mainframe environment.	UNIX	Linux	Windows	DOS
The feature of operating System that responds to input instantly is Knows as _____.	Multiprocessing	Multitasking	Real Time	Multi-user
_____ is a free operating system for Linux that's quick and easy to use.	DOS	Windows	MacOS	Ubuntu
Which of the following is the example of an Application software ?	MS-Windows	Word-Processer	UNIX	Linux
Which of the following is an Advantage of Information Technology in Business ?	Automated Processes	Infrastructure for business	Funding for business	Sales
_____ is a program that takes over the display screen if there are no keystokes or mouse movement for a specific duration.	Spy ware	Firewall	Anti-virus	Screen Savers
_____ is an operatin system became the primary operating system for corporate servers and workstations worldwide.	Windows NT	Windows95	Windows XP	Windows Vista
_____ is the feature of operating System that allows two or more users to run programs at the same time.	Multiprocessing	Multitasking	Real Time	Multi-user
Which of the following is not an advantage of Information Technology in Business?	Automated Processes	Work remotely	Funding for business	Communication
Which of the following is not and Digital organization?	Amazon	Croma	Flipkart	Hero Honda

In MS-Excel what does SUMIF function do	Adds up cell values based on a condition	Adds all the numbers in a range of cells	Returns a subtotal in a list or database	both a and b
Which of the option is not function category in Excel?	Logical	Text	Financial	Data series
Which bar show the used formula of selected active cell?	Formula bar	Ribbon	Menu bar	Scroll bar
Typed text showed in active cell and also in ____ appear at the bottom of the Excel window.	Ribbon	Title bar	Formula bar	Menu bar
Which of the following is not a term pertaining to spreadsheets?	Title bar	Formula Bar	Worksheet bar	Name box
Excel is a program that is used to prepare a	Browser	Cell	Formula bar	Character
In which tab wrap text feature is present in MS Excel?	Slide Presentation	Spreadsheet	Text Document	Email
Which term is used to join the selected cells in to one cell?	Formula	View	Insert	Home
_____ sign is used to create an absolute cell reference.	Filter	Wrap	Pivot	Merge
In a spreadsheet program, the ____ contains related worksheets and documents.	\$	@	&	#
What is the pictorial representation of worksheet data?	Cell Address	Formula Bar	Column	Workbook
_____ model encompasses all electronic transactions conducted between individuals and public administration.	Chart	Clipart	Wordart	Formatting
The _____ layer which provides end-to-end communication between application and verifies correct packet arrival.	B2A	B2P	C2A	C2P
amazon.com,flipkart.com is an example of _____.	Application	Transport	Network	Physical
The _____ layer which provides packet routing for error checking, addressing and Integrity.	B2B	B2C	C2C	C2B
One of the feature of E-commerce _____.	Application	Internet	Transport	Physical
C2B stands for _____.	Local Branding	Lookup	Global Reach	Local Reach
which type of e-commerce focuses on consumers dealing with each other?	Consumer to Business	Business to Government	Commoner to Business	Company to Business
B2B stands for _____	B2B	B2C	C2B	C2C
C2C stands for _____	Business-to-Business	Bank-to-Bank	Branch-to-Branch	Bank-to-Business
_____ used for connectionless TCP/IP transport layer.	company-to-company	consumer-to-consumer	company-to-consumer	consumer-to-comapny
B2C stands for _____.	FTP	SMTP	UDP	GDP
BCA stands for _____.	Business-to-Company	Bank-to-consumer	Business-to-Commoner	Business-to-consumer
A hacker targets or finds out the _____ in the computer system.	Business -to-Administration	Business -to-Admin	Bank-to-Administration	Brach-to-administration
The non-physical threats are known as _____.	weakness	vulnerability	loop holes	security hole
	internal threat	external threat	logical threat	unlogical attack

\_\_\_\_\_ risk is associated with an event or discrete activity that occurs in the computing environment.

Mechanism to protect private networks from outside attack is \_\_\_\_\_.

SSL stands for

Packet Filtering is the technique of \_\_\_\_\_

Procedures and protocol that meets all the cryptography criteria are known as \_\_\_\_\_

\_\_\_\_\_ is converting plain text into encrypted text and vice versa

\_\_\_\_\_ software is used to prevent or stop the pop-up windows at the source

A \_\_\_\_\_ is a electronic signature that can be used to authenticate the identity of the sender of a message

Risk is defined as the product of the \_\_\_\_\_ value , the system vulnerability to that risk and threat it poses

The method of confirm and checking the identity of sender or receiver information is called as \_\_\_\_\_.

Data Confidentiality is provided by \_\_\_\_\_ of data.

Manifest

Firewall

Secure Safe Learning

Firewall

Cryptosystem

Cryptography

Adware

Digital money

organization

Authentication

Encryption/Decryption

inherent

Antivirus

Secure Socket Layer

Antivirus

Cryptosystems

Cryptosystems

Keyloggers

Digital photo

assess

Authorisation

Integrity

contributory

Digital Signature

Secure Surfing System

Phishing

CryptoAnalysis

Codebreaking

Anti-virus

Digital Signature

operation

Codebreaking

Repudiation

disruption

Formatting

Multi-tasking system

Spoofing

EncryptSystem

Repudiation

Pop-Up Blocker

Digital Number

economic

Integrity

Auditing

## STRATEGIC MANAGEMENT

Decision making is tackled by managers due to presence of \_\_\_\_\_ policies.

\_\_\_\_\_ is expected to solve the problems within the guidelines provided by the policies.

Policies are continued for a long time and they bring \_\_\_\_\_ in the organisation.

Appropriate policies are formulated to make maximum use of \_\_\_\_\_ resources.

Policies maintain \_\_\_\_\_ standards.

Progressive policies improve the image of the business and also brings \_\_\_\_\_.

\_\_\_\_\_ is practiced when sound policies exist in the organisation.

Business policy is a guideline to an \_\_\_\_\_.

The word 'Policy' is derived from \_\_\_\_\_ word.

Business policy should be specific and \_\_\_\_\_.

The top level management determines overall \_\_\_\_\_ policy.

Policies help in \_\_\_\_\_ since managers explain the policies to their subordinates.

Simple

Admin

Stability

Bulk

Non-ethical

Profits

Delegation of Authority

Objective

Greek

Pinpointing

Departmental

Upward communication

Comprehensive

Employees

Risk

Less

Current

Economic Growth

Discipline

Action

French

Rigid

Routine

loyalty

Difficult

Staff

Help

Abundant

Ethical

Competitiveness

Centralization

Option

German

lengthy

Corporate

Coordination

Varied

Manager

Support

Scarce

Ideal

Goodwill

Autocracy

Risk

Italian

Superfluous

Fundamental

retention

_____refers to internal and external environmental analysis.	Strategic Management	Strategic Evaluation	Strategic Implementation	Environmental scanning
_____ is the acronym for Strengths, Constraints, Opportunities and Threats.	SWOT	SCOT	WOTS	ETOP
_____are the favourable circumstances which the external environment offers.	Strengths	Weaknesses	Opportunities	Threats
The _____environment consists of all those factors in the firm's immediate environment.	Legal	Micro	Macro	Political
Analysis of _____environment reveals strength and weakness of the organisation.	Economic	Legal	Micro	Internal
_____environment relates to human population with reference to its size, density, literacy rate etc.	Demographic	Economic	Political	Cultural
_____is one of the components of Micro environment of Business.	Customer	Human resource	Government	Management philosophy
Threats are _____to business.	Internal	external	favourable	positive
_____environment includes laws, which define and protect the fundamental rights of individuals and organisations.	Political	Cultural	Legal	Demographic
_____level strategy is a long term strategy encompassing the entire organisation.	Corporate	Business	Functional	Operational
_____are competitive deficiencies which are internal to business.	Strengths	Weaknesses	Opportunities	Threats
Firms adopting _____strategy aims at moderate growth and profits.	Stability	Integration	Retrenchment	Internationalisation
A _____structure exists when there is large number of small or medium - sized firms, none of which is in a dominating position in the industry.	fragmented	competitive	consolidated	diversity
The bargaining power of _____, either individually or collectively, also affects the position of buyers in the industry.	dealers	buyers	customer	suppliers
Those business where _____are not available appear to be more attractive.	price are less	profit	Cross elastic	close substitutes
_____is the activity of influencing people to strive willingly for group objectives.	Leadership	Controlling	Appraisal	Strategy
The 7S Framework consists of three _____ - structure, strategy, systems	Hard elements	Promotional elements	Precious elements	unknown elements
It refers to the daily activities and procedures that staff members engage in to get the job done.	plan	ethics	systems	shared value
Proper analysis of internal environment reveals _____and weakness of the firm.	employees	finance	profit	strengths
CPA is an analysis of products/ business to ensure maximum return on _____	investment	depoists	saving	interest
_____the products are analysed with reference to market share and industry growth.	Boston Consulting Group	GE 9	Porter 5 Forces	m & s framework

The nine cells of the GE matrix are grouped on the basis of \_\_\_\_\_ industry attractiveness, and weak to strong business strengths.

strategy is institutionalised when it is linked with organisational \_\_\_\_\_.

