

SUBJECT 1	MARKETING			
QUESTIONS	Answer1	Answer2	Answer3	Answer4
Marketing is a process which aims at _____	Production	Profit making	Customer satisfaction	Selling product
Marketers often use the term _____ to cover various grouping of customers	Buying power	Demographic segment	Market	People
The _____ concept holds that consumers will favour products that offer the market in quality, performance & innovative features.	Marketing	Production	Product	Selling
_____ is the connecting link between the consumer & the producer.	Marketing	Selling	Consumption	Buying
Age, income & gender are grouped under _____	Geographic segmentation	Demographic segmentation	Behaviour segmentation`	Psychographic segmentation
_____ means giving suitable name or symbol to the product.	Branding	Labelling	Advertising	Symboling
_____ marketing refers to introducing the product or services in small segment of the market.	Test	Digital	E- marketing	Marketing
_____ activities are basically for the satisfaction of consumer needs.	Branding	Marketing	Packaging	Physical arrangement
Marketing mix is the combination of four basic marketing variable namely, product, price ,promotion ,and _____.	physical evidence	Place	Person	Production
Risk and uncertainty moves _____ due to increased sophistication.	Upward	Downward	Parallel	Horizontal
_____ identifies the product or brand	Container	Label	Advertisement	Warranty
There are _____ stages in product life cycle	One	Two	Four	Five
Price is the only element in the marketing mix that produces _____	Fixed cost	Expense	Variable cost	Revenue
_____ involves mass communication	Personal selling	Sales promotion	Advertisement	Publicity
_____ enables production & transfer of goods & services strictly as per schedule.	Logistics	Marketing	Sales promotion	Advertisement
_____ offer better possible service to customer at at the minimum cost.	People	Logistics	Supplier	Producer
_____ is the material part of a service.	Physical evidence	Process	Supplier	Consumer
_____ shopping goods are products are similar in quality but they differ in price.	Heterogeneous	Costly	Cheap	Homogeneous

_____ makes possible integration of various managerial function.	Logistics	Service automation	Service processing	Customer
_____ include sub variable such as advertising ,sales promotion, personal selling, public relation ,publicity, direct marketing,etc.	Price mix	Place mix	Product mix	Promotion mix
These are the forms of human needs as shaped by culture & individual personality.	Wants	Demands	Needs	Social needs
_____ is defined transmission of information from the marketer to the consumer through a media.	Marketing research	Marketing communications	Marketing objectives	Marketing process
Which one of the following is a key to build lasting relationships with customer?	Price of the product	Need recognition	Customer satisfaction	Quality of product
_____ refers to the persons patterns of living, activities,interest & opinions.	Lifestyle	Family	Friends	culture
_____ is a term used to describe a holistic approach to marketing communication.	Integerated marketing communication	Communication process	Mass marketing	Advertising
_____ is an important component in the communication process.	Feedback	Receiver	Media	Sender
_____ is universal form of communication that take place between two individual.	Intrapersonal	Interpersonal	Group Persuasive	Persuasive public
_____ is the exchange value of product.	Product	Place	Promotion	Price
_____ is the driving force within the individual that compelled them to action.	Attitude	Motivation	Perception	Personal factor
_____ is the process by which buyers select, organise and interpret information into a meaningful impression in their mind.	Perception	Personal factor	Cultural factors	Motivation
_____ is the process of creating disribution chains of goods & services in the rural areas for the customers in the rural areas & buying the sales promotions & meeting the needs of the people there	Urban marketing	Semi-urban marketing	Rural marketing	Marketing
One of the important constituent of rural marketing mix is	Pricing	Promotion	Physical evidence	process
Scattered market is the feature of _____	Rural market	Urban market	Semi urban market	Consumer market
Which of the following is behaviouristic base of rural market segmentation?	Age	Gender	Size or family	Occasion & Festival

_____ media have greater effect than the impersonal ones in rural marketing.	Personal	Impersonal	Direct	Indirect
_____ may be defined as the series of logical stage of prospective purchaser goes through when faced with a buying problem.	Buying decision making process	Selling decision making process	Post-purchase decision	Evaluation of alternative
_____ is an element of the organisation marketing mix that is used to inform, persuade and remained the market regarding the organisation and its product.	Promotion	Pricing	Salesmanship	Communication
A _____ is called a mass medium when it reach 50 million people.	Personal selling	Medium	Publicity	Sales promotion
_____ are again the essential element of India's culture and pulls large population.	Fairs and exhibitions	Mandis	Melas	Haats
Flipkart, amazon are examples of _____	Departmental stores	Chain stores	Co-operative stores	Online stores
_____ enables all business to have a truly global reach	E-marketing	Direct marketing	Mass marketing	Green marketing
The _____ was not created as a marketing tool it was created to share information.	Internet	Articles	Blog	Podcast
What technique is used by legitimate markets to customise offering for specific customers?	Personalization	Pay per click	Spamming	Cost per click
Which of the following is not a type of digital marketing activity?	Email marketing	Social web marketing	Viral marketing	Industrial marketing
_____ is a marketing technique that create brand awareness by using social network that already exist.	Social media marketing	Viral marketing	Blog Marketing	Email marketing
_____ is internet Marketing by way of web logs.	Blog marketing	Article Marketing	Affiliated Marketing	Geo- marketing
_____ is a cost effective business option for beginners.	Social media marketing	Digital marketing	Internet marketing	Geo- Marketing
_____ joins creative and technical aspects of internet including design ,development, advertising ,and sales.	E- marketing	Digital marketing	Internet marketing	Article marketing
_____ communities can be seen to work with customer participation.	Peer- to -peer	Predictive Modeling	Participation	personalization

