

COST ACCOUNTING

Question	Answer1	Answer2	Answer3	Answer4
For recording completion of job _____ account is credited.	work-in-progress	Finished goods	Cost of goods sold	wages expenses
When indirect materials are requisitioned the _____ control account is debited.	Manufacturing overhead	Work-in-progress	Materials	Accounts payable
Adjustment of normal deficiencies in material stock is debited to _____ account in cost accounts.	Stores ledger control	Factory overheads control	Cost ledger control	Profit and loss adjustment account
In case of recording cost of goods sold, _____ account is credited.	Cost of Goods Sold	Finished Goods Inventory	Sales	Work in Process Inventory
In non intergrated system of accounting, Material purchased on credit is credited to _____ account.	Creditors	Debtors	Cost ledger control	Store ledger control
Balance in _____ account represents unfinished closing stock in process carried over.	Costing profit and loss	Cost ledger Control	Work-in-progress control	Finished goods control account
If Direct Wages is Rs 144000 and Indirect Wages is Rs 62000, then the general ledger adjustment account credited by Rs _____.	144000	62000	82000	206000
The work-in-progress control account is not debited with _____.	Direct materials	Direct expenses	Production overheads	Selling and distribution overheads

Calculate the value of work certified if the Contract price Rs. 100000 and work certified is 60% of contract price.	Rs. 60000	Rs. 50000	Rs. 45000	Rs. 55000
If Value of work certified is Rs. 50000 Cost of work to date is Rs. 40000 and Notional Profit is Rs 20000. Then, Cost of Work not yet certified is _____.	Rs. 10000	NIL	Loss Rs. 10000	Rs. 20000
In case materials sent to contract are sold, the sale price of Material sold is credited to _____.	Sub Contractor Account	Contract account	Contractee account	Sales Account
That part of Notional Profit which is not transferred to P/L a/c is transferred to _____.	Completed contract	Reserve A/C	Provision A/C	Work Certified
In contract costing, payment of cash to the contractor is made on the basis of _____.	Uncertified work	Certified work	Work in progress	Material Cost
Contract costing is not used in the following industries.	Ship building	Civil Construction	Chemicals	Construction of Bridges
When job is very big and if its execution spreads over long periods of time, _____ method of costing adopted.	Process	Job	operation	contract
Which one of the following is not a Contract Cost?	Direct Wages	Depreciation of plant	Sub-Contractor's fees	Architects' Certificates.
Process cost is based on the concept of _____.	Average cost	Standard cost	Marginal cost	Differential cost
_____ means additional product manufactured along with the main product which has insignificant value.	By product	Joint product	Normal loss	Abnormal loss

If Normal Loss is 15%, Input is 1000 units, Abnormal Loss is 20 units, The output is ____ units	800	830	820	840
If the input is 8,400 units, normal loss 15% and out 7,500 units , then abnormal gains is _____.	700 units	300 units	360 units	400 units
In Process Costing _____	Contract is a cost centre	Job is Cost Centre	Each Process is a separate Cost Centre	Work Order is Cost Centre
The quantity and the amount of normal loss are _____	Credited to process a/c	Debited to process a/c	Not transferred to process a/c	Transferred to Costing P&L a/c
K Limited incurs fixed costs of Rs 1,00,000 per annum. The company manufactures a single product and sells it for Rs 50 per unit. If the contribution to sales ratio is 40%, the break-even sales in units are _____.	5000	6000	6500	7000
At Break-even point, which equation will be true?	variable cost - fixed cost =contribution	sales = variable cost + fixed cost	sales - fixed cost = contribution	sales + contribution = variable cost
Contribution margin is known as _____	marginal income	gross margin	net income	net profit
Under which of the following cases the margin of safety decreases?	Reduction in fixed cost	Increase in variable cost	Increase in the level of production or selling price or both	Change in the sales mix in order to increase the contribution
Break Even Point (In Units) = _____/ Cost Per Unit	Actual sales	total cost	Fixed Cost	Variable cost
Which of the following costs is not deducted from sales revenue in computation of contribution?	direct materials	direct labour	fixed factory overheads	variable selling overheads

Rent is an example of _____ cost	variable	semi-variable	fixed	total cost
P/V ratio of the company is 40%, while its margin of safety is 40%, if the sales volume of the company is Rs. 25,00,000, profit is Rs. -----	6,00,000	15,00,000	10,00,000	4,00,000
At Break Even Point, the Contribution is equal to _____	Variable Cost	Administrative cost	Sales revenue	Fixed cost
In Standard Costing, Labour Rate Variance is favourable when _____.	Actual Labour Rate is less than Standard Rate	Actual Labour Rate is more than Standard Rate	Actual Labour Hours is less than Standard Labour Hours	Actual Labour Hours is more than Standard Labour Hours
Standards once set, it will be _____	Periodically revised	Never revised	Ignored	Reset daily
Idle time is _____	Unpaid labour hours	Paid labour hours	allowed only for certain labourers	Never considered
If standard cost is lower than the actual cost, the variance is known as _____.	favourable	adverse	positive	negative
_____ is excluded to calculate material usage variance	Actual material consumed on each unit of output	Abnormal Loss of material	Standard material price per unit	Standard material consumed per unit of output
Employees are said to be efficient when, _____ is either Zero or Favourable	Labour Rate Variance	Labour Efficiency Variance	Material Cost Variance	Material Price Variance
The cost of product as determined under standard cost system is _____	Fixed cost	Historical cost	Direct cost	Predetermined cost