\_\_\_\_\_ factors put stress on rationality in decision making.

It is the process by which corporate activities and performance results are monitored so that \_\_\_\_\_ performance can be compared with desired performance.

Activity based costing technique is a \_\_\_\_\_ type of strategic control

The purpose of Strategic \_\_\_\_\_ is to evaluate the effectiveness of strategy in achieving organisational objectives.

Strategy \_\_\_\_\_ is essential to ensure that stated objectives are achieved.

\_\_\_\_\_ is the first step of evaluation and control process

Sometimes, the best formulated strategies become \_\_\_\_\_ as a firm's internal and external environments changes.

Strategic \_\_\_\_\_ can help to assess the decisions match intended strategy requirements.

The process by which the total difference between standard and actual results is analysed is known as \_\_\_\_\_

The process of strategic evaluation provides a considerable amount of information and experience to \_\_\_\_\_ that can be useful for new strategic planning.

Too much \_\_\_\_\_ may affect the ability of managers, adversely affect initiative and creativity and create unnecessary hurdles to efficient performance.

\_\_\_\_\_ is doing the things rightly while effectiveness is doing right things.

The \_\_\_\_\_ of an organisation is responsible for overall performance.

\_\_\_\_\_ of a company, being the Trustee of shareholder's property is directly answerable to them.

\_\_\_\_\_ and control is the final phase of Strategic Management

high to low

low to high

weak to strong

strong to weak

program

project

culture

development

objective

subjective

values

preferences

Actual

Primary

Standard

Organisational

Social performance

Financial Performance

Primary

Basic

Implementation

Formulation

Evaluation

Management

planning

Formulation

making

Evaluation

corrective measures

variance analysis

To set standards of performance

evaluation

Obsolete

Advanced

Updated

New

Implementation

Formulation

Evaluation

Management

variance analysis

Implementation

Management

Swot analysis

labours

employees

Strategists

CEO

Implementation

Control

Formulation

intent

Formulation

Evaluation

Implementation

Efficiency

Chief Executive

Team Leaders

Managers

Team managers

Employees

Managers

Board Of Directors

Labourers

strategy formulation

Strategy implementation

Strategy management

Strategy Evaluation

### FC III - ENVIRONMENTAL MGMT

Which of the following is the part of non- living components of environment include landforms, climate, water-bodies, temperature, humidity, air etc?

Physical Environment

Cultural Environment

Biological Environment

Cognitive Environment

The boundary between the mantle and the core lies at a depth of approximately \_\_\_\_\_.

300 Kilometre

1000 Kilometre

3000 Kilometre

5000 Kilometre

The lithosphere includes:

crust and uppermost, rigid mantle

outer core and inner core

asthenosphere and mesosphere

Crust, asthenosphere

The lithosphere is approximately \_\_\_\_\_ kilometres thick

25

100

250

2900

Evaporation, condensation, and precipitation are all parts of the \_\_\_\_\_.

Cycle of seasons

water cycle

fog cycle

Nitrogen cycle

Which of the following requires maximum energy?

Primary consumer

Secondary consumer

Primary producer

Decomposer

“The pyramid of energy is always upright” states that

The energy conversion efficiency of herbivores is better than carnivores

The energy conversion efficiency of carnivores is better than herbivores

Producers have the lowest energy conversion efficiency

Energy conversion efficiency is the same in all trophic levels.

What is one disadvantage of coal?

Coal produces air pollution.

There isn't a lot of coal left which makes it expensive.

The world isn't using a lot of coal which makes it an undesirable job.

You can only use it to roast hot dogs and cook hamburgers.

Sustainable Development is

A right Balance between use of resources and conservation of resources

Allow the resources to be renewed

Promote recycling of technological devices

Allow clearing of forests to construct apartments

Biosphere is defined as \_\_\_\_\_

Part of the earth water and atmosphere which inhabits living organism

Part of the soil where animals and plants are found

Atmosphere in which life exists

society

Which of the following are to be managed for sustainable development?

Industries

Forests

Crops

Resources

How can we conserve resources?

Allow illegal mining

Invent new technologies.

Give resources time to get renewed.

Allow industries to demolish forests

Why is biomass still an important energy resource today?

There is a lot of it and it is easy to get to.

Many people don't have access to other energy resources.

It is easy to replant and grow new biomass resources.

It keeps lumberjacks employed.

\_\_\_\_\_ is a hydrological disaster

Gas Leak

Tsunami

Epidemic

Bomb Blast

\_\_\_\_\_ is non biodegradable waste

Remains Of Fruits

Garden Waste

Thermacol

Meat

How do decomposers help other organisms in an ecosystem?	They break down dead organisms and add nutrients back to the soil that plants use.	They use the sunlight to make their own food that other organisms eat for energy.	They help disperse seeds for plant growth.	Decomposers do not help other organisms in an ecosystem.
_____ and Oxygen, making up approximately 20% and 80% of the atmosphere are transparent.	Sulphur oxide	Methane	Carbon dioxide	Nitrogen
_____ is harmful to the ozone layer.	N2O	CH4	CFC	CO2
Festival related disaster is classified as this type of disaster	Accident	Climatic	Geological	Biological
_____ is sudden collapse of a large mass of hillside down a slope	Land Slide	Earthquake	Volcano	Avalanche
_____ are measures that prevent or reduce impact of disaster	Rehabilitation	Mitigation	Recovery	Response
The most common method used to dump solid waste	Landfills	Ocean Dump	Incineration	Trade In Waste
CFL and LED light is example of _____ technology	Hard	Soft	Manual	Automated
The increase in the concentration of CO2 in our environment in last fifty years, since 1960 is about _____.	20%	10%	14%	6%
Open dumping is _____ way of disposing waste	Sustainable	Unsustainable	Eco Friendly	Recommended
Air pollution killed about seven million people in _____ making it the worlds single biggest environmental health risk.	2011	2010	2013	2012
Low input model of agriculture means:	Less use of seeds and soil	Less use of water	Less use of pesticides and fertilizers	No use of plastic
_____ provides the raw material demands of all forest-based industries.	Conservation forestry	Commercial forestry	Argo forestry	Green forestry
What you must NOT do so the conservation of energy is possible?	Lowering the cooling load on air conditioners	Drying cloths under Sun instead of drier	Keeping lights on when classroom is empty	Using solar cooker
Environment clearance is granted by _____.	Govt of India	Supreme court	Impact Assessment Agency	President of India
Sustainable development is process to bring about development that is economically, socially and _____ sustainable.	commercially	ecologically	nationally	people
ISO 14040 to 14049 addresses:	Life cycle assessment (LCA)	Environmental performance evaluation	Environmental communication	Environmental assessment of sites and organisation
A written statement on the organisation performance, which provides a framework for action is _____.	Environmental impact	Environmental policy	Environmental aspects	Environmental target

A \_\_\_\_\_ is an independent body, separate from political influence, responsible for oversight and management of the carbon market.

One carbon credit is equivalent to \_\_\_\_\_ of carbon reduction.

The Air Act was enacted in the year \_\_\_\_\_

\_\_\_\_\_ standard that provides international standard requirement or gives guidance's on good management practise.

\_\_\_\_\_ animals is endangered species of India.