Human Resource Management helps the _____ attain its goals	Department	Unit	Human Resource	Organisation
_____ is having a tremendous impact on the way people are managed and businesses are run	Trade	Government	Globalisation	Competitors
_____ is one of the limitation of Job evaluation	Logical process	Market forces	New jobs	Uniformity
The _____ is a critical factor for any success of the organisation	Quality	Quantity	Method	Techniques
_____ has a tremendous impact on the organisation setting	Market	Globalisation	Curfew	Politics
_____ has all the policies in written format	Computer	Personal Manual	Laptop	Paper
HRM is _____ function of the organisation	Finance	Operational	Strategic	Basic
_____ has created new challenges for organisation	Market	Globalisation	Curfew	Politics
_____ training programme should include information about various cultures	Diversity	Local	Domestic	Basic
The real challeng for manager is when he has to go _____ and work	abroad	office	school	domestic work
The challenge for managers is to be _____ different values of the employees in various countries	Rigid	Sensitive	Insensitive	Unemotional
_____ of jobs has led to severe criticisms from labourers as well as politicians	Resourcing	Outsourcing	Retrenchment	Layoff
It was a wrong belief that happy workers are _____ workers	Unproductive	Reproductive	Productive	Retention
According to researchers, happy workers are productive is a _____	Fact	Myth	Information	Reality
_____ factors plays an important role in determining the job satisfaction	Behaviour	Attitude	Personality	Religion
Individuals who are low on _____ view themselves negatively	Core others evaluation	Core self - evaluation	Core personality evaluation	Core evaluation
Damaging company property is example of _____ behaviour	Deviant	Good	Bad	Rigid
_____ is a rate at which people leave the organisation	Employee absent	Employee turnover	Employee abscond	Employee layoff
_____ is a degree to which people are affected by ones work	Task rotation	Task order	Task Significance	task characteristics
Researchers have found an interesting relationship between _____ and Job satisfaction.	personality	compensation received	selection	scheduling
Representative sample of job are used for the purpose of _____ study.	HRIS	HRP	job analysis	globalisation
Perhaps the simplest method of job evaluation is _____.	job planning	job observing	job ranking	job targeting
Jobs are set of _____.	Micromotions	Elements	Tasks	Study

Job _____ is a systematic procedure for determining the value of group of jobs for an organisation.	description	evaluation	design	control
Job satisfaction has an impact on _____.	job classification	job ranking	employee turnover	task characteristics
the following is not a part of Process of Human resource planning _____	Analyzing existing HR	Implementation of HR plan	recruitment	Analysing organisational objective
A major internal factor that can determine the success of the recruiting programme is whether or not the company engages in _____.	HRP	Selection	Induction	Lower costs
Process of forecasting, developing & controlling human resource in an enterprise is _____	HRM	HRP	HRD	CRM
The primary responsibility for human resource planning lies with _____	HR Manager	general manager	trade union leader	line manager
_____ is most other kinds of planing, human resource planing is forward looking.	Futuristic	Quantitative	Qualitative	long term planing
Organization adopt different bases of _____ depending upon their nature.	Selection	Promotion	Transfer	Training.
_____ is a process which enables the organization to run smoothly by supplying required and desired work force at the right time.	HRM	HRP	HRD	CRM
Internal recrutiment serve to raise the _____ of the organisation	Pay	Employee morale	Workload	Leaves
The computersied system that helps to process the employee data is called as _____	HRD	HRIS	HRP	HRSI
The 6th step in the selection procedure is _____	Reference checks	Blank application	Medical test	Interview
The method of getting information from candidates is through _____	Telephone	Application blank	Internet	Watsapp
_____ is the first step in selection procedure	Preliminary interview	Reference checks	Medical test	Interview
Training is more _____ job related information .	Tiring	specific	standard	normal
Development puts more emphasis on the _____ methods .	induction	simulation	off-the-job	on-the -job
Training is imparted by _____.	supervisor	consultants	outside experts	operative staff
_____ is important not only to employees but also to the company .	Training	Course	Development	Compensation
The _____ step in the training process is an organisation in the assessment of its objectives and strategies .	fourth	third	second	first

Under a _____ plan ,the employoe is guranteed a minimal hourly rate for meeting some pre-establishedstandard output.	Standard piece	straight piecework	Standard hour plan	Straight hour
In plan _____ the workers is paid the standard rate even when he or she completes the jobs is less than the standard time.	Standard piece	straight piecework	Standard hour plan	Straight hour
A _____ is a incentives payment that is given to an employee beyond one normal base wages.	Fring benefit	Incentives	Bonus	perquisites
_____ may be described as the various services and programs that organization provides to their employees it addition to compensation in the form of wages and salaries.	Fring benefit	Incentives	Bonus	perquisites
_____ is affected by force of demand and supply of labour	Employee compensation	Incentives	Bonus	perquisites
_____ increases the status of workers and improves their relationship with the management.	Co-partnership	Employee Director	Joint-management council	Quality Circle
Participation in management has a _____ impact on the minds and behaviour of employees	Negative	Positive	Neutral	Indifferent
under _____ method one or two employees are selected at the board level	Employee Directors	Work Committee	Co - partnership	Suggestion Scheme