In Standard Costing, Material Price Variance is unfavourable when_____.	Actual Quantity is more than Standard Quantity	Actual Price is less than Standard Price	Actual Material Cost is more than Standard Material Cost	Actual Price is more than Standard Price
In Standard Costing, Labour Efficiency Variance is unfavourable when_____.	Actual Labour Rate is less than Standard Rate	Rate is more than Standard Rate	Actual Labour Hours is less than Standard Labour Hours	Actual Labour Hours is more than Standard Labour Hours
while setting Standard price for material _____ is not taken into consideration.	Materials already contracted	Future Trends of Material prices	Discount on bulk purchases	Labour rate per hour
Which of the following is an advantage of setting standard costing system?	Costly	Difficult to fix responsibility	Requires high degree of technical skill	Improves efficiency
Which of the following denotes a target cost?	Market price - Desired profit margin	Standard selling price - Standard profit margin	Standard selling price - Target profit margin	Desired selling price - Desired profit margin
Comparing the way a "best-in-class" company performs a specific activity (such as distribution) is called _____.	Competitive Benchmarking	Internal Benchmarking	Analogous Benchmarking	Operational Benchmarking
Providing the power required to run production equipment is an example of a _____.	Unit-level activity	Batch-level activity	Product-level activity	Organization-sustaining activity
An accounting system that collects financial and operating data on the basis of the underlying nature and extent of the cost drivers is _____.	Direct costing	Activity-based costing	Target costing	Cycle-time costing
What type of activity is the cost of designing products?	Unit-level activity	Product level activity	Batch-level activity	Facility support activity
Which of the following is a facility-level activity?	Engineering changes	Product design	Property taxes	Inspection

The term cost driver refers to _____.	any activity that can be used to predict cost changes	the attempt to control expenditures at a reasonable	the person who gathers and delivers cost data to the management accountant	any activity that causes costs to be incurred
The primary benefit of ABC is it provides _____.	better management decisions	enhanced control over overhead costs	more cost pools	more accurate product costing

FINANCIAL ACCOUNTING

Question	Answer1	Answer2	Answer3	Answer4
In case of Amalgamation the liabilities of old Company is transferred to _____ account	Revaluation	Realisation	Profit and Loss Adjustment	profit and Loss appropriation
There are _____ methods of purchase consideration	3	5	4	2
Assets of vendor company are taken over by purchasing Company at _____ value	Book	Market	Agreed	Cost
The price at which the purchasing Company takes over the old company is known _____	Agreed price	Book price	Purchase consideration	quotation
_____ is external liability	Equity Share Capital	Creditors	General reserve	Reserve fund

_____ is a method of purchase consideration	Straight line method	Annuity method	Net asset method	Surplus method
Under _____ method PC is equal to the net asset of old companys taken over by the new company	Net payment	Net asset	Earning	profit
Under _____ method PC is equal to the total payment made by the new company to the partners of the old companys	Net payment	Net asset	Earning	profit
Purchase Consideration payable by the new firm is Debited to _____ account	Shareholders account	Old firm	New firm	Realisation
_____ is the Payment by the new company for acquiring the net assets	Purchase Consideration	Market consideration	Royalty	Disolution expenses
The exchange difference on settlement of liability arising from purchase of fixed asset is transferred to	Liability	Stocks	Assets	Cash
Accounting Standard 11 deals with	Imort & Export	Foreign Exchange	Foreign Currency	Conversion of currency
Which balance should be translated at a closing rate	Monetary items	Non-monetary items	Exchange items	Export items
The price quoted for immediate settlement of currency	Spot Rate	Closing Rate	Monetary Rate	Exchange Rate
The process of recording or restating recorded financial data from one currency to another	Translation	Transanction	Export	Import

The reporting currencies for Indians is	Rupees	Dollar	Pound	Currency
The contingent liability denominated in foreign currency at the balance sheet date is disclosed by using the	Spot Rate	Closing Rate	Balance sheet Rate	Exchange Rate
Goods exported to Krish of Kenya, then Export Sale a/c is credited and account debited is _____.	Export Sale	FEF a/c	Bank a/c	Krish of Kenya A/c
Exchange Difference arising on settling foreign currency transactions should be recorded as _____.	Assets & Liabilities	Income & Expenses	Profit & Loss a/c	Receipt & Payments
Which of the following is a foreign currency transaction ?	Import & Export	Local Sales	Inter state Transfer	Intra-state loan
Deficiency or surplus Account is prepared as per list	B	C	E	H
Government dues that arose within 12 months before the date of winding up is treated as	Unsecured Creditors	Preferential Creditors	Secured Creditors	Not a liability
Calls received in advance is considered as	Unsecured creditor	Secured creditor	Preferential creditor	Income
Amount due to an employee out of P.F. is	Preferential creditor	Secured creditor	Unsecured creditor	Not a liability
Salaries/wages due to employees is preferential for a period not exceeding:	Two months	Three month	Four months	Five months

Petition of winding up can be filed by	Contributory	ROC	Company	ROC, Contributory, Company
Central Government can present a petition to NCLT for winding of the company if the company has acted against	Sovereignty and Integrity of India	Security	Public order	Security, Public order, Sovereignty and
Arrears of Preference dividend on the date of winding up is	Added to Preference share capital	Treated as secured creditor	Treated as unsecured creditor	To be ignored
Preferential creditors are included in list	List B	List C	List D	List E
Compulsory winding up takes place if	Special resolution is passed by the company	The company dues not	The company is unable to pay its debts	Special resolution is passed ,
An underwriter is a person	Who underwrites the issue	Who finds buyers for the shares	Who is a broker	who is debentureholder
A person cannot act as an underwriter unless he holds a certificate granted by	RBI	SEBI	ROC	MCA
When the benefit of firm underwriting is given to the underwriters	Firm underwriting is not treated as unmarked	Firm underwriting is not treated	Firm underwriting is ignored	promoter underwriting
If Application Were received for Rs 48,50,000 shares. Among which marked application of A=12,00,000/ B=25,00,000/ C=8,50,000.	4,00,000	2,50,000	3,00,000	2,00,000
If Gross liability of ASV=48,000..Among which Unmarked applications were 19800. Calculate the Marked applications=?	26,000	25,000	32,000	52,000

Every Company issuing shares to public must collect within 15 days :	80% of the issue	45% of the issue	90% of the issue	25% of the issue
The consideration payable to the underwriters for underwriting the issue of shares or debentures of a company is called.....	brokerage	Underwriting commission	fees	salary
In case of preference shares or debentures above Rs.500000, underwriting commission should not exceed as per SEBI	2%	5%	3%	1%
No person can act as a underwriter unless he holds a certificate granted by.....	SEBI	Registrar of companies	RBI	State government
The total underwriting obligations under all underwriting shall not exceed..... Time the net worth	16	10	12	20
A special type of business organisation started in India ie LLP under.....	LLP Act 2008	Partnership Act	Companies Act 2013	factories Act
Income received in advance is shown under.....	other income	fixed Assets	Goodwill	other liabilities
Provision for depreciation is deducted from.....	Assets	liabilities	goodwill	debtors A/c
Transfer to reserves is a	depreciation	appropriation	appreciation	bad debts
There is noA/c in case of LLP	P/L A/c	income statement	P/L Appropriations	Balance sheet