The amount of energy consumed by a nation usually determines the \_\_\_\_\_ index of that nation

Energy is released from fossil fuels when they are \_\_\_\_\_

World Energy Needs are rising due to \_\_\_\_\_

Photovoltaic energy is the conversion of sunlight into

Crude oil is

Spent slurry (Bio-waste after obtaining biogas) is used as

Wind turbines convert the \_\_\_\_\_ energy in the wind into mechanical power.

Solar cells can be used in:

Business shall be called \_\_\_\_\_ when they voluntarily recycle and reduce waste

Eco-friendly packaging is easily \_\_\_\_\_

Which of the following is (are) renewable resource(s)

The \_\_\_\_\_ Kurnool Ultra Mega Solar Park in in the south Indian province of Andhra Pradesh became fully operational in July 2017.

Kyoto protocol

1 tone

1981

ISO 14001

Fox

development

Pumped

deforestation

Chemical energy

Colourless

fuel

static

calculators

green

Solar energy

wind

1 GW

decisive role

earning profit

cheater

carbon bank

10 tons

1982

ISO 14000

giraffe

rural

Cooled

inflation

Biogas

Odourless

manure

kinetic

watches

white

recycled

tides

10 GW

insignificant role

exploiting consumer

visitor

State bank of India

100 tons

1983

ISO 14004

Black Buck

urban

Burned

increasing population and Industrialization

Electricity

Smelly yellow to black liquid

food for livestock

solar

traffic signals

blue

conservation of water

geothermal heat

100 GW

passive role

satisfaction of consumer

seller

Municipality

1000 tons

1984

ISO 14002

Elephant

local

Pressurized

natural calamities

Geothermal energy

Odourless yellow to black liquid

used again for generating biogas

atomic

All of these

black

waste

all of the above

1000 GW

negative role

self pleasure

exploiter

## MARKETING ELECTIVES

### Consumer Behaviour

Buyer behaviour plays a \_\_\_\_\_ in the present consumer oriented market

Marketing activities are essential for \_\_\_\_\_

A customer is the most important \_\_\_\_\_ to the premises

Consumer behaviour is __	ever flexible	always stable	always rigid	always unfavorable to consumer
Consumer is like ____ in the democracy	voter	candidate	polling officer	presiding officer
Institutional consumer makes purchase in ____	small quantities	medium quantities	large quantities	uncertain quantities
Women in urban areas do shopping with ____	shyness	fear	pressure	confidence and maturity
Need for status power and affiliation are regarded as __ needs	biogenic	psychogenic	hedonic	utilitarian
The puzzle of buyer behaviour is __ to solve	easy	not easy	difficult	impossible
Purchase decision is the __ in the purchase decision making process of the customer	first step	last step	middle step	simplest step
In India rural consumers are ____ than urban consumers	less	more	substantially more	marginally more
A marketer has to predict the __	unpredictable	predictable	consumer need	consumer dislike
the buyer who are small-scale purchase from local retail shops are called __	retail trader	local trader	small scale dealer	nuts and bolts buyer
The consumer buying behaviour is always __	certain	uncertain	stable	abnormal
raw material spare parts and machinery are the items purchased by __	retail buyer	regular consumer	business buyer	small trader
Labour class white collar class professional etc is the classification of consumer on the basis of __	family structure	social class	gender	age
Business consumer prefer to use __ \$ for their shopping.	mall visit	street mall	local retail shop	e marketing ad mobile marketing
Costly products are called __ product	highly involvement	low involvement	nil involvement	least involvement
Recognition of needs is the __ step in the buying decision making process	first	second	third	last
According to Maslow man is a __	hungry being	lazy being	wanting being	happy being
consumer who have no liability to no one seller or two one brand are called __ consumer	loyal	opportunistic	creative	best deal
_____ is defined as selecting between two or more alternatives	consumer feedback	consumer decision making	consumer relationship	none of the above
_____ is the first stage in the adoption process	Evaluation	Awareness	Innovation	none of the above
Engel, Blackwell & Miniard model states that consumer buying decision is influenced by individual differences and _____ influences	Environmental	Opinion leaders	reference group	none of the above
_____ can not inspect goods physically, he can only see their image on the internet	e-buyer	Consumer	Brick & mortar buyer	none of the above
In _____, shipping adds to the cost	Online Shopping	Physical Shopping	Brick and mortar Shopping	none of the above
In online shopping _____ delivery is possible	door to door	visit to store	shop to shop	none of the above

_____Consistently demand extra discounts.	Sellers	Chisellers	Resellers	Nut And Bolt Buyer
Business enterprises have to study the Consumer behaviour in order to adjust their_____accordingly.	SHG	Partnership	Political Policies	Marketing Mix
_____ introduction of innovative products with technological advancements has made the job of studying Consumer behaviour more imperative.	Slow	Rapid	Very Few	Rare
_____ buyers are more geographical concentrated .	Organisational	Daily	Brand Hoppers	Retail
In the case of institutional buyers _____ with the suppliers has an important role.	Marketing	Negotiation	Consumerism	Leadership
Organisational buyers is fluctuating as it is a_____.	Incremental Demand	Arrived Demand	Derived Demand	Distance Demand
In _____ buying behaviour consumer is highly involved in purchase and significant differences between brands.	Dissonance Reducing	Variety Seeking	Complex	Habitual
In _____ buying behaviour consumer involvement is low in purchase and significant differences between brands.	Habitual	Complex	Dissonance Reducing	Variety Seeking
Inner drive to fulfill the needs is called_____	Attitude	Image	Motivation	Habit
_____ is one term used by marketing researchers to describe the Consumer's mind.	Black Box	Orange Box	Blue Box	Red Box
Club members are part of____group.	Dissociative	Secondary	Primary	Asthetic
A person consists of all the groups that have a direct or indirect influence on his or her attitudes or behaviour	Sub culture	Family	Social class	Reference group
The stage in the adoption process where the consumer considers whether trying the new product make sense is called?	Interest	Trial	Evaluation	Adoption
Another term for a motive is a	Action	Need	Cue	Drive
_____are based on such things as geographic areas, religions, nationalities, ethnic groups, and age.	Multilingual needs	Cultures	Subcultures	Product adaptation requirements.
Marketing managers should adapt the marketing mix to _____and constantly monitor value changes and differences in both domestic and global markets.	Sales strategies	Marketing concepts	Cultural value	Brand images.
_____ has become increasingly important for developing a marketing strategy in recent years.	Change in consumers' attitudes	Inflation of the dollar	The concept and the brand	Age groups, such as the teen market, baby boomers, and the mature market.
Two of the most important psychological factors that impact consumer decision-making process are product _____ and product involvement	Marketing	Strategy	Price	Knowledge
This type of family comprises of husband, wife, their children and at least one or two relatives staying with them.	Joint family	Nuclear family	Extended family	Blended family

The amount of \_\_\_\_\_ is calculated on the basis of what the family can afford to spend on itself after all other basic and compulsory expenses have been met.

\_\_\_\_\_ are close to parents and mostly live at home. they try to balance between work and leisure

\_\_\_\_\_ is a person's unique psychological characteristics that lead to relatively consistent and lasting responses to his or her own environment

A tension created outside is absorbed by the \_\_\_\_\_

Disposal income

young adults

personality

neighbour

Taxable income

teens

demographics

friends

Personal income

pre-teens

lifestyle

family

Savings

seniors

psychographics

relative

## ADVERTISING

Advertising is Art, \_\_\_\_\_ and Profession.

Advertisement makes the job of a \_\_\_\_\_ easy and quick.

Advertising budget helps to keep expenditure within specified \_\_\_\_\_.

\_\_\_\_\_ claims are made in advertising, it leads audience to develop misleading impression.

\_\_\_\_\_ advertising must make a relevant connection with its audience and present a selling idea in an unexpected way.

\_\_\_\_\_ ads attempt to compare specific product features with other competitive brands.

Advertising should refrain from attacking competitors \_\_\_\_\_.

More \_\_\_\_\_ senses that an advertisement includes the better are its chances of selling well.

Consumer advertising has to be \_\_\_\_\_.

\_\_\_\_\_ means below the threshold.

In advertising, the message is given to all and not to one specific \_\_\_\_\_.

In AIDA model, 'D' stands for \_\_\_\_\_.