SUBJECT 3

CB

The Bretton Woods system required a currency peg to _____	U.S. Dollar	Indian Rupee	Australian Dollar	Singaporian Dollar
The Reserve Bank of India Act was enacted by _____	Imperial Legislative Council	International Legislative Council	Indo-American Legislative Council	Indian Legislative Council
The WTO deals with _____	Removing trade restrictions	Providing funds	M RTP	Inflation targeting
LPG is introduced by various countries since _____	1950s	1960s	1970s	1980s
All commercial banks hold a certain percentage of _____ with central bank	Cash reserves	Treasury bills	Call money	Payments
Monetary policy in India is formulated by _____	Monetary Policy Committee	Government	Finance Minister	Commercial Banks
Accountability will ensure _____	Optimum use of resources	Use of print media	Use of electronic media	Management

Disclosure of discussions between central bank's officials and the government is a part of _____	Transparency	Credibility	Independence	Autonomy
Sveriges Riksbank is located in _____	Norway	Croatia	Hungary	Sweden
Exchange rate targeting aims at _____ in the economy	Stability	Economic growth	Full employment	Price fluctuations
In the 1970s many central banks followed the policy of _____	Exchange rate targeting	Money supply targeting	Inflation targeting	Credit controller
_____ argued in favour of freedom to commercial banks	IMF	World Bank	IRDA	Free Banking School
Two schools of thought namely Free Banking School and _____ had divergent views	Rational Expectations School	Classical School	Traditional school	Modern School
The _____ department is an advisory body providing legal advice to the various departments related to various acts related to banking.	Banking department	Legal department	Issue department	Research and statistics department
The Monetary Policy Committee came into existence on 27th June _____.	2015	2018	2016	2017
The MPC consists of six members, _____ from the RBI and _____ external members appointed by the government.	1,5	2,3	4,2	3,3
The last meeting of MPC was held between _____	24th to 27th March 2021	1st to 10th February, 2021	1st to 15th January 2021	1st to 12th August 2020
In case of Monetary Policy Committee, the panel is chaired by _____	RBI Governor and Deputy Governor	President and Vice President	Finance Minister	Finance Secretary
The nationalisation of fourteen commercial banks in 1969 and six more in _____ increased the responsibilities of the Reserve Bank.	1970s	1980s	1960s	1950s
_____ refers to the buying and selling of government securities by the Reserve Bank.	Bank rate	Variable reserve requirements	Open market operations	Repo and reverse repo
_____ is the percentage of deposits to be kept with the RBI by commercial banks.	Repo and reverse repo	Variable reserve requirements	Open market operation	Cash reserve ratio
The percentage of CRR is _____ (as on 22nd december 2018)	4%	3%	5%	6%
Before the liberalisation era, SLR was high as 38.5%, now SLR has come down to _____ at percent.	20%	19.50%	18%	18.50%
_____ means repurchase option.	Repo	Bank rate	CRR	VRR

In case of _____ RBI borrows money from commercial banks	CRR Rate	OMO Rate	Repo Rate	Reverse Repo Rate
_____ was the RBI Governor from 1982 to 1985	M. Narasimham	Dr. Manmohan Singh	A. Ghosh	Dr. Y.V. Reddy
The Board of Financial Supervision was set up in the year _____	1991	1992	1995	1999
CAMELS stands for _____	Capital Adequacy, Assets Quality, Management, Earning Appraisal, Liquidity and System and controls	Capital Assets, Arrangement Quality, Management, Earning Appraisal, Loss of System controls	Capital required, Assets Left, Management, Earning Profit, Liquidity and system and controls	Credit Adequacy, Assets and Libalities, Management, Earning Profit, Liquidity and System and controls
The Reserve Bank of India developed an inspection manual in the year _____ for on-site inspection.	1991	1995	1998	1999
Which one is not the off-site supervision objectives? _____	To have a database of supervised banks	To ensure optimum use of funds	To get the trends in banking operations	To generate banking supervision to CAMELS
Money laundering and financing terrorism is controlled through _____	CAMELS	OSMOS	NABFSR	HKMA
_____ helps both the Central Bank and Commercial Banks	CAMELS	OSMOS	NABFSR	HKMA
HKMA is the main monitoring authority . What is HKMA? _____	Housing King Management Association	Hong Kong Money Authority	Hong Kong Monetary Authority	Holand King of Management Authority
UTI was first _____ established in India `	Mutal Fund	Stock Market	Banking sector	Money Market
_____ market is a market for lending and borrowing of long term and medium term funds	Capital Market	Money Market	Secondary Market	Goods Market
Money market deals with _____ finance	Long Term Funds	Short term funds	Medium Term Funds	Regular term Funds

The merger of the Bank of America and Nations Bank took place in the year _____	1998	2003	2011	2020
Established in 1668, the oldest central bank in the world was_____.	The Sveriges Riksbank	The Federal Reserve	Berenberg Bank.	Monte dei Paschi di Siena
The currency applied in Bank of England is _____	Pound Sterling or GBP	U.S. \$	Dinar	Franc
What is the nickname for the Bank of England? _____	The Old Lady of Threadneedle Street	The Old Lady of Threadneedle Home	The Old Lady of Threadneedle Store	Federal Reserve System
The bank rate of Bank of England is _____	0.10%	0.20%	0.50%	0.30%
_____ is the branch of the Federal Reserve System	FOMC	Deutsche Bank	Shinhan Bank	Barclays Bank
Which is considered as the mother of all Central Banks? _____	Bank of England	Risks Bank of Sweden	Federal Reserve Bank	Reserve Bank of India
Headquarter of Bank of England is in _____.	Sussex	Surrey	Glasgow	London
Which of the following is responsible for the single currency? _____	DG for Economic and Financial Affairs	European Central Bank	German Bundesbank	Euro area
The European Central Bank came into existence on _____.	1st July,1998	1st June ,1998	1st August,1999	1st August 1991
_____ is not an example of cyber crime in the banking sector	E-money laundering	Spamming	Spoofing	Demand Drafts
_____payment is a mode of conducting transactions that does not require use of cash.	Electronic	Traditional	ATM	Money
MICR Stands for_____.	Magnetic Ink Character Recognition	Magnetic Ink Carbon Recognition	Magnetic Internet Character Recognition	Magnetic Ink Character Resources
ECS stands for _____.	Electronic Clearing Standard	Electronic Cheque System	Electronic Carbon Services	Electronic Clearing System