LLP is most suitable for professionals and	Teachers	drivers	Actors	Micro ,Small & Medium Enterprises
..... is submitted to convert the general partnership to LLP	E-form 17	E-Form 18	E-form 19	E-form 20
In case registrar refuses to register your business into LLP , then you can apply to	Company law board	Tribunal	Registrar of Companies	SEBI
In case the partners of LLP does not agree for audit,they have to submit the declaration to the registrar along with	E-form 6	E-form 7	E-form8	E-form 9
In case of LLP , Liabilities are not provided for	current	non current	fixed	contingent
In case of absence of any information about the admission of a partner, profit sharing then rules under is followed	Schedule 1	Schedule-II	Schedule III	Schedule IV

G. S. T.(INDIRECT TAX)

Question	Answer1	Answer2	Answer3	Answer4
1. Central Taxes to be subsumed under GST include :	a) Central Excise Duty	b) Service Tax	c) Central Sales Tax	d) both (a) and (b)
2. The first discussion paper on GST was published during	a) 2008	b) 2009	c) 2010	d) 2017

3. One of the principles adopted for subsuming the taxes was that the taxes or levies to be Subsumed should be primarily in the nature of :	a) direct taxes	b) indirect taxes	c) either(a) or(b)	d) none of the above
4. The subsumation of taxes should result in free flow of _____ in intra and inter-state levels. :	a) tax credit	b) goods and services	c) revenue	d) both (a) and (b)
5. Chairperson of the GST council is :	a) Union Minister of state in charge of revenue	b) Union Finance Minister	c) One elected person amongst the state finance Minister's	d) Minister in charge of Finance or Taxation.
6. GST is based on the principle of _____ based consumption. :	a) origin	b) source	c) destination	d) production
7. Integrated Goods and Service Tax means tax levied under IGST Act on the supply of	a) Intra State	b) Inter State	c) Business	d) International
8. Taxable event under IGST _____ of any goods and/or services in the course of interstate trade and commerce.	a) Supply	b) Production	c) Provision	d) Either (b) or (c)
9. _____ is levied on interstate supplies of goods or services or both.	a) CGST	b) SGST	c) IGST	d) Both (a) and (b)
10. IGST is levied on inter-state supplies except supply of _____	a) Petroleum Crude	b) Motor Spirit	c) Natural Gas	d) Alcoholic liquor for human consumption
11. The integrated tax on _____ shall be levied and collected in accordance with the provisions of the Customs Tariff Act, 1975.	a) Export of Goods	b) Inter-state supplies	c) Import of goods	d) None of the above
12. Which of the following taxes will be levied on Imports? _____	a) CGST	b) SGST	c) UTGST	d) IGST

13. The integrated tax on import of goods shall be levied at the point when duties of	a) Excise	b) Customs	c) GST	d) Service Tax
14. IGST shall be levied on _____ with effect from the date notified by the government.	a) Alcoholic liquor of Human Consumption	b) Petroleum Products	c) Natural Gas	d) Motor Spirit
15. Works contract shall be treated as _____	Supply of goods	Supply of services	Not a supply at all	Exempt supply
16. Person _____ goods or services or both shall not collect the tax in excess of the effective rate.	a) Supplying exempted	b) Exporting	c) Importing	d) Any of the above
17. Supplier means a person supplying _____ .	a) Goods	b) Services	c) Both (a) and (b) together	d) (a) or (b) or both
18. The functions performed by the members of Parliament, Members of State Legislature, Members of Panchayats and Members of local authorities shall be treated as _____	Supply of goods	Supply of services	Not a supply at all	Exempt supply
19. Goods supplied or services rendered by _____ are treated as goods/services supplied by	a) Agent, Principal	b) Principal, Agent	c) Employer, Employee	d) Employee Employer
20. M/s ABC Ltd. sub-contractor the contract of AMC for computers to M/s. PQR for client M/s. XYZ in this case, services provided by M/s. PQR _____	a) Will be treated as services rendered by M/s. PQR	b) Will be treated as services	c) Either (a) or (b) depending on the contract	d) Will be treated as services rendered by both partially
21. Services rendered by agent on behalf of principal are treated as rendered by	a) Agent	b) Either agent or principal	c) Principal	d) None of the above
22. _____ is the person liable to pay consideration.	a) Recipient of supply of goods	b) Recipient of supply of services	c) Recipient of supply of goods / services	d) Recipient of either (a) or (b)

23. Recipient of supply of goods or services or both means _____	a) Person liable to pay consideration	b) Person to whom goods are delivered	c) Person to whom service is rendered	d) All of the above
24. In case of single premium annuity policies the value of supply of services in relation of life insurance business shall be _____	a) 25 % of the single premium charged	b) 15% of the single premium	c) 10% of the single premium charged	d) 12.5% of the single premium charged
25. Aggregate Turnover means aggregate value of _____.i)Exempt supplies ii)Taxable supplies iii)Cess iv)Inter-state supplies	a) (i), (ii), (iv)	b) (i), (ii), (iii)	c) (i), (ii)	d) all (i) to (iv)
26. Aggregate Turnover excludes _____	a) Exempt supplies	b) Value of inward supplies	c) Cess	d) Both (b) and (c)
27. Exempt supply of any goods or services or both which attracts _____ rate of tax	a) Nil	b) Zero	c) Subsidized	d) Either (a) or (b)
28. _____ includes non-taxable supply.	a) Aggregate Turnover	b) Exempt Supply	c) Inward Supply	d) Export supply
29. Input tax does not include _____	a) IGST on import of goods	b) SGST and UTGST	c) Tax paid under composition levy	d) Tax payable u/s 9(3) and 9(4)
30. Output tax excludes _____	a) Cess	b) Input Tax Credit	c) Composition levy	d) Tax payable on reverse charge basis
31. If the payment to the supplier of goods or services is not made within _____ from the date of issue of invoice, the input tax credit on such goods and	a) 6 months	b) 180 days	c) 45 days	d) 30 days
32. A registered person shall not be entitled to take input tax credit in respect of any invoice or debit note or supply of goods or services or both after	a) 20th October of next financial year	b) 31st December of the next	c) (a) or (b) whichever is earlier	d) (a) or (b) whichever is Later