Home electronic devices, household advertising, cars are the example of \_\_\_\_\_ advertising.

Measurement of ads is a technical job involving time and \_\_\_\_\_.

\_\_\_\_\_ increases the likelihood of retention

In which stage of PLC modification of the product is required.

Which department is the heart of advertising agency?

In which stage of PLC expenditure on advertising and sales promotion is influenced by the degree of brand loyalty.

Physiology

Manufacturer

Banks

Profit

Competitive

Comparative

Fairly

Social

Disliked

Weasel

Sellers

Deserve

Industrial

Statement

Creativity

Growth

Creative department

Decline

Science

Competitor

People

Weasel

Creative

Conventional

Ethically

Mutual

Tricky

Subliminal

Individual

Demand

Institutional

Production

Repetition

Maturity

Account management

Growth

Sociology

Activist

Limits

Realistic

Retentive

Competitive

Unfairly

Human

Likable

Puffery

Competitors

Data

Consumer

Money

Service

Introduction

Media department

Maturity

Psychology

Salesman

Region

Intentional

Institutional

Compromise

Intentionally

Non

Neglected

Surrogate

Marketers

Desire

Classified

Creativity

Research

Decline

Finance department

Introduction

Who is the link between the advertising agency and client?	Creative department	Account management	Media department	Finance department
At which stage the sales start reducing due to market competition and also due to the entry of new product in market.	Decline	Growth	Maturity	Introduction
The media director is responsible for preparing what.	Media plan	Media reach	Media frequency	Media buying
Which type of an agency provides all the services related with advertising and promotion to its clients.	The Creative Boutique	Modular agencies	The full service agency	In house agency
When an advertiser establishes own department to perform the functions of advertising agency ,it is known as.	In-house agency	The specialist agency	Modular agency	Global agency
The agency which developed reputation of working only in certain areas are called as.	Creative	Global	Specialist	Modular
Which type of an agency performs only a part of advertising responsibility , while the rest of the work client gets its done from other advertising agency?	In-house agency	The specialist agency	Modular agency	Global agency
Which agency do not provide services like media planning, media buying or research?	The full service agency	In-house agency	Modular agency	The Creative Boutique
When media billing is small and client needs agency services for so many other tasks ,is which type of agency compensation method?	Commission method	Fee payment method	Cost plus system	Agency charges method
Advertising agency gives presentation to a client to secure ad accounts is known as.	Creative Pitch	Creative Strategy	Creative Summary	Creative orientation
Agencies like RK Swamy BBDO is an example of which type of advertising agency.	The specialist agency	The full service agency	In-house agency	Modular agency
Which agency compensation method can bring lot of confusion and dispute between agency and client	Performance -based compensation	Commission method	Fee payment method	Agency charges method
_____ is a process used by an advertiser to reserve a time period with a local station and by a network to check with its affiliates on the availability of a time period.	Pass time	Frequent time.	Agency time	Clear time
_____ are large structures located in public places which display advertisements to passing pedestrians and motorists.	posters	billboards	display	classified
_____ are large structures located in public places which display advertisements to passing pedestrians and motorists.	posters	billboards	display	classified
_____ is a term used to define a medium geographical potential.	Transmitter	Antenna	Mass audience	Coverage
_____ is a kind of advertising run by a local advertiser in conjunction with a national advertiser.	Local advertising	Cooperative advertising	International advertising	National advertising
The participation of two or more sponsors in a single broadcast program where each advertiser pays a proportionate share of the cost is called_____.	Sponsorship	Co-sponsorship.	Commercials	Slot
_____ is a transit advertising term specifying two displays in each vehicle.	Hoarding	Double carding	Carding	Billboard
An _____ is a long-format television commercial, typically five minutes or longer.	infotainment	entertainment	informercial	advertorial

_____ is the measurements which are based on respondents who either say with assurance that they have looked into a given magazine.	Exposure	Lights	Depth of field	Focus
When marketing practices are criticized for reducing competition, the criticism falls under which universal area of societal marketing issues?	Marketing's impact on society as a whole	Marketing's impact on other businesses.	Marketing's impact on the company	Marketing's impact on the individual
What are the elite qualities of advertising?	Consumers view advertised products as standard and legitimate	Advertising is expressive, allowing the dramatization of products	Advertising can be used to build up a long-term image for a product	Can reach masses of geographically dispersed buyers at low cost exposure
In creating the communications message, what is the term functional to the process of putting the intended message or thought into symbolic form?	Developing the response	Eliminating the advertising clutter or 'noise'	Encoding	Decoding
Advertisements provide consumers with essential information about products and services, including _____.	Where to get the product or service	The existence of the product or service	Where to sell the product or service	How much the product or service costs
Products and services that have raised ethical concerns for advertisers and of good reputation media in recent years include?	Cigarettes	Weight loss systems	Fortune tellers	Awareness
The product usefulness is recognized and its superiority over other brands has yet to be established in _____ stage of advertising.	pioneer	competitive	retentive	progressive
A _____ firm does not have to worry about the promotional spends as it is the only player in the market .	Monopoly	Duopoly	Oligopoly	advertising
The Advertising budget is depended on the _____.	product follower	substitute leader	competition follower	monopoly competitor
The advertising budget of a market follower will be decided by the tactics of the market _____.	appropriation	misappropriation	disappropriation	in appropriation
The determination of the total funds is the first step in budgeting which is known as budget _____.	place management	demographics marketing	audience planning	segment co ordination
Advertising budgets are prepared for each market _____, time and geographic area.	specific market Inquiry	niche real Enquiry	special actual Research	routine unplanned comparative
The advertising budget is modified on the basis of the prevailing marketing conditions and _____ requirements.	byhearting specific	memorising general	recognising all	reading expert
The execution of the budget is done through _____ activities				
The planned expenditure and the _____ expenditure should be on parallel lines .				
_____ test involves running two or more ads on a limited scale to determine which is most effective in terms of maximum inquiries for the offers made .				
Recalling is more demanding than _____ as a test of memory .				
Customised research is conducted for a _____ client to address that clients need				

\_\_\_\_\_ is undertaken to establish whether the advertisement says what it was intended to do.

In Physiological Testing, rather than what the respondents say, what is considered more important is the \_\_\_\_\_ reaction of the respondents.

\_\_\_\_\_ copy testing is a specialised type of digital marketing specifically related to digital advertising.

The main purpose of diagnostic copy testing measures is \_\_\_\_\_.

Recognising

Recalling

Post-Testing

Pre-testing

physiological

physical

psychological

cognitive

general

manual

Automated

specific

compression

reduction

decline

optimisation

## FINANCE ELECTIVES

### CORPORATE FINANCE

\_\_\_\_\_ is the lifeblood of modern business.

\_\_\_\_\_ is concerned with planning, raising, controlling, administering of funds used in business.

\_\_\_\_\_ is in charge of financial management of a business.

The two major objectives of Financial Management are maximizing \_\_\_\_\_ and \_\_\_\_\_.

\_\_\_\_\_ is concerned with the procurement of funds and their effective utilization in the business.

Debentures are the \_\_\_\_\_ of a company.

\_\_\_\_\_ is a form of Ownership Securities.

\_\_\_\_\_ is a form of Creditorship Securities.

The Market price per share of Maruti Ltd. is Rs. 20 and EPS is Rs. 5, what will be the PE ratio of Maruti Ltd.?

\_\_\_\_\_ of a firm refers to the composition of its long term funds and its capital structure.

To compute the required rate of return for equity in a company using the CAPM, it is necessary to know all of the following EXCEPT:

The rate of return on its existing assets that a firm must earn to maintain the current value of the firm's stock is called the \_\_\_\_\_.

Finance

Men

Material

Machine

Business Planning

Business Management

Corporate Finance

Corporate Control

Operations Manager

Departmental Manager

Chief Marketing Officer

Chief Financial Officer

Income and expenditure

Profit and losses

Profit and wealth

Losses and liabilities

Production Manager

Marketing Manager

Sales Manger

Financial Manager

Long term borrowings

Short term borrowings

Owned funds

Shareholders funds

Shares

Debentures

Bonds

Loans

Equity Shares

Preference Shares

Bonus Shares

Debentures

4

5

6

2.67

Market capitalisation

Capitalisation

Over Capitalisation

Under Capitalisation

The risk-free rate.