What is the first step in turnaround management?	Analyzing	Planning	Saving the company	Decision making
What are two types of vertical integration?	Backward and forward integration	Balanced and forward integration	Upward and downward integration	Forward and balanced integration
_____ implies increasing sales by selling present product in the new Markets .	Market penetration	Market development	Product Development	Sales development
_____ is the mark of growth and survival.	Changes	Diversification	Liquidation	Human Resource
_____ is another version of survival strategy.	Divestment	Spin-off	Liquidation	Crisis
Many organization decline due to _____.	Stability in sales	Increase in profits	Declining demand	Optimum utilization of resources
_____ binds managers together and bring proper adjustment and coordination in their work	Plan	Policy	Structure	Practice
which of the following function carries out research, organizes advertising and promotes product?	Sales	Marketing	Production	Finance
_____ is the process of bringing about revival in firm's fortune.	Strategic Management	Turnaround Management	Innovation	Human Resource Management
_____ is the key factor, to earn a place for oneself in the market.	Innovation	Modernisation	Upgradation	Stabilization
Which of the following types are horizontal growth ?	Survival	Acquire /Merger	Spin off	Penetration
A _____ concern will be an innovator and can easily face the risk of competition	Disappearing	Stabalizing	Growing	Falling
_____ is the growth strategy where new products and markets are added.	Survival	Modernization	Expansion	Diversification
_____ matrix is a well-known strategic tool that helps senior management to design growth strategies.	Ansoff	BCG	HML	ABC
Services comes under _____ industry	Primary	Secondary	Tertiary	Traditional
Stage 3 of industrial sickness is so known as _____	Tending towards sickness	Incipient sickness	Normal	Healthy
Board for industrial and financial reconstruction was established under _____	SIDA	SICA	SIMA	SISA

Which is not an agency concerned with providing the solution to overcome sickness	Government	Financial Institution	Distributors Association	Industry Associations
Who is appointed by BIFR to conduct a study to determine whether the company is in fact sick?	RBI	Commercial Bank	Operating Agency	Registrar
Who can wind up a sick company after receiving intimation from BIFR?	Financial Institution	High Court	Government	Management of that company
Which of the following is not a role played by Government in overcoming industrial sickness?	Timely Disbursement	Change in Industrial Policy	Administrative Ministries	Modernization Fund
Which of the following is the role played by Financial Institutions to overcome industrial sickness?	Market Intelligence	Banning Industries	Management Appraisal	Modification
According to _____ the Directors of a sick industrial unit should make a reference to BIFR for determining the measures needed.	SICA	IDBI	RBI	Government
Increase in sales and revenue can be indicator of successful_____.	lockout	liquidation	Team conflict	Turnaround
_____means reforming or modifying debt,operations or structure of business.	Restructuring	Changes	Sick industry	Declining
The process of eliminating errors thereby improving the overall quality is _____.	BPR	TQM	Restructuring	Changing
Total Quality Management (TQM)was developed by_____.	William Deming	Alfred Marshall	sunder Pichai	Josheph Schumpeter
_____ means to keep things in working order.	Seiso	Seiton	Seiri	Shitsuke
_____ is the process of comparing one's business process and performance with other companies or industry leaders.	Benchmarking	Kaizen	Process Mapping	Flowchart
Just-in-Time was successfully implemented by_____.	Honda	Toyota	Suzuki	Volkswagen
Just In Time does not believe in_____.	Quality	Over production	Human relations	Ethics
The process involved in changing the organization of a business is _____.	Downsizing	Restructuring	Total Quality Management	Stability
_____ means keeping everything clean so that it shines.	Seiri	Shitsuke	Seiso	Seiton
_____ are accountable and responsible for the working of a process.	BPR Team	Process Owners	External consultant	BPR Leader
_____ means eliminating anything that is unnecessary for equipment to work properly.	Seiso	Shitsuke	Seiton	Seiri
_____ is workflow diagram to bring forth a clearer understanding of a process or series of parallel processes	Process maping	Benchmarking	JIT	kaizen