33. Outward supply is Rs 500000, Inward supply Rs 300000 and GST rate is 12 % then calculate ITC amount	a) 36000	b) 60000	c) 96000	d) 800000
34. Inward intra-state supply is Rs.500000 & inter-state supply Rs.800000 and Outward inter-state supply is 600000 for all supply attracts 12% GST. Calculate ITC on IGST, CGST and SGST available for staff	IGST Rs 1240000 , CGST Rs 30000 & SGST Rs 30000	IGST Rs 96000 , CGST Rs 30000 & SGST Rs 30000	IGST Rs 72000, CGST Rs 30000 & SGST Rs 30000	IGST Rs 168000, CGST Rs 30000 & SGST Rs 30000
35. TDS certificate is to be issued by deductor in form :	a) GSTR1A	b) GSTR2A	c) GSTR7B	d) GSTR7A
36. TDS certificate in Form GSTR-7A is to be issued within :	a) 5 days of crediting the amount to the Government	b) 7 days of crediting the amount to the Supplier	c) 5 days of crediting the amount to the Supplier	d) 7 days of crediting the amount to the Supplier
37. M/s ABC credited the amount of 10,000 deducted as TDS to the Government on 10/01/2018, S ABC 1sSued the certificate of this amount on 30/03/2018.	a) RS. 7,900	b)RS. 5,000	c) RS. 7,400	d)RS. 12,900
38. The TDS deductor can obtain registration under GST without requiring. :	a) TAN	b) Aadhar Card	c)PAN	d) either (a) or (c)
39. Tax deductor / collector has to submit application for grant of registration in Form :	a) GST REG-07	b) GST REG-06	c)GST REG-08	d) GST REG-09
40. Registration certificate 1S issued to Tax deductor/ collector in Form _____ Within 3 working days from the date of submission of the application. :	a) GST REG-07	b) GST REG-06	c) GST REG-08	d) GST REG-09
41. Every registered person required to deduct tax at source shall furnish a return in Form :	a) GSTR- 1	b) GSTR-5	c) GSTR-9	d) GSTR-7
42. The details furnished by deductor U/r 66(1) shall be made available to each suppliers in and :	a) Part C of GSTR2A, Part B of GSTR-4A	b) Part C of GSTR2, Part B of GSTR-4	c) Part C of GSTR2A, GSTR 4A	d) Part C of GSTR2, GSTR 4

43. Every registered person liable to deduct tax shall furnish Annual Return for F.Y. 2017-18 on or before :	a) 31 December, 2018	b) 31st December, 2019	c) 31st December, 2017	d) 31st March, 2019
44. State which of the following statement is correct in respect of obtaining a separate registration for business verticals:	a) Person can obtain centralized registration	b) Person may obtain a separate	c) He can have only two registration in a state	d) Either a) or b)
45. Whether all persons are mandatorily required to obtain registration?	a) Yes	b) Not required if he is an agriculturist or	c) Not required if he is an agriculturist or person exclusively	d) No, only if specified threshold exceeds in a financial year then
46. Which of the following forms are used for registration?	a) Form GSTR-1	b) Form GSTAPL-01	c) Form GST REG -01	d) Form GST RFD -01
47. Suppose one Multi-national company (MNC) has places of business all over India. Can such an MNC take a single Centralised GST registration?	a) Yes	b) No (it has to take registration in all the states)	c) Registration only from the state in which its Head office in India	d) Either a) or c)
48. What is the validity of the registration certificate issued to casual taxable person and non-resident taxable person?	a) 90 days from the effective date of registration	b) Period specified in the application for	c) Earliest of a) or b) above	d) 180 days from the effective date of registration
49. Within how many days a person should apply for registration?	a) Within 60 Days from the date he becomes liable for registration.	b) Within 30 Days from the date he	c) No time limit	d) Within 90 Days from the date he becomes liable for
50. An E-commerce operator should get registered?	a) Yes, Irrespective of threshold limit	b) No, required to register only if his aggregate	c) Yes, if he is located in North-western states	d) He is registered to register if he is liable to collect tax at

M.H.R.M.

Question	Answer1	Answer2+Q1 D1D1:V1	Answer3	Answer4
_____ of the vacancy can be done through newspapers, or business magazines.	Advertisement	Transfer	Morale	Ability
The first step in selection process is _____.	Analysing the job	Advertising the job	Job offering	Medical Examination
Job specification enables the organisation to design _____ plans based on qualifications and experience of the candidates.	Productivity	Counselling	Coaching	Compensation
_____ improves the quality of human resources.	Counselling	Career break	Absenteeism	Training
_____ refers to eliminating unnecessary or wasteful movements.	Time study	Motion study	Fatigue study	Complex study
_____ HRM has a along term perspective.	Traditional	Organisational	Strategic	Philosophical
Recruitment facilitates _____ of employees.	Transfer	Promotion	Changes	Selection
Traditional HRM takes _____ decisions relating to human resources.	Reactive	Proactive	Quick	Slow
It is important to constantly _____ the employees to get the things done from them.	Punish	Push	Motivate	Strain

Strategic HRM focuses on placing the right person at the right time.	Programme	Policy	Cabin	Job
_____ includes height, health, hearing vision, voice, etc.	Mental	Person	Physical	Social
_____ facilitates proper performance appraisal.	Job description	Job enrichment	Job location	Job supervision
_____ is a counselee centered counselling method.	Directive	Engaged	Non directive	Participative
The organisation must first properly _____ and assess training needs.	Acquire	Direct	Identity	Compensate
_____ facilitates retaining talented employees.	Career planning and development	Self appraisal	Employee grievance	Recruitment
_____ is the process of identification and grooming of potential subordinates to fill up key positions.	Mentoring	Succession planning	Placement	Induction
The four level training evaluation model was developed by _____	Donald Kirkpatrick	David Kirkpatrick	Donald Pink	David Abraham
The training given to employees is a _____ of various training methods.	Solution	Combination	Problem	Analysis
_____ training method means the training is given while performing the job.	On the Job	Off the Job	Education	Program