The beta for the firm.

The earnings for the next time period.

The market return expected for the time period.

Return on equity.

Internal rate of return.

weighted average cost of capital.

weighted average cost of equity

Prides equity company ltd. issued Debentures bearing 12% coupon rate of the face value of Rs.1000 redeemable at 5% Premium after 8 years and 5% is brokerage rate Assuming tax rate is 35% , Calculate the before tax cost of debt?	12.95%	13.95%	12%	9.07%
Degree of Total leverage can be applied in measuring change in_____.	EBIT to percentage change in quantity	EPS to percentage change in EBIT	EPS to percentage change in quantity	Quantity to percentage change in EBIT
The measure of business risk is_____.	Operating leverage	Financial leverage	Total leverage	Working Capital leverage
If sales is Rs.2,00,000 variable cost is Rs.0.70p.u ,Fixed cost is Rs.1,00,000 and Interest is Rs.3,668.Total Production units is 1,00,000.and Total assets Rs.10,00,000 Calculate BEP in sales Rs	Rs. 1,53,800	Rs. 1,53,840.15	Rs. 1,53,850.10	Rs. 1,53,846.15
Honour equity company ltd. issued Debenture bearing 12% coupon rate of the face value of Rs.100 redeemable at par after 8 years.Calculate the cost of debt after tax ,debentures are issued at 10% discount with 5% floatation cost , Corporate tax rate =40%.	8.92%	9.71%	37%	37.80%
Kotak securities company ltd. issued Debenture bearing 14% coupon rate of the face value of Rs.100 redeemable at premium of 10% after 10 years.Assuming tax rate is 40% , Determine the cost of debt after tax, issued with 8% brokerage(floatation cost) .	11.40%	17%	10.10%	16%
ALCO Ltd. company considering project which has -0.36 NPV. Kindly suggest	It is worth investing	It is not worth investing	cant predict on NPV	can take a chance
if $ARR < \text{minimum rate}$	check initial investment	reject propasal	accept proposal	find salvage value
The ..... is present value of an anticipated net future cash inflows divided by the initial Outlay.	Payback period	Profitability Index	Internal rate of return	Net Present Value
.....is due to the influence of external factors on an organization.	Unsystematic Risk	Systematic Risk	Financial risk	Business Risk
.....is macro in nature it affects a large number of organization operating under a same domain.	Unsystematic Risk	Systematic Risk	Financial risk	Business Risk
.....is the risk arises due to fluctuations in the trading prices of securities. It particularly affects debt securities.	Financial risk	Business Risk	Market Risk	Interest rate Risk
It is also known as purchasing power risk.	Financial risk	Business Risk	Default Risk	Interest rate Risk
Investement in fixed deposits,bonds etc. have .....	inflation risk	Business Risk	Default Risk	Interest rate Risk
	high risk & high return	Low risk & low return	High risk and low return	Low risk and high return
Standard deviation is.....	square root of variance	under root of variance	equal to variance	half of variance
.....is a technique that reduces risk by allocating investments among various financial instruement.	diversification	capital rationing	Portfolio	Capital budgeting
Beta is a measure of.....	Unsystematic Risk	Systematic Risk	Financial risk	Business Risk

A positive NPV results in .....	profit	loss	higher discount	lower discount
Depreciation is included in cash flow because it .....	is unavoidable cost	reduces tax liability	part of cash flow	part of out flow
A company with no debt financing has no.....	Default Risk	Interest rate Risk	Financial risk	Business Risk
This risk can be mitigate by planned action.	Unsystematic Risk	Systematic Risk	Market Risk	Interest rate Risk
The extent of .....will depend on the leverage of the company's capital structure.	Unsystematic Risk	Systematic Risk	Financial risk	Interest rate Risk
Risk arises from high debt financing in the capital structure	Financial risk	Unsystematic Risk	Systematic Risk	Market Risk
The investment in one proposal requires investment in one or more other proposal.	Accept-Reject decision	Contigent decision	Mutually exclusive project	Investment Project
.....means availability of funds for a period of one year or less than one year period.	Short term finance	Long term finace	Working capital	Fixed capital
.....refers to the credit received by a customer frpm the supplier of goods ,in the normal course of business.				Trade Credit
NBFCs are required to accept public deposit for a maximum period of _____ months.	36 months	48 months	60 months	120 months
For a company to register as a NBFC it should have a minimum net owned fund of _____.	Rs. 25 Lakhs	Rs. 1 Crore	Rs. 2 Crores	Rs. 5 Crores
The maximum rate of Interest an NBFC can offer is _____	9%	12%	12.50%	14.50%
Who among the following is the primary regulator of Banking Business?	Reserve Bank of India	Central Government	State Government	Parliament
_____ is an NBFC whose principal business is leasing of equipment or financing of such activity.	Hire-Purchase Finance Company	Equipment Leasing Company	Housing Finance Compnay	Investment Company
FPI Regulations introduced in _____.	2014	2013	2012	2011
_____ investors allow to invest indian stock market directly.	Institutional	Functional	Non redident Indians	Operational
What is global depository receipt?	It is a receipt issued by multinational banks on deposit of money.	It is a receipt issued by stock exchange to bank clearing mechanism.	It is a receipt issued by an overseas bank is lieu of shares of a domestic company.	It is a receipt issued by stock exchange on investment by foreign portfolio investor.
Both foreign direct investment (FDI) and foreign institutional investment (FII) are related to investment in a country. Which of the following is incorrect regarding FDI and FII?	Both FII and FDI bring capital into the economy.	FII invests in technology-oriented enterprises, whereas FDI invests in traditional business set ups.	The restrictions on the entry of FDI are lower than that on FII.	FDI is considered to be more stable thna FII. FII can be withdrawn even at a short notice.

Participatory notes (PNs) are associated with which one of the following?

Consolidated Fund of India

Foreign institutional investors

United Nations Development programme

Kyoto Protocol

The gain or loss of a security in a particular period is known as .....

Return

variance

Standard deviation

Beta

## COST ACCOUNTING

Cost Accounting is directed towards the need of.....

..... Is not a function of cost accounting.

shareholders

Decision Making

Government

External reporting

External users

Cost Ascertainment

Internal users

Planning and control

..... is a type of cost, when classification is based on the basis of functions.

Cost information does not facilitate decision regarding.....

Fixed cost

rate of dividend

Variable cost

whether to make or buy

Administration cost

exploration of an additional market

semi-fixed cost

introduction of product

..... Means process of ascertainment of cost.

..... is an example of fixed cost.

Cost control

Rent of office premises

Costing

Direct material cost

Cost reporting

Wages paid to productive workers

cost cutting

Direct expenses

The guidance and Regulation by executive action, of the cost of, operating an undertaking is known as....

Cost control

Operating costing

Cost reduction

cost cutting

A cost per unit which increases or decreases, when volume of output increases or decreases is known as.....

Variable cost

Fixed cost

semi-variable cost

semi-fixed cost

..... Would not be considered as fixed cost.

Depreciation

Cost of bottles used in the production of soft drinks.

Rent

Property taxes

An example of variable cost is....

interest on capital

Direct material cost

Property taxes

Depreciation on furniture

Cost which are ascertained after they have been incurred are known as.....

Sunk cost

Imputed cost

Historical cost

opportunity cost

The cost of a special device that is necessary if the special offer is accepted is a

Sunk cost

opportunity cost

Relevant cost

Historical cost

..... is not an example of Administration overheads.

Audit fees

stationery

Depreciation on Plant

Depreciation of computer

Cost that can be easily traced to a specific department are called.....