PDCA cycle refers to _____	Plan, Do, Check, Act	Plan, Done, Communication, Act	Plan, Difference, Control, Activities	Plan, Difficult, Change, Act
Contracting with another company or person to do a particular function is _____.	Outsourcing	Networking	Small Office Home Office	Benchmarking
Which of the following is not a type of outsourcing?	KPO	BPO	TPO	LPO
Outsourcing of Capital Market Services is an example of _____	LPO	KPO	BPO	ITES
CII is an example of _____.	Professional Association	Trade Organization	Community organization	Business association
Lions club is an example of _____.	Professional Association	Trade Organization	Community service organization	Business association
_____ means the ability to recover quickly from difficulty.	Resilience	Decisiveness	Creativity	Perseverance
Which of the following is not a porter's generic strategy ?	Focus	Cost leadership	Ansoff	Differentiation
Careful decision making process is followed by _____ approach.	Directive	Analytical	Behavioral	Conceptual
_____ team needs to have technical knowledge along with management skills.	Sales	Advertising	Marketing	Product
_____ skills also include ability to work in a group, have problem-solving ability and have empathy towards fellow team members.	Technical	Creativity	People	Focus
In _____ style of Decision Making the managers focus on facts and figures.	Analytical	Directive	Conceptual	Behavioural
In which style of decision making there is lot of brainstorming of various alternative?	Directive	Analytical	Autocratic	Conceptual
_____ department is the profit centre in an organization.	Product	Sales	Finance	Accounts

SUBJECT 5

AUDIT

Section 139(1) of the Companies Act, 2013 provides that every company shall, at the first annual general meeting appoint an individual or a firm as an auditor who shall hold office from the conclusion of that meeting till the conclusion of its _____ annual general meeting	Second	Fifth	Sixth	Seventh
A person shall be disqualified to be appointed as auditor if he or his relative or his partner is indebted in excess of ` _____ to the Company or its Subsidiary or holding or associate.	500000	1000000	1500000	100000

One of the Following is not a right of an auditor.	Right of access to books	Right to receive notices	Right to Lien	Right to Recover companies Debt.
_____ is the central theme for almost all business activities	Losses	Profits	Depriciation	Turnover
The auditor shall _____ when the auditor is unable to obtain sufficient appropriate audit evidence on which to base the opinion.	Disclaim an opinion	Approve an opinion	Disapprove as Opinion	Discharge
The auditor, gives an _____ opinion, having obtained sufficient appropriate audit evidence, concludes that misstatements, individually or in the aggregate, are material, but not pervasive, to the financial statements	Qualified	Adverse	Unqualified	Disapprove as Opinion
The term _____ is preferable where the auditor comments on or verifies facts such as a verification of investment by inspection or the checking of ballot papers on a poll in a company meeting	Report	Certificate	File	Working papers
A person shall be disqualified to be appointed as auditor if he or his relative or his partner has given a guarantee or provided any security in connection with the indebtedness of any third person in excess of _____ lakh	1	5	10	15
It is the _____ of the auditor to inquire whether transactions of the company which are represented merely by book entries are prejudicial to the interests of the company.	Right	Duty	Liability	Assets
If an auditor of a company in the course of the performance of his duties as auditor, has reason to believe that an offence of fraud involving such amount or amounts as may be prescribed, is being or has been committed in the company by its officers or employees, the auditor shall report the matter to the _____ within such time and in such manner as may be prescribed.	Central Government	State Government	Union Government	Government of Maharashtra.
Banks included in the Second Schedule of RBI Act are called as _____.	Scheduled	Commercial	Foreign	International
Besides the audit report as per the statutory requirements appointment of auditors of public sector banks, private sector banks and foreign banks require the auditors to also furnish a _____ form audit report	Short	Long	Tiny	Brief
SA 315 requires the auditor to identify and assess the risks of _____ misstatement at the financial statement	Material	Reasonable	Delegent	Small

There should be effective screening done at the time of _____ of Credit cards	Cancellation	Receipt	Payment	Issue
The cash balance as _____ verified should be agreed with the balance shown in the cash book and the cash balance book	Physically	Mentally	Virtually	Assumed
The auditor should verify the opening balance of capital with reference to the audited balance sheet of the _____	Previous year	Current year	Next Year	Upcomming Year
The audit Firms should not undertake statutory audit assignment while they are associated with internal assignments in the bank during the _____ year.	Next	Previous	Same	Last
To audit _____ auditor needs to Obtain and verify confirmation certificates and other supporting documents such as, agreements, correspondence, etc.	Borrowings	Creditors	Sundry Expenses	Staff
_____ should be kept in the joint custody of two responsible officers.	Payin slip	Payout Slip	Cash	Cheque
Remuneration of Auditor in case of Regional Rural banks are fixed with the approval of _____.	Central Government	State Government	RBI	SBI
A company auditor address his report to _____.	board of directors	members	MD	company Secretary
Government guaranted advance become NPA is it remain overdue for more than _____ days	90	120	180	60
The Auditor should verif that the reinsurance is in accordance with the regulations of _____.	RBI	SEBI	IRDA	Companies Act
Every insurer carrying on General Insurance business should create a _____ to meet future potential liability.	Statutory reserve	Catastrophe Reserve	Contingent reserve	Capital reserve
Outstanding premium is shown in the balance sheet of an insurance company under _____.	Other assets	Current liabilities	Current assets	Advances
In India registration of insurance companies is done as per _____ regulations,2000.	RBI	SEBI	IRDA	Companies Act
_____ is getting an insurance cover from more than one insurance company.	General Insurance	Re-insurance	Co-insurance	Fire insurance
the reserve for unexpired risk in respect of fire insurance is _____.	hundred percent of premium	50% off premium	25% of premium	20% of premium