Human Resource Development aims at enhancing ____	Discontent	Capabilities	Agitation	Finance
_____ is a process whereby senior manager shares	Succession planning	Performance appraisal	Career development	Mentoring
In the ____ business environment, job requirements are changing fast.	Stagnant	Slow	Conventional	Dynamic
_____ theory of motivation assumes that people are active and responsible at work.	Theory X	Theory Y	Transactional theory	Vroom's theory
Performance appraisal is a _____ process.	One time	Faulty	Useless	Continuous
_____ is the strength of an individual's preference for a particular outcome.	Willingness	Valence	Expectancy	Instrumentality
Theory Y assumes that people are _____.	Dull	Selfish	Orthodox	Self-motivated
Theory X assumes that people are _____.	Responsible	Creative	Self motivated	Lazy
The employees can hide their identity when they deposit their complaint in ____ box .	Post	lunch	Suggestion	Pencil
If the Grievance Committee's solution to the grievance is not acceptable then the complainant can _____	Lodge a complaint	Make a fuss	Make Noise	Make an appeal

_____ is a non financial form of motivation	Increment in salary	Bonus	Appreciation	Entertainment allowance
_____ needs are the basic needs of human beings in Maslow's Need Hierarchy Theory.	Esteem needs	Social needs	Physiological needs	Psychological needs
Transformational leadership is _____ kind of leadership.	Rigid	Dictatorial	Autocratic	Motivational
Employee morale affects the _____ of the organisation	Efficiency	infrastructure	Competitors	External environment
Grievance redressal procedure involves _____ stages.	2	4	6	8
_____ propounded 'Need Hierarchy Theory' of motivation.	Daniel Pink	Peter Drucker	Douglas McGregor	Abraham Maslow
The scope of human relations is _____.	Narrow	Restricted	Limited	Wide
One of the needs for innovative culture is to follow flexible HR _____.	Strategies	Plans	Policies	Matters
_____ competencies improve employee performance at all levels and with all people involved.	Core	Organisational	Behavioural	Technical
Virtual team members interact through _____.	Physical Meetings	E-Technology	Print Media	Personally

Innovation culture is _____ oriented process.	People	Money	Material	Machine
Human Resource Management has to study changing _____ around it minutely.	Market	Environment	Resources	Nature
Portfolio worker may be a _____.	Free lancer	Self employed	Consultant	All of these
More than _____ percent representation of women employees on the committee of sexual harassment at work is a must.	60	25	45	50
Conflicts are settled through _____ learning.	Independent	Slow	Rapid	Collaborative
Employees in learning organisations gain _____.	Autonomy	Disrespect	Personal Mastery	Assets
A _____ employee gives hundred percent of his efforts.	Not engaged	Disengaged	Actively disengaged	Actively engaged
Not engaged employees display an _____ relationship with their colleagues.	Productive	Unproductive	Effective	Disoriented
Competency _____ is an exercise that helps in identifying and benchmarking skills and competencies required for a particular job.	Hunting	Evaluating	Planning	Mapping
_____ may be victims of Sexual harassment at work place.	Men	Women	Transgenders	All of these

International HRM mainly undertakes _____ management.	Expatriate	Rational	Non expatriate	Non rational
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BUSINESS ECONOMICS

Question	Answer1	Answer2	Answer3	Answer4
American economist W.W. Leontief empirically tested Heckscher-Ohlin theory under _____ condition.	U.S.A.	China	India	England
David Ricardo's trading principle emphasis the_____	Demand side of the market	supply side of the market	role of comparative costs	role of absolute costs
According to the theory of comparative advantage, a country will export a good only if _____	It can produce it using less labor than other countries	its productivity is higher in producing the good than the	its wage rate in producing the good is lower than in other countries	its cost of producing the good, relative to other goods, is at least as low as in
Which of the following theory explains the new approach to comparative advantage on the basis of general theory of value.	Absolute cost Theory	Heckscher Ohlin Theory	Comparative cost Theory	J.S. Mill Theory
According to Heckscher Ohlin theory production is subject to _____ returns to scale.	Increasing	Decreasing	negative	constant
Factor abundance in physical terms can be explained with the help of _____	Price Line	Production possibility curves	Iso-cost lines	Equilibrium price determination

When w/r falls, L/K _____	falls in the production of both commodities	rises in the production of both commodities	can rise or fall	is not affected
With equal technology nations will have equal K/L in production if _____	factor prices are the same	tastes are the same	production functions are the same	production functions are not the same
Factor intensity is measures by the _____	Factor units	Factor ratio	Factor growth	Coefficient
The new terms of trade can be measured by obtaining a ratio of the new export price index to the _____	New trade index	New stock index	new import price index	New cash index
_____ have risen more than export prices then terms of trade will deteriorate.	Import prices	Trade prices	import policies	export policies
The _____ of trade deal only with prices and changes therein	commodity terms	terms of trade	terms of exports	terms of import
Commodity terms of trade are based on prices of _____	Exports and Imports	product prices	Rules of trade	Raw materials price
Changes in taste may include changes in _____	Fashion and habits	Generation	People	change business
Income terms of trade tells increased capacity to _____	export	import	investment	Trade

Single factorial terms of trade takes into account changes in	export and import prices	changes in efficiency of factors	changes in demand for imports	
Which of the following is an advantage of Protection Policy ?	Antidumping	Patriotism	Globalization	Uneconomic use of resources
Free Trade policy is based on the principal of ____	Absolute Advantage	comparative disadvantage	comparative cost advantage	production possibility advantage
Free Trade policy is presence of	quotas	tariffs	exchange control	no restrictions
Trade barriers are also often called as_____.	Rules	Protection	Law	Fencing
Trade barriers ensures_____.	competition between domestic industries and foreign competition	leaking of foreign exchange	favourable Balance of Payment	unfavourable Balance of Payment
when tariff is imposed, the prices rise and this reduces the demand for the imported good, this is called as_____.	Competitive effect	Income effect	Revenue effect	Consumption Effect
Which of the following doesn't restricts the use of tariffs?	State Trading Corporation	World Trade Organization	European Union	North American Free Trade Agreement
Unilateral quota is imposed _____.	With prior negotiations	After discussion with trading partner	Quota in retaliation	With no prior negotiations
Voluntary export restraint refers to _____	Encouraging exporters to export more	Restricting imports by exporters	Request by the importing country to a foreign country to	Requesting exporter country to import more in exchange for