Indirect cost

Direct cost

processing cost

overheads

Indirect cost.....

cannot be traced to a particular cost object

are not important

are always variable cost

can be traced to a cost object

When the amount of under or over absorption is significant, it should be disposed of by _____	Trasferring to Costing profit & loss A/c	The use of supplementary rates	Charging to cost sheet	Carrying over as a deferred charge to the next accounting year
When the amount of overhead absorbed is less than the amount of overhead incurred, it is called _____ Bad debt is an example of _____	Under-absorption of overhead Production overhead	Over-absorption of overhead Administration overhead	Proper absorption of overhead Selling overhead	No absorption of overhead Distribution overhead
Which among the following is a scientific and accurate method of absorption of factory overheads? _____ Warehouse expenses is an example of _____	Percentage on prime cost Production overhead	Percentage on direct labour cost Aministration overhead	Machine hour rate Selling overhead	None of the above Distribution overhead
Which of the following is referred to as primary distribution of overheads? _____	reapportioning service dept. overheads to other service dept.	apportioning and allocating overheads to all departments on a suitable basis	reapportioning service dept. overheads to production dept.	reapportioning production dept. overheads to other production dept.
Expenses such as rent and depreciation of a building shared by several departments are _____ The term cost allocation is described as _____	Indirect expenses the costs that can be identified with specific cost centers	Direct expenses The costs that cannot be identified with specific cost centers	Joint expenses The total cost of factory overhead neede to be distributed among specific cost centers	Shared expenses The cosst that that can be identified with speific profit centers
The distribution of overheads alloted to a particular department or cost centre over the units produced is called _____ If an item of overhead expenditure is charged specifically to a single department this would be an example of _____ Which of the following costs is not a factory overhead expense? _____	Allocation Apportionment Depreciation of equipment used in the research department	Apportionment Allocation Salary of quality control inspector	Absorption Re-apportionment Overtime premium paid to direct labour	Departmentalisation Absorption Machine maintainance cost
Which of the following bases would be most appropriate to apportion the cost of electric power to factory departments? _____	Number of outlet points	Amount metered out	Cubic capacity of premises	Kilowatt capacity of machines in department

Which cost driver is used to apportion Rent expenses? _____	Floor area	Number of workers	Light points	Horse power of machinery
Total cost-selling and distribution overhead= _____	cost of goods sold	closing stock	cost of production	Net profit
cost of production-Administration overhead= _____	Prime cost	cost of sales	work cost	work in progress
Prime cost + Overhead = _____	work cost	total cost	cost of sales	cost of production
Total cost + profit= _____	selling price	cost of goods sold	selling and distribution overhead	gross profit
Compute cost of goods manufactured.:cost of goods sold Rs.2,00,000.;opening stock of finished goods Rs. 50,000;closing stock of finished goods Rs.1,00,000;and closing stock of work in progress Rs.10,000.	Rs. 2,00,000	Rs. 2,50,000	Rs. 2,40,000	Rs. 3,00,000
The opening stock of finished goods is Rs 50,000; closing stock of finished goods is Rs.1,00,000 and the cost of goods manufactured is Rs.2,00,000.What is cost of goods sold	Rs. 2,00,000	Rs. 2,50,000	Rs. 1,00,000	Rs. 1,50,000
In V ltd.cost of production(for 11,000 units) is Rs 44,000;selling expenses (per unit) Rs.0.40;sales(for 9,000units) Rs.54,000;Calculate the profit per unit of product.	Rs 1.15	Rs 1.20	Rs 2.60	Rs 1.60
Calculate the selling price per unit.S Ltd. The prime cost is Rs.20 per unit.factory overhead are 20% of prime cost and administration overhead are 25% of work cost.if the company desire to earn a profit of 25% on selling price.	Rs 40	Rs 33	Rs 90	Rs 30
T ltd.used in a particulerRs.3,00,000 of direct materials. The year end direct material inventory was Rs.50,000 more than it was at the beginning of the year.Calculate direct material purchases.	Rs 3,00,000	Rs 2,50,000	Rs 3,50,000	Rs 4,00,000
Labour cost _____ salaries and wages paid to employees of the contract	include	exclude	increase	decrease
Raw material used-Rs.1,40,000;direct labour-Rs.5,00,000;total manufacturing overhead-Rs.6,00,000;Beginning work in progress-Rs.15,000;cost of goods sold-Rs.12,05,000. Calculate the alue of the closing work in progress	Rs.65,000	Rs.65,001	Rs.65,000	Rs.65,003
Just in time facilitates _____ manufacturing system.	Rigid	Flexible	Large scale	Strict
_____ is the process of evaluating alternatives, implementing strategies and improving performance by adopting successful practices from external partners.	Internal benchmarking	Global benchmarking	Strategic benchmarking	Process Benchmarking
Vague strategy is a challenge in _____.	JIT	BSC	Benchmarking	Target costing
The objective of JIT is _____.	Eliminate storage of inventories	Cost estimation	Increase storage of inventories	Quality management
Just in time was sucessfully implemented by _____	Toyota	Honda	Suzuki	Volkswagen
In Just -in-time, the vendor is to be viewed by the company as a _____.	Manager	Employees	Partner	Customer
JIT does not believe in _____.	Quality	Price	Over production	Human relations
_____ is an integral part of design and introduction of new product.	Target costing	Standard costing	Process costing	Job costing

Reconciliation is done between\_\_\_\_\_.

\_\_\_\_\_ refers to continuous improvement programme known as Kaizen costing.

Kanban card is a requisite card under\_\_\_\_\_.

## HR ELECTIVES

### Recruitment & Selection

MPDQ is a highly structured questionnaire containing\_\_\_\_\_ items relating to managerial responsibilities, restriction, demands etc

A job is a bundle of related\_\_\_\_\_.

\_\_\_\_\_ is a process of searching for and obtaining applicants for jobs, from among whom the right people can be selected.

The Position Analysis Questionnaire (PAQ) is a well-known\_\_\_\_\_ instrument.

\_\_\_\_\_ is a positive process of searching for prospective employees and stimulating them to apply for the job in the organisation.

How many stage does a recruitment process comprise of\_\_\_\_\_

\_\_\_\_\_ include physical features like height, weight, chest, vision, hearing, ability to lift weight, ability to carry weight, health, age, capacity to use or operate machines, tools, equipment etc.

\_\_\_\_\_ is defined as choosing the right person for the right job.

The \_\_\_\_\_ should be clear regarding the work of the position, duties etc.

\_\_\_\_\_ is the application form to be filled by the candidate when he goes for the recruitment process in the organisation

\_\_\_\_\_ is also referred to as work design or task design.

When an employee is shifted in the same category, it is called '\_\_\_\_\_.

\_\_\_\_\_ is not a internal source of recruitment.

\_\_\_\_\_ is not a external source of recruitment.

The process \_\_\_\_\_ process begins with the job specification.

Promotion is a \_\_\_\_\_ source of recruitment.

The term procurement stand for\_\_\_\_\_.

Gross profit and net profit

Benchmarking

Target costing

315

tasks  
selection

Job analysis  
selection

2

Physical specification

Selection  
job description  
Job application

Job design  
Horizontal promotion

Promotion

Campus recruitment

recruitment  
suitable  
Recruitment and selection

Previous year and current year profit

Target costing

Just in time

208

opportunities  
hiring

job description  
recruitment

6

mental specification

Recruitment  
job specification  
Formal application

Job description  
Vertical promotion

Transfer

Internal Advertisement

selection  
Higher  
Promotion

Costing profit and financial account profit

Process costing

Benchmarking

450

responsibilities  
Recruitment

job specification  
hiring

9

emotional specification

Induction  
job summary  
Application blank

Job specification  
Dry promotion

Job rotation

Walk in

job enlargement  
Internal  
Purchase

Costing profit and management account profit

Just in time

Process costing

500

Risk  
interview

Job design  
Appointment

5

Social specification

Orientation  
Job design  
Informal

Job summary  
None of the above

Departmental exam

Consultancy

Job enrichment  
External  
Training and development

Speed of hiring is an advantage of \_\_\_\_\_

\_\_\_\_\_ means assigning a specific rank and responsibility to an individual.

What is the main objective of recruitment and selection process?

\_\_\_\_\_ interview is held to determine a person's reason for leaving the organisation.

The \_\_\_\_\_ process covers the period from the job specification and initial contact with the applicant to his final acceptance or rejection.

The pre-screening is about finding the fundamental requirements in job \_\_\_\_\_.

A major internal factors that can determine the success of recruiting program is whether or not the company engage in \_\_\_\_\_.

A \_\_\_\_\_ is a tool that can ensure that you get called for an interview.