_____ is reserve for Unexpired risk at 100%.	General Insurance	Life Insurance	Marine Insurance	Co-insurance
The account of insurer are to be audited by _____ as provided in Section 12 of the insurance Act, 1938.	Chartered Accountant	Junior Accountant	Inertnal Auditor	Management
Cost Auditor must be a member of _____.	ICAI	ICWAI	ICSI	MCA
Tax Audit report has to be submitted to _____.	Government	Company	MCA	Tax Department
Tax Audit is compulsory for a professional in case Gross Receipts exceed _____.	₹ 20,00,000	₹ 25,00,000	₹ 50,00,000	₹ 75,00,000
Scope of Management Audit is _____.	Comprehensive	elective	objective	selective
Energy Audit Doesn't includes _____.	Analysis of Energy use	identification of energy projects	cost benefit analysis	profit analysis
_____ audit identifies frauds and teh person responsible.	energy	forensic	compliance	information
To increase the share price is the motive of _____ audit.	forensic	energy	social	environment
In computerized accounting system, alteration can easily made in _____.	Data	programme	data and programs	software application
Trial balance is always _____.	balanced	debit side is greater than credit side	credit side is greater than debit side	not balance
Audit report is the means of communication between the auditor and _____.	management	Shareholders	auditee	government
A _____ is required to function as per the provisions of Chartered Accountants Act, 1949.	Chartered Accountant	Cost & Management Accountant	Company Secretary	Chief Financial Accountant
IS Audit does not includes _____.	Physical and Environment Review	System Administrative Review	Application Software Review	EDP
A person is disabled to become a member if his/her age is less than _____ at the time of application.	21	22	23	24
In which form practical work be taken by a member?	sole practitoner	partnership firm	Ltd. Company	both under a and b
The head of disciplinary directorate is designated as _____.	Director discipline	Disciplinarian	Commanding Officer	C.A

_____ states, pays or allows or agrees to pay or allow, directly or indirectly, any share, commission or brokerage in the fees or profits of his professional business, to any person other than a member of the Institute	Schedule I Part I Clause 1	Schedule I Part I Clause 2	Schedule I Part I Clause 3	Schedule I Part I Clause 4
As per _____, C.A. will be guilty if he Secures either through the services of a person who is not an employee of such Chartered Accountant or who is not his partner or by means which are not open to a Chartered Accountant, any professional business.	Schedule I Part I Clause 5	Schedule I Part I Clause 6	Schedule I Part I Clause 7	Schedule I Part I Clause 8
As per _____, C.A. will be guilty if he accepts a position as auditor previously held by another chartered accountant or a certified auditor who has been issued certificate under the Restricted Certificate Rules, 1932 without first communicating with him in writing.	Schedule I Part I Clause 5	Schedule I Part I Clause 6	Schedule I Part I Clause 7	Schedule I Part I Clause 8
As per _____, C.A. will be guilty if he pays or allows or agrees to pay directly or indirectly to any person any share in the emoluments of the employment undertaken by him	Schedule I Part II Clause 1	Schedule I Part II Clause 2	Schedule I Part II Clause 3	Schedule I Part II Clause 4
As per _____, C.A. will be held guilty if in the opinion of the Council, brings disrepute to the profession or the Institute as a result of his action whether or not related to his professional work	Schedule I Part IV Clause 1	Schedule I Part IV Clause 2	Schedule I Part III Clause 3	Schedule I Part III Clause 4

SUBJECT 6

SAPM

Which is a Financial investment	Purchase of a Car	Purchase of Debentures	Purchase of a Mobile	Purchase of Radio
Easily converted into cash	Bond	Equity	liquidity	Investment
Which is tax saving investment	Shares	Debentures	Bonds	NSC
Purchase of Machinery is termed as	Speculation	Gambling	Investment	Management
In Gambling Outcomes are	Certain	Uncertain	Fixed	Neutral
In Speculation time is	Short	Long	Average	Not fixed
Risk is denoted by	Profit	Loss	Term	Standard deviation
More risk is probable for	More loss	More Profit	moderate loss	Moderate Profit
Mean - Variance model is given by	Markowitz	Michael Jordan	Glenn	Mark Zuckerberg

Systematic risk arises due to	Macro economic factors	Micro economic factors	Subjective facts	Objectives factors
Traynor's Measures uses	Standard deviation	Beta	Market efficiency	Return
Last step in Portfolio Management is	Revision	Evaluation	Initiation	Strategic planning
Jenson's Measures is associated with	APT	MPT	CAPM	AMPC
Sharpe's Return includes calculation of	Beta	Return	Market share	Standard deviation
Portfolio is combination of Several individual	Security	Benefits	Characters	Discussion
Interest payments promised to Bond holders is	Dividend	Coupon	Loss	Risk
Default risk is also known as	Credit risk	Pure Risk	Inflation risk	Selection Risk
Sinking fund reduces the risk of	Market	Default	liquidity	Time
Bond is a Debt	Management	Instrument	System	Relation
Face Value is also known as	Discount Value	Premium Value	Par Value	Extraordinary Value
Gross Profit ratio is related to	Profitability Ratio	Efficiency Ratio	Liquidity Ratio	Management
Current Ratio is related to	Efficiency	Liquidity	Profitability	Manipulation
P/E Ratio is related to	Efficiency	Profitability	Liquidity	Market Prospects
Asset Turnover ratio is related to	Liquidity	Efficiency	Profitability	Market linked
Provision for Taxation is part of	Asset	Liability	Current Liabilities	Market
Average of Inventory is calculated for determining	Debtors Turnover	Creditors Turnover	Stock Turnover	Module
A high Leveraged company EPS will be	Lower	Low	Higher	Moderate
The relationship of EBIT & EPS is examined by	Combined Leverage	Operating Leverage	Financial Leverage	Situation
The risk at Pioneer Stage is	High	Very high	Low	Very Low
Fundamental Analysis is a method to evaluate	A Security	Probability of loss	Probability of Profit	Sample
Industrial Averages is part of	Dow theory	Elliot Wave theory	Fundamental Analysis	Simple