Fiscal Union means _____	Having common tax rates	Adopting single fiscal policy among members	Making similar export policies among member nations	Raising debt for all members collectively
The Digital Agenda for Europe 2020 programme is aimed at _____	Establishing a Common Digital Market	Establishing common export policies	Having single currency	Having same technology
The number of countries who have adopted Euro are _____	25	19	12	10
If Ford Motors establishes a factory in India, it will be recorded in ----- of balance of payment	Trade Account	Capital Account	Current Account	Forex Account
The current account shows	international movement of goods and services	international movement of capital	foreign exchange market	international movement of investments
Which of the following pairs is not correctly matched with regard to balance of payment accounts?	Import of goods and services – Debit in the current account	transfer payments – Credit in the	Direct investment receipt – Credit in the capital account	Portfolio investment payments – Debit in the current account
Tariff imposed to reduced imports constitute	Monetary measures	Direct measures	Fiscal measures	Capital measures
The Bali ministerial conference took place in, December _____	1947	1991	1990	2013
The forms of foreign exchange market is/are :	Spot market	Forward market	Both spot and forward market	goods market
Spot market is that market where in :	only spot or current transactions are handled	exchange transactions are meant for	exchange rate is determined instantly	Both (1) and (3)

Transactions in forward market are done to maximize _____ and minimize _____ .	profit, risk	risk, profit	risk, risk	profit, profit
Today 1 euro can be purchased for \$ 1.10. This is the	forward exchange rate	fixed exchange rate	spot exchange rate	financial exchange rate
In the foreign exchange market, the _____ of one country is traded for the _____ of another country.	currency, goods	goods, goods	currency, currency	currency, financial instruments
If the exchange rate between Swiss francs and British pounds is 5 francs per pound, then the number of pounds that can be obtained for 200 francs equals ?	60 pounds	40 pounds	20 pounds	80 pounds
The concept of PPP originated with the school of _____	Salamanca	Oxford	Cambridge	Trinity
PPP theory has _____ versions	One	Two	Three	Four
In order to prevent appreciation of the rupee against the US \$, the RBI will	Sell US \$	Sell bonds	Buy bonds	Buy US \$
As on 1st March, 2017 there are _____ members in IMF	180	185	189	190
Euros allowed to float against dollars and other currencies if known as _____	Floatation	Flexibility	Standardization	Euroization
Under _____ system a country adopts another nations currency as its own legal tender	Standardization	Euroization	Dollarization	Floatation

determined by the forces of demand and supply without the intervention of the government is known as _____ float	Clean	Dirty	Managed	Crawling
LERMS brought about _____ convertibility of Rupees in the current account	Full	Partial	Fixed	Flexible
To prevent the rupees from appreciating, the RBI _____ US \$	Sells	Buys	Uses	Exchanges
_____ intervenes as and when necessary to maintain orderly condition and curb excessive volatility in foreign exchange market	IMF	Central Government	RBI	World Bank

EXPORT MARKETING

Question	Answer1	Answer2	Answer3	Answer4
_____ is the external factor affecting pricing decision.	Cost of the product	Type of Product	Channel intermediaries	Desired Profit
_____ is a common agreement where a seller of goods is responsible for packaging and loading goods onto a truck at their transport hub or port.	Ex-Works	Free Carrier	Carriage Paid To	Delivery at Terminal
In _____ pricing strategy, a firm may charge exceptionally low price to kill the competition.	Standard	Skimming	Predatory	Trial

_____ is a group of related products in product basket of the exporter.	Product Line	Brand	Product Positioning	Product Width
_____ is an act of creating and maintaining distinct image of a product or brand in the minds of target customers.	Product Adaptation	Product Standardisation	Product Positioning	Product Packaging
Under _____ strategy, the product is sold in the markets without making any adaptation to it.	Product Standardisation	Product Design	Product Adaptation	Product differentiation
Which of the following factors does not directly influence Branding of the product?	Target Customer segment	Corporate Image	Competitor's branding	Raw material and overhead cost
Which of the following is not a component of Marketing Mix?	Promotion	Price	Patrons	Place
Packaging does NOT directly _____.	Provide protection to products	Preserve quality of products	Help to promote the product	Help in providing After-sale service
Labelling does NOT facilitate _____.	Brand identification	Purchase decision	Proper use of the product	After-sale service
If a marketer engages the longer chain of intermediaries, the product price _____.	Would be lower	Would be higher	Would not be affected	Would not be recovered
_____ objective often plays a major role in pricing decisions of the government and of non-profit organisations.	Social Responsibility	Fast Cash Recovery	Market Share Growth	Market Skimming
_____ is adopted by the subsidiaries of MNCs to trade with other subsidiaries or with the parent company.	Standard Pricing Strategy	Probe Pricing Strategy	Penetration Pricing Strategy	Transfer Pricing Strategy

In India, export incentives are given to the exporters on the basis of _____ Price.	Ex Works	FOB	Transfer	Trial
Which type of pricing strategy is undertaken to judge and find out possible reaction of customers at the time of product introduction?	Standard Pricing	Probe Pricing	Differential pricing	Transfer Pricing
A _____ warehouse keeps the product for a relatively long period of time.	Storage	Distribution	Bonded	Branded
_____ is an example of consumer oriented sales promotion techniques.	Trade discount	Free sample	Performance incentives	Co-operative Advertising
_____ refers to the amount of space available for storing material on a ship or on a plane.	Stowage	Storage	Logistics	Reservation
_____ risk takes place on account of insolvency of the buyer.	Commercial	Political	Legal	Security & Fraud
_____ Channel enables the exporter to secure direct and full benefits of export incentives and concessions offered by the government.	Direct	Indirect	Vertical	Longest
High value goods use _____ channel of distribution.	Reverse	Retailers	Direct	Multi level
_____ exporting channel does not have any middle man.	Direct	Indirect	Longer	Level Four
Price is generally high in _____ channel.	Direct	Indirect	Zero	Both level