A good orientation will reducing the \_\_\_\_\_ of the employee

In \_\_\_\_\_ topic based group discussions, there is potential to generate argument

On boarding continues for between \_\_\_\_\_ time

The increasing \_\_\_\_\_ of the market place combined with ever increasing skilled staffed advances in technology

Face to face interview is possible in \_\_\_\_\_ interview

\_\_\_\_\_ socialisation refers to socialisation of the infant in the primary years of life

\_\_\_\_\_ is unplanned and ad hoc.

Resume is a french word meaning \_\_\_\_\_

\_\_\_\_\_ is example of hard skill

\_\_\_\_\_ allows people to see as well as hear each other

\_\_\_\_\_ is continuous process

Employers look for candidates with \_\_\_\_\_ work ethics

Meeting Etiquettes are \_\_\_\_\_.

\_\_\_\_\_ skills are also known as people skills

Informal induction may also create lot of \_\_\_\_\_ in the minds of the employees there by leading to labour turnover

\_\_\_\_\_ familiarizes the new employee with the culture of the organisation.

A formal discussion which involves participants who sit together to discuss a topic given for this purpose

Orientation is usually in a \_\_\_\_\_ method

Internal sources of recruitment

Selection

recruit the right candidate

Personal training

Resume

HRP

Application blank

Stress

Factual Topic

1-2 days

Globalisation

Mail

primary

Informal induction

Summary

Typing Speed

Mails

Training

Zero

Put Phone on the table.

Hard

panic

On boarding

Group discussion

scalable method

External sources of recruitment

Induction

meet the high labour turnover

exit

induction

CV

Selection

Biodata or Cv

Anxiety

Case Study

15 days

Liberalisation

Phone

adult

Descriptive induction

Paragraph

Communication

Audio Conference

Socialisation

Average

Be on Time

Soft

Stress

Selection

Presentations

classroom style

Psychomotor test

Recruitment

To reduce the cost of recruiting

written

selection

presentation

Induction

Presentation

Frustration

Abstract Topic

3-6 months

Privatisation

Mock

secondary

Structured induction

Essay

Time Management

Videoconferencing

Orientation

Strong

Have a weak agenda

Technical

tension

Orientation

Debate

IB group

Mental ability test

Placement

To reduce the cost of Selection

Oral

Introduction

interview

Orientation

Resume

tension

Controversial Topic

2 months

Nationalisation

Personal

anticipatory

Formal induction

Statement

Teamwork

Phone Calls

Boarding

Weak

Late in meeting

Mechanical

frustration

Presentation

Storytelling

Easy

Exit Interview form start with \_\_\_\_\_.  
 A good \_\_\_\_\_ reduces the anxiety of the employee  
 CV should always be accompanied by \_\_\_\_\_ letter  
 Induction helps to reduce \_\_\_\_\_ among the new workers.  
 A successful negotiation requires \_\_\_\_\_.

\_\_\_\_\_ stage involves the socialisation of the young child in the family  
 We can not use following in presentation \_\_\_\_\_.

### Motivation & Leadership

Equity theory is also known as \_\_\_\_\_.

\_\_\_\_\_ is the formulated equity theory ,which is the most highly developed and .research statement.

A \_\_\_\_\_ when the individual is indifferent towards the outcome.

Expectancy is a probability ranging from \_\_\_\_\_.

The valency theory is known as \_\_\_\_\_ theory

The Valency four drive theory is \_\_\_\_\_

Vroom expectancy theory is known as \_\_\_\_\_

Motivation is \_\_\_\_\_.

Mutual trust between members of an organisation reduce conflict and lead to \_\_\_\_\_.

Positive reinforcement is used to motivate others to repeat \_\_\_\_\_ behaviours

Japanese give more importance to \_\_\_\_\_

Dr Lawrence and Nitin Nohria of the Harvard Business School have explained the \_\_\_\_\_ theory

\_\_\_\_\_ is much more task specific.

\_\_\_\_\_ is the production of novel and useful ideas.

\_\_\_\_\_ work life balance focus or concentrate on the job satisfaction.

Name	Job Title	Unit	Date
Induction	Orientation	Training	Re-orientation
Informal	Business	Crossed	Cover
Confidence level	Anxiety level	Working capacity	Interview
Two parties to come together	Conflict between them	Ego between the two parties	Attitudes between the two parties

Adult	Secondary	Primary	Anticipatory
Stories	Video clips	Answer	Questions

Z Theory	Social comparison theory	X&Y theory	Motivation theory
----------	--------------------------	------------	-------------------

J Stacy Adams	Philip kotler	William Ouchi	Stephen Robbins
---------------	---------------	---------------	-----------------

Valenc of zero From 0 to 5 Four drive Acquire, Bond, Learn, Defend	Valenc of positive from 0 to 1 Five drive Acquire, Acquisition, Learning	Valenc of negative From1to2 One drive Bond, learn, acquisition, acquire	Valenc is one Fro1to10 Two drive trust,bond, acquire, acquisition
--	--	---	---

Profit sharing Expectancy×Instrum entally×Valence	Valency Expectancy×Action×Motiv ation	Z Theory Action×Desire×Reaction	X,Y theory Expectancy×Desire×Valenc e
---	---	------------------------------------	---

Team work	Mutual conflict	Intimacy	Subtlety
-----------	-----------------	----------	----------

unwanted individualism Z Theory	desired materialism X,Y theory	undesired collectivism Profit sharing	needless profit making Valency
---------------------------------------	--------------------------------------	---	--------------------------------------

East innovation Unhealthy	West imagination Healthy	North creativity Poor	South expansion rich
---------------------------------	--------------------------------	-----------------------------	----------------------------

A type Z organisation has three major features such as _____.	Trust, subtlety, intimacy	Trust, Concern, Conflict	Subtlety, trust, intimacy	Trust, Conflict, Intimacy
Generation y or Millennials or Nexters born in _____.	1980-2002	1970-2005	1980-2006	1960-2002
_____ generational is much smaller and grew up in a time of increased divorce and working mothers.	Baby Boomers	Generation x	Generation y	both the x,y
Drive for competency is also called _____ motivation	Monetary	Linear	Achievement	supreme
In the eastern culture _____ are still regarded as those who would sacrifice professional life in favour of family	professionals	parents	men	women
The concept of _____ is very strong in the eastern culture	we	me	you	inspiration
Work life balance as a satisfactory level of or a "fit" among multiple roles in a person's life. it is said by _____.	Hudson	Bryan	Dyson	Philip kotler
Generation in the workforce is divided into _____ part.	Four	Three	Two	One
"As life get more expanded its very hard, both neurologically and psychologically to keep that habit of perfection going"	Allen	puder-York	Dee DiPetro	Stephen Robinson
Without change any action will result in _____ reaction	Duplicate	Same	Different	Variety
Charismatic leader has an ability to _____ almost anyone	Punish	Inspire	Ignore	Hate
One of the characteristic of charismatic leader is _____	Narrow minded	Taking Risk and convincing others to take risks	Conservative	Ignorance
The charismatic leader who restrain their use of power in order to benefit others is called as _____	Office Holder	Personal	Socialized Charismatic	Divine
The leader who is mystical, narcissist and is endowed with spiritual grace is called as _____ leader	Office Holder	Personal	Socialized Charismatic	Divine
_____ charisma is the by-product of being placed in key position	Office Holder	Personal	Socialized Charismatic	Divine
Charismatic leader is often an effective _____ in convincing others	Officer	Vendor	Salesman	Dealer
A _____ relieves boredom and tension	Instruction	Sense of Humour	Discipline	Commands
Being _____ is foundation for any success	Honest	Selfish	Unethical	Destructive
People who believe in dignity of work end up being leaders as a result of their _____	Unethical practices	Igorance	Strong Work Ethics	Avoidance of Opportunities
One of limitation of Trait Theory is _____	Long list of traits	pleasing	yardstick for measurement	detail knowledge
_____ leaders bring change in the organisation	Charismatic	transactional	transformational	laissez faire
Faster and better decisions making is one _____ benefits of Self leadership	Organisational	Personal	Environmental	Economical
Self leadership is a on going process of _____	Self courage	Self Reflection	Self use	Self destruction
Leaders look for _____ solutions and focus on moving forward	Destructive	constructive	short term	temporary

\_\_\_\_\_ is the founder of the India's largest and most respected IT Company Infosys  
 \_\_\_\_\_ has successfully led to key Corporate governance in India  
 One of the essential qualities for a successful entrepreneur according to Narayan Murthy is  
 \_\_\_\_\_

The person who take guidance and advice from the mentor is called as \_\_\_\_\_  
 The leader who decided to follow his father's footsteps in real estate business is  
 \_\_\_\_\_

The leader who had a vision to create a graphical interface is \_\_\_\_\_  
 The leader who came up with a social networking to communicate with people across the globe is \_\_\_\_\_  
 \_\_\_\_\_ has learnt a lot from Warren Buffet

\_\_\_\_\_ is someone who provides guidance, instruction to his team members  
 One of the aspect of self leader is \_\_\_\_\_  
 Decreased stress is one \_\_\_\_\_ benefits of Self leadership

## EMPLOYEE RELATIONS

\_\_\_\_\_ is a form of mediation.  
 \_\_\_\_\_ means getting disputes settled through an independent person chosen by the parties involved mutually and voluntarily.  
 \_\_\_\_\_ is also called Pattern Bargaining.  
 \_\_\_\_\_ involves haggling over the distribution of surplus.