Five successive steps are related to	Elliot Wave Theory	Dow Theory	Correlative theory	Mark
Technical Analysis is based upon	Present Information	Past information	Future Information	Final
Stock Market Behavior is 10% logical as per	Government	Fundamental Analysis	Technical Analysis	Managed
Purpose of Technical Analysis is	Training	Trading	Consumer confidence	Magistrate
Which is a Technical Analysis tool	Gross profit	Assets	Charts	Diagram
A Flag is identified as	Narrow movement of Market	Price of Security	Return on Security	Fewer
Support level is a lower level of	Price	Loss	Profit	Risk
Most Investors are primarily interested in using	Bar Chart	Figure Chart	Line Chart	Candlestick
Simplest forms of Charting is	Line chart	Bar chart	Point chart	Candle stick chart
Strong form of Efficient Market Hypothesis covers	All information	No information	less information	Moderate information
Efficient Market Hypothesis is provided by	Mark Elliot	Michael Douglas	Sam Dow	Professor Eugene Fama
Random Walk Theory is not influenced by	Past events	Present events	Future events	Any events
Random Walk Hypothesis is a theory of	Financial	Operational	Additional	Systematic
As per Efficient Market Hypothesis Stocks are always traded at	Fair Value	Yield Value	Intrinsic Value	Management Value
A Strong market is known as	Bear Market	Bull Market	Market line	Security Line
Capital Assets Pricing Model is given by	Elliot Michael	William Sharpe	Sam Dow	Robert Griffin
Risk is measured by variability in	Return	System	Management	Uncertain
Assumption of Arbitrage Pricing Theory is short sales are	Restricted	Not restricted	impossible	Unstructured
Relationships between expected return of a Security & risk is	Security Market Line	Capital Market Line	Capital Assets Pricing Model	Arbitrage Pricing Theory

The International Monetary Fund is	International regulating institution	International trading institution	international business institution	International arbitrage institution
Important functions of IMF include	monitoring and Technical assistance	reconstruction	reinsurance	resolving the international disputes
The expansion of ibrd is	International Bank for reconstruction and development	International Bank for Revival development	International Bank for receivable development	International Bank for residential development
MIGA is concerned with	the investment guarantee	the international guarantee	the internal guarantee	individual guarantee
ICSID deals with...	the investment disputes	settlement of criminal disputes	settlement of civil disputes	settlement of domestic disputes
The objective of World Bank is	providing long run capital	providing finance for Stock Market Trading	providing finance for securities market trading	providing finance for terrorism
The International Labour Organisation was established	1919	1909	1929	1939
One of the important principles of ILO	Social justice and Labour peace	financial justice and labour peace	economic justice and Labour peace	technical justice and Labour peace
One of the important objectives of International Labour Organisation	standard of living and justified employment	religious peace	peace with protected sentiments	all about the owners peace
UNCTAD	United Nations committee on Trade and Development	United Nations Conference on Trade and Development	United Nations Centre for Trade and Development	United States Centre for Trade and Development
UNCTAD was established	30th December 1964	30th December 1974	30th December 1984	30th December 1991

Certain essential functions of UNCTAD are laid down by	the International Labour Organisation	the United Nations general assembly	the United States general assembly	the United States of Europe assembly
The United Nations Industrial Development Organisation was established in	1977	1967	1987	1997
The UNIDO works with	only with developed Nations	developing countries and economies in transition	only with the rich Nations	only with Southeast Asian nations
The Asian Development Bank was established	19th December 1937	19th December 1966	19th December 1968	19th December 1988
The three complementary agendas of ADB includes	religious political and Technical neutrality	economic growth sustainable growth regional integration	social and political growth	technological growth
The ADB regions include	USA and Canada	Asia and Pacific	Asia and Antarctica	Asia and Malaysia
The creating background of WTO	the Singapore conference	Uruguay round negotiations	the Geneva round of negotiations	the Luxembourg negotiation
The general agreement on tariffs and trade	was proceeding the ilo	what was proceeding the WTO	established after WTO	the predecessor of UNO
The mfn status of WTO means	most famous Nation	treating all other people equally	most fantastic Nation	most fraudulent Nation
The key subjects of WTO includes	encouraging more of internal trade	protecting the regional trade	the long term and short term loan	the trips and trims

what do you understand by the term protectionism	it is an encouragement to international trade	highly liberal imports environment	highly liberal exports environment	highly restricted imports and Exports environment
The foremost and primary objective of WTO is	to achieve International Financial architecture	free trade at regional trade groups	free trade at domestic level	free trade at international level
The Uruguay conference	2006	1996	1976	1986
Textiles and clothing	textile is connected with t r i p s	clothing has nothing to do with WTO	was not dealt in WTO	one of the hardest fought part in WTO
The Intellectual Property Rights deals with	the social standard developed	the political standards developed	all about economic standards developed	patents and trademarks
The industrial designs and copyrights are dealing with	The Spiritual property	the mental property	the physical property	the intellectual property
The trade related investment measures deals with	nothing about trade Investments	all about brain Investments	all about emotional Investments	opening of the country for foreign Investments
General agreement on trade in services	is not at all connected with WTO	it is connected with United Nations	it is connected with International Labour Organisation	it is directly connected with WTO
The creation of GATS was one of the landmark achievements of	the Paraguay conference	the Luxembourg conference	the Denmark conference	the Uruguay conference

