

## SUB: FINANCIAL ACCOUNTING

Question	Answer1	Answer2	Answer3	Answer4
Sundry Debtors are shown in the balance sheet under the head	Trade Payable	Trade Receivable	Loans and Advances	Other Current Asset
In the Balance Sheet, Capital Advances are shown under the head	Long-Term Loans and Advances	Short-Term Loans and Advances	Non-Current Investment	Current Investment
Provision for Doubtful debts are	Added to Sundry Debtors	Deducted from Sundry Debtors	Added to Sundry Creditors	Deducted from Sundry Creditors
Bills Payable is shown in the balance sheet under the head	Trade Payable	Trade Receivable	Loans and Advances	Other Current Asset
In the balance sheet, Capital Redemption Reserve is shown under	Share Capital	Reserves & Surplus	Non-Current Liabilities	Current Liabilities
1,50,000; Return Outward ₹ 10,000; Return Inward ₹ 20,000. Commission Received ₹ 15,000. Calculate Revenue from Operation	1,30,000	1,40,000	1,60,000	1,45,000
Loose tools is shown in the balance sheet under the head	Fixed Assets	Intangible Asset	Inventories	Investments
Interest on Bank Overdraft is shown in the Statement of Profit and Loss under the head	Other Expenses	Finance Cost	Depreciation and Amortisation Expenses	Purchases
Following is an appropriation of profits	Interim Dividend paid	Interest on Loan	Rent paid	Discount allowed
In the balance sheet, Sundry Creditors are shown under the head	Trade Receivable	Trade Payable	Loans and Advances	Other Current Asset
_____ means shares of company are converted into smaller denomination	Increase in Share Capital	Consolidation	sub-division	bonus shares
_____ means giving up possession of shares to the company by the shareholders	Buy-back	Consolidation	Redemption of Shares	Surrender of Shares
Which of these following is a case of Alteration of Share Capital	Writing Off Paid-up Capital	Conversion of shares into Stock	Paying off Excess Capital	Extinguishment of Liability of Capital
Under Internal Reconstruction, creditors accepting part payment is called _____	Alteration of Capital	Reduction of Capital	Compromise & Arrangement	Consolidation
For writing off the fictitious assets under the scheme of capital reduction _____ is debited	Share Capital Account	Accumulated Losses Account	Capital Reduction Account	Profit & Loss A/c
In case of sub-division of share capital the total number of shares _____	Increases	Decreases	Remains the same	changes total capital

In case of consolidation of share capital the total number of shares _____	Increases	Decreases	Remains the same	changes total capital
When a company converts its equity shares into the capital stock, then the account to be credited is _____	Inventories Account	Equity Share Capital Account	Equity Capital Stock Account	Bonus Shares Account
each fully paid decides to repay Rs. 5 per share thus making each share of Rs. 5 fully paid. It is a case of _____.	on account of uncalled capital	returning the excess capital	Reducing the paid-up capital	Reducing the calls-in advance
For writing off the accumulated losses under the scheme of capital reduction, _____ is debited.	Share Capital Account	Accumulated Losses Account	Capital Reduction Account	Profit & Loss A/c
According to section 68, quantum of buy-back should be	Less than 25% of paid up capital & free	Less than 25% of Paid up capital	Equal to Debt Ratio	Owned funds- 50% of Debt
Sections of companies governing Buy-back of shares	Sec. 55 of co. act	Sec. 68 of co.act	Sec. 77of Co.Act	Sec. 77AA
Which of the following statements is true.	Buy-back date is not known on the date of	Buy-back date is known on the date of issue	beyond 10 years from the date of issue	Buy-back is known up to 1 years
According to Section 68, before buy-back, all the shares	must be fully paid-up	must be fully issued & subscribed	shareholders for at least one year	Must be at least partly paid-up
Before making a buy-back, the company shall file with the Registrar & SEBI a	prospectus	Statement with lieu of prospectus	declaration of insolvency	declaration