The Collective Bargaining in India remains \_\_\_\_\_ in its scope.  
 The main purpose of employer-employee relations is to maintain harmonious relationship between \_\_\_\_\_ and labour.  
 ERM stands for \_\_\_\_\_.

There are \_\_\_\_\_ Central Trade Unions in India.

Maslow	Ouchi	Victor	Narayan Murthy
Maslow	Ouchi	Victor	Narayan Murthy
Giving more priority to long term interest	showing interest in short term goals	Discouraging the team	Being pessimistic
Mentee	Mentor	Coach	Counsellor
Mark Zuckerberg	Dhirubhai Ambani	Ratan Tata	Donald Trump
Mark Zuckerberg	Bill Gates	Ratan Tata	Donald Trump
Mark Zuckerberg	Bill Gates	Ratan Tata	Donald Trump
Bill Gates	Trump	NarayanMurthy	Dhirubhai Ambani
Worker	Co-worker	Team Leader	Colleague
Ignorance	Misguiding	Other Management	Narrow minded
Organisational	Personal	Environmental	Economical
Conciliation	Arbitration	Adjudication	Attrition
Court of Inquiry	Adjudication	Voluntary Arbitration	Conciliation
Coalition Bargaining	Coordinated Bargaining	Parallel Bargaining	Single Unit Bargaining
Distributive Bargaining	Integrative Bargaining	Attitudinal Structuring	Intra-organizational Bargaining
Limited Management	Unlimited Employee	Larger Supervisor	Wider Foreman
Employers Relations Management Committee	Employee Relations Management Committee	Employee Relations Management Council	Employee Relations Management Counter
10	12	8	6

Creche is to be provided if _____ or more women employees are employed. Which of the following is the Cause for failure of Collective Bargaining?	10 Fair Labour Practice	20 Equal Power	25 Politicization of issue	30 Proper Grievance Handling Mechanism
Which of the following is NOT a Machinery for the Settlement of Industrial Disputes?	Conciliation	Court of Inquiry	Voluntary Arbitration	Workers' Participation
Which of the following is NOT a feature of Employee Relations?	An outcome of Employment Relationship	Different than Human Resource Management	Integral part of Social Relations	Limited relationship between trade union and employer
The first step in welfare administration is to have a clearly _____ policy towards it. The Principle of accountability is also known as principle of _____ _____ approach was advocated by Elton Mayo. _____ approach is based on Human relationships. Intra-Mural welfare measures are available _____ of factories.	Defined Evaluation Atomistic Humanistic Within the premises	Evaluation Timeliness Paternalistic Paternalistic Outside the Organisation	Performance Totality of Welfare Mechanistic Mechanistic Timeliness	Feedback Integration Humanistic Atomistic Totality of Welfare
The concept of labour welfare was originated in the year _____ Washing and bathing facilities, creches, restrooms and canteens comes under Welfare Amenities _____ In the Principle of _____ labour welfare measures cannot be a substitute for wages. The principle of _____ is based on assumption that the worker is "a mature and rational individual". The principle of _____ emphasizes that the concept of labour welfare must spread throughout the hierarchy of an organisation. In _____ if post-implementation shows a substantial improvement, the welfare is worth continuing.	1850 Outside the establishments Social Liability of industry Self-help Totality of Welfare Welfare policy	1990 Within the premises of the establishment Impact of Efficiency Democratic values Integration Trend analysis	1860 Cultural Welfare Adequacy of wages Totality of Welfare Humanistic Philanthropic	1837 Individual Welfare Responsibility Repersonalisation Policing Paternalistic
Which of the following Labour Welfare provision is NOT covered in Fifth Five year plan (1974 - 1979)	Staff Training and Research Institute	Extension of Apprenticeship Training Programme	The Employees State Insurance Scheme was introduced	Development and Establishment of Vocational Training in Women's Occupations
The _____ Act is an attempt to extend various facilities to factory workers. Labour Welfare Schemes enhances workers _____.	Companies Pay	Mines Turnover	Plantation labour Efficiency	Factories Ineffectiveness

_____ Employees are an asset to all companies.	Unproductive	Lazy	Demotivated	Productive
Under Factories Act, 1948, the maximum permissible load for Adult females is fixed at _____.	65 lbs	55 lbs	30 lbs	66 lbs
Fatigue can be resolved with _____ or reducing activity.	Rest	sleep	medicine	meditation
_____ is an unpleasant transient state in which individuals feel an extreme lack of interest in their current activity.	Giddiness	Fainting	Boredom	Bleeding
_____ Fatigue is the transient inability of muscles to maintain optimal physical performance .	Cognitive	Muscular	Physical	Mental
One of the major reason for workplace fatalities is _____.	substance abuse	conflicts	natural calamities	sleeplessness
A _____ is a situation in the workplace that has the potential to harm the health and safety of people.	Hazard	Audit	Safety	Injury
_____ is the condition of being protected from harm or other non-desirable outcomes.	Safety	Harm	Hazard	Disaster
Which of the following is a measure to Control Hazards?	Ionizing Radiation	Microwaves	Hand Vibration	Personal Protective Equipment
Which of the following is NOT a cause of Fatigue?	Insomnia	Team Building	Nutritional Deficiency	Sleep Disorders
Peace in industry is a powerful factor for good _____ relations .	Industrial	Local	International	National
_____ is a joint consultation prior to decision Making.	Employee Grievance	Labour Grievance	Workers Participation in Management	Employee Welfare
_____ is a stock option granted to specified employees of a company.	ESOP	Joint Council	Work Directors	Work Committee
_____ are constituted at the plant level.	Joint Council	Joint Management Council	Shop Council	Work Directors
Industrial relations have their impact not only in the industrial unit but also on the _____.	Households	Nation	society	organisation
The grievance procedure must be acceptable to the _____ parties	Third	management	aggrieved	concerned
_____ actions should be taken immediately to prevent reputation of the grievance and damages.	Remedial	Conducive	Similar	Neutral
The management must _____ to determine whether action taken has favourably changed the employees attitude .	follow-up	not respond	write	work
_____ role in grievance redressal is significant .	Human Audit Managers	Top Level Managers	Human Resource Managers	Marketing Managers

Which of the following is NOT a function of Shop Council?

Improve production and efficiency

Study absenteeism in the shop and recommend steps to reduce it

Suggest health, safety and welfare measures to be adopted

Pass on all control in the hands of employees

The lack of proper \_\_\_\_\_ between the employees and the management is a significant reason giving rise to grievance .

designation

communication

feedback

Motivation

Which of the following is NOT a function of Works Committee ?

Conditions of work such as ventilation, lighting and sanitation

Educational and recreational activities

Safety measures, accident prevention mechanisms etc.

Improve production and efficiency

Which of the following is a negative effect of grievance?

Reduces Productivity

Increases Employee Commitment

Satisfied Employer-Employee relations

Disciplined Employees

Which of the following step should be taken by the Managers for Handling Grievances?

Acknowledge Dissatisfaction

Indiscipline

Reduced Cooperation

Reduced Productivity