The items like Gum Karaya & Nigar Seeds are exported through _____.	Overseas Sales Agents	STC	Export Consortium	Canalising Agencies
_____ is concerned with maintaining the right level of inventory to meet customer requirements at the lowest cost.	Financial Management	Production Management	Inventory Management	Sales Management
Exchange fluctuations risk is _____ in export marketing.	High	Low	Minimum	Moderate
Sales promotion involves _____ term incentives to attract the Customer.	Long	Short	Permanent	Moderate
_____ is NOT the advantage of international trade fair and exhibition.	Demonstration of the product	Enhancing Brand Image	Developing trust of customer	Increase in Domestic Sale
A _____ can be defined as anything that is offered for sales in the market.	Product	Price	Place	Promotion
_____ is NOT a component of Logistics.	Inventory management	Warehousing	Material handling	Advertising
Financial Risk element is _____ to the exporter in advance payment system.	Higher	Nil	Moderate	Less
Open account method of payment is suitable to the _____.	Importer	Exporter	Both	Distributor
goods ,this method is feasible only when _____ environment is stable in importers country.	Natural	Political	Cultural	Demographic

Issuing bank is the _____ bank which issues the Letter of Credit.	Seller's	Exporter's	Importer's	Receiver's
_____ between exporter & importer is an important factor in advance payment system.	Grievance	Trust	Distrust	Compassion
Documents against payment (D/P) bill is also known as _____ bill.	Time	Sight	Credit	All purpose bill
Letter of credit is _____ of payment by importer to exporter through his bank.	Order	Guarantee	Appeal	Statement
Beneficiary in letter of credit is _____.	Importer	Exporter	Middleman	Importer's Bank
_____ letter of credit can be given by the exporter to third party for settlement of dues.	Non transferable	Transferable	Revocable	Confirmed
In India, _____ covers losses arising out of payment risks.	RBI	LIC	Commercial banks	ECGC
When a bill is dishonoured, chances of _____ of exporters increase.	Good debts	Bad debts	Capital debts	Assets
_____ is the most secured form of payment in foreign trade .	Letter of credit	Bill of exchange	Promissory note	Cheque
_____ Letter of credit is risky,hence exporter's do not want to accept it .	Red	Green	Revocable	Yellow

_____ is a reciprocal form of international trade.	Counter sale	Cash sale	Credit sale	Free sale
Inspection of the quality of exportable goods is done by _____.	Export Promotion Council	Export Inspection Council	Export Credit & Guarantee Corporation	Export Promotion Authority
Complete set of documents is submitted by the exporter to _____ authority at the port of shipment.	Sales tax	Income tax	Bank	Custom Appraiser
_____ is issued by port trust authorities to cart or carry the goods inside the dock.	Carting Order	Let ship order	Bills of Lading	Mate's Receipt
Shipping formalities at the port are handled by _____ agent.	Importer	Custom House	Sales	Insurance
DGFT issues IEC Number to _____.	Exporter only	Sole traders	Importer only	Exporter & Importer
Packing preserves the quality of _____.	Service	Product	Information	Application

COMPUTER SYSTEM & APPLICATION

Question	Answer1	Answer2	Answer3	Answer4
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A _____ offers its users an integrated package of content and services, along with a search engine	Content Provider	Market Creator	Portal	E-tailer
Pure Plays and Bricks and clicks are the types of _____	Market creators	E-tailers	Transaction Broker	Portals
_____ charge a subscription fee for making news, artwork, videos, Intellectual property available to the user.	Transaction Broker	Community Provider	Service Provider	Content Provider
In the _____ business model, there are no intermediaries, the buyers and sellers decide on the transaction themselves with no agents to represent them.	Market Creator	Community provider	Portal	E-tailer
Google Maps are an example of _____	Portals	Service provider	Transaction broker	Market creator
_____ refers to the ability to determine the origin of the message received over the Internet.	Integrity	Availability	Authenticity	Confidentiality
The requirement in which the buyer and the seller do not deny that they have initiated the transaction is called _____	Integrity	Non repudiation	Authenticity	Confidentiality
The conversion of readable text into characters that hide the original meaning of the text is called _____	Substitution	Transposition	Decryption	Encryption
A _____ is a digital code that is attached to a message sent electronically	Digital signature	SSL	Encryption key	Decryption key
_____ is a protocol to provide security of data in transit.	SET	SSL	FTP	HTTP

SSL protocol was developed by _____	Google Chrome	Opera	Firefox	Netscape
The full form of SSL is _____	Secure Socket Layer	Secure Space Layer	Straight Socket Layer	Simple Socket Layer
All sites that use SSL connection uses _____ instead of HTTP	TCP/IP	SMTP	HTTPS	FTP
Decryption involves _____	Converting plain text into cipher text	Converting cipher text into plain text	Attaching a digital code to an electronic message	Replacing one alphabet with another
In public key encryption, there are _____ key(s).	Four	Three	Two	One
Which of the following is an example of a portal?	Yahoo	Facebook	Amazon	eBay
The chart wizard?	Can place a chart on a new chart sheet or on any sheet in the workbook	Can only place a chart on new chart sheet	Can only place a chart on a new blank worksheet	Can only be used to create embedded charts
What chart object is horizontal or vertical line that extends across the plot area to make it easier to read and follow the values?	Category axis	Data marker	Data point	Gridline
Using the F11 shortcut key to create a chart on chart sheet creates?	A default chart	A 2-dimensional column chart	A 2-dimensional bar chart	A 3- dimensional line chart
When two or more values have to be determined, which data analysis tool is used?	Solver	Goal Seek	Bar Chart	Data Table

Which of the following tool you will use in Excel to see what must be the value of a cell to get required result?	Formula Auditing	Research	Track change	Goal Seek
Which of the following is not What IF analysis tool in excel?	Goal Seek	Scenarios	Marco	Data Table
Goal seek can be identified as?	Searching for a cell with a specific value	A mathematical process that changes the values of many	Working backward from a desired result to find the unknown value that produces a desired	The combination of variables used in performing what-if analysis
In a Goal seek problem, you must specify all of the following except?	A scenario name	A value to be reached	A set cell that contains a formula	A changing cell that contains an initial value
Solver is a What-If analysis tool that ?	Depends on the use of scenarios	is an add-on product that is not automatically	Is used for simple analysis problems	Is same as goal seek
A scenario uses all of the following except?	Changing cells	a table area	result cells	formulas
Scenarios are What-If analysis tool that?	are limited to one result cell	allow the user to view many outcomes simultaneously	allow viewing a graph along with data	allow the use of more than two changing cells
Which of these tools is used to perform What-If analysis?	Scenario Manager	Macro	Filter	Chart
You want to track the progress of the stock market on a daily basis. Which type of chart should be used?	Bar Chart	Pie Chart	Line Chart	Column Chart
If we want a macro be available in all workbooks it should be stored using which of these options?	This workbook	New workbook	Personal Macro Workbook	Public macro workbook