All members of WTO are signatories to the	general agreement on trade in Hibiscus	general agreement on trade in silver	general agreement on trade in gold	general agreement on trade in services
WTO can be considered as the other side of the coin of	United Nations	International Labour Organisation	the World Bank	general agreement on tariff and trade
The integration between countries happen when	one formal agreement to co-operate in various ways arise	when the two country men getting married	when two countries orally agree	when the citizens of the countries feel like coming together
PTA can be expanded as	preferential trade area	particular trade area	pandemic trade area	poorly treated area
Free trade area is	one of the levels of economic integration	one of the levels of spiritual integration	one of the levels of social integration	one of the levels of intellectual integration
Customs Union means	removal of differentiated tariff and accepting single tariff	different tariff for different countries	different trade for different countries	having a trade bloc among themselves
Economic Union in Europe is all about	creating uniform Market by eliminating all types of tariff	creating differentiated markets	creating individual market for each of them	it is all about labourers economic Union
SAARC	South Asian Association for Regional Cooperation	South American Association for Regional Cooperation	South African Association for Regional Cooperation	South Antartican Association for Regional Cooperation

OPEC is all about	oil and petroleum exporting countries	oil and petroleum exporting centres	oil and petroleum entertaining centres	oil and petroleum engagement centres
ASEAN	association of Southeast Asian nations	association of Southeast African Nations	association of Southeast American Nations	association of Southeast Australian Nations
European commission and European Central Bank are part and parcel of	the United Nations	International Labour Organisation	the World Bank	the European Union
The free trade and removal of non tariff barriers helped	decrease poverty	decreasing richness	decreasing the cost and price for consumers	increasing the cost and price for consumers
The European Union has attracted greater	outward investments from European Union	inward investment from outside the European Union	did not attract any investment from outside	all investments where made outside European Union
NAFTA is all about	North African free trade Association	North Asian free trade Association	North American free trade agreement	North American free tariff agreement
The three members of North American free trade Association consist of	USA Canada and Uruguay	USA Canada and Paraguay	USA Canada and Mexico	USA Canada and India
The goal of n a f t a was	increasing the barriers to trade	increasing the barriers to investment	eliminating the barriers to trade and investment	eliminating the trade and investment among themselves

Important benefit of NAFTA countries	quality goods at increased cost	less quality goods at less cost	high quality goods at least cost	low quality goods at lowest cost
SAFTA is all about	South Atlantic free trade area	South American free trade area	South African free trade area	South Asian free trade area
Afghanistan Bangladesh Bhutan Maldives	members of North American free trade Association	members of oil and petroleum exporting countries	members of South Asian free trade area	members of South African free trade area
APEC stands for	Australian Pacific economic cooperation	American Pacific economic cooperation	Asia Pacific economic cooperation	African Pacific economic cooperation
Asia Pacific economic cooperation is	not a Donor organisation	it is a formal trade agreement like NAFTA	it is like a European style common market	it is a rule based organisation like WTO
Legally binding obligations not found in	Asia Pacific economic cooperation	North American free trade Association	European Union	oil and petroleum exporting countries
Bogor Goals, Indonesia	oil and petroleum exporting countries	South Asian Association for Regional Cooperation	association of Southeast Asian nations	Asia Pacific economic cooperation
8 August 1967 at Bangkok	SAARC formulated	ASEAN formulated.	European Union formulated	oil and petroleum exporting countries formulated
Papua New Guinea	continued observer of ASEAN	observer at European Union	observer of SAARC	observer at OPEC

TAC	Treaty of Amity and cooperation	Treaty of Asia and cooperation	Treaty of America and cooperation	Treaty of Australia and cooperation
MERCOSUR	Argentina Brazil Paraguay Uruguay and Venezuela	Argentina Brazil Uruguay Paraguay USA	Venezuela Uruguay Paraguay Brazil Australia	Argentina Brazil Paraguay Venezuela India
The role of mercosur	trade liberalization among members	religious liberalization among members	political liberalization among members	technological liberalization among members
BRICS include	Brazil Russia India China and South America	Brazil Russia India China and South Antarctica	Belgium Russia India China and South Africa	Brazil Russia India China and South Africa
BRICS nations are the world leading	the non emerging economies	the Global leading economies	world's leading emerging economies	world's poor and underdeveloped economies
Bricks expected to account for more than	half of global economic growth by 2030	10% of global economic growth by 2030	90% of global economic growth by 2030	15 percent of global economy growth by 2030
One of the important challenges faced by BRICS	the dominance of India	the dominance of Russia	the dominance of South Africa	the dominance of China
The secretariat of SAARC is based in	New Delhi	Kathmandu	Colombo	Dhaka
The areas of cooperation of SAARC include	politics	religion	agriculture and rural development	about human trafficking

OPEC	the economic cartel of oil producing countries	the political cartel for oil producing countries	the sociological cartel of oil producing countries	the technological cartel of oil producing countries
The important role of o p e c is	regulating the oil prices at global level	making friendship among each other	not to ensure market stability	for creating hazard demand for oil and petroleum
This means that all barriers to trade in goods services capital and Labour are removed	common market	free trade area	customs Union	religious Union
OPEC is headquartered in	Washington DC USA	Geneva Switzerland	Manila	Vienna
BRICS	have little in common	have 100 percent things in common	have 80% in common	have 60% things in common