Employee no., Name and Salary are entered in columns A,B,C of a worksheet respectively for 10 employees. The first row contains headings. Policy table for computing bonus is given in columns F and G. Salary and Bonus	VLOOKUP(C2,\$F\$2:\$G\$4,1)	VLOOKUP(C2,\$F\$2:\$G\$4,2)	VLOOKUP(C2,\$F\$2:\$G\$5,1)	VLOOKUP(F2,\$F\$2:\$G\$4,1)
_____ function is used to count the number of cells that meet a criterion	COUNT()	COUNTA()	COUNTC()	COUNTIF()
To convert text stored in cell B6 to capital case the following built in function is used_____.	CAPITAL(B6)	BIG(B6)	UPPER(B6)	UCASE(B6)
The function LEN("MY NAME IS LAKHAN") will return the value_____.	4	14	17	16
The function LOWER("TYBCom") will return the value_____.	TYBCOM	TYBcom	tybcOM	tybcom
If cell A2 contains KOLKATA the function LEFT(A2,3) will return the value_____.	ATA	KAT	LKA	KOL
The function RIGHT("BENGALURU",4) will return the value_____.	LURU	BENG	GALU	ENGA
The function LEFT("C5") will return the value_____.	C	5	NULL	#VALUE! (ERROR)
The function TRIM(" WE ARE THE BEST !!") will return the value_____.	WE ARE THE BEST !!	WEARETHEBEST!!	WE ARE THE BEST !!	WE ARE THE BEST !!
The function FIXED(155555.555555,2) will return the value_____.	155555.55	1,55,555.56	155555.56	1,55,555.56

If cells B3, B4 and B5 contain the values 1000,5000 and 10000 respectively, the function AND(B3>500,B4>3000,B5>5000) will return the value_____.	1000	5000	10000	TRUE
If cells A4, A5 and A6 contain the values 100,200 and 300 respectively, the function OR(A4<=100,A5=200,A6>200) will return the value_____.	100	200	TRUE	FALSE
A worksheet has names, basic salaries in columns A and B.First row is for headings. The formula to be given in column C to find HRA as 10% of basic if basic is above 5000 and 12% otherwise is_____.	IF(B2>5000,B2*10%,B2*12%)	IF(B2>5000,B2*12%,B2*10%)	IF(C2>5000,C2*12%,C2*10%)	IF(C2>5000,C2*10%,C2*12%)
A predesigned spreadsheet you can use to create new spreadsheets with the same formatting and predefined formulas is called_____.	Macro	Template	Workbook	Link
To switch from one window to the other the switch windows option is available in the_____tab.	Insert	File	Home	View
One can link cells in_____.	the same worksheet	different worksheets from the same workbook	worksheets from different workbooks	all the above
The function LEFT("MANCHESTER",3) will return the value_____.	TER	MAN	ANC	CHE
To add the values in cells B2 and C2 from Sheet1 and Sheet2, the formula is_____.	B2+C2	Sheet1B2+Sheet2C2	Sheet1!B2+Sheet2!C2	Sheet2!B2+Sheet1!C2
The function RIGHT("MANGESHKAR",3) will return the value_____.	MAN	KAR	GES	ANG
To open a new workbook based on template the path is_____.	File→My Templates→New	File→Templates→New	File→New→My Templates	File→New Templates

_____function is used when you need to look in a single row or column and find a value from the same position in a second row or column.	HLOOKUP	VLOOKUP	LOOKUP	LOOK
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MARKETING RESEARCH (M.R)

Question	Answer1	Answer2	Answer3	Answer4
_____ is/are known as differentiated pricing.	secondary pricing	Area pricing	Production pricing	prime pricing
A good brand image creates _____.	Goodwill	Consumer dislike	Increased losses	Poor sales
_____ helps in convenient handling , protect the contents and promote sales.	retailer	production	pricing	Packaging
Marginal cost pricing makes a distinction between fixed costs and _____ costs	semi-fixed	semi-variable	variable	secondary
The method of testing a single product for preference and attitudinal scale is called _____ test.	Monadic Use	Paired comparison	Triangle	Dual
_____ Channels describe business transactions between manufacturer and wholesaler.	B2C	B2B	C2C	G2C

Pupillometer is used to test _____ effectiveness.	Advertising	HR	Production	Administration
The _____ step in developing an advertising program is to set advertising objectives.	First	second	third	last
Daniel Starch and George Gallup are associated with _____ test method of post testing ads.	Newspaper	Television	Readership	Recall
_____ test is used to test audio-visual impact of advertisements.	Studio-type	Theatre-type	Recall	Sales
When a Consumer ,buys a particular brand again and again ,it is because he has _____	Brand loyalty	Brand ineffectiveness	Brand negligence	Brand conciousness
For research analysis ,researchers mostly use _____ tool,as it is very user friendly	Microsoft Excel	Microsoft teams	Microsoftwhite board	Microsoft word
_____ research is very important ,when the research is done for the first time.	Primary	secondary	ancillary	Accidental
Which language should be used as a means of communication to collect data from rural areas	Local	French	English	Spanish
Rural market segmentation done on the basis of climate is called _____ segmentation	Geographic	Sociographic	Behavioural	Economic
_____ should be the head of the Marketing research department	marketing research manager	finance manager	stores manger	Production Manager

Like any other department ,a marketing research department also suffers because of _____ problem/s	Red tapism	bias	misuse	All of the above
A Marketing research Department can be organised on the basis of _____	Functions	Products	Area	All of these
For a firm, It is _____ to conduct research in unrelated topics	Ethical	Unethical	acceptable	agreeable
The objective of Media research is to reach maximum people at _____ cost	very high	high	minimum	unaffordable
The Indian advertising agencies have _____ quantitatively and qualitatively	grown	not grown	become stagnant	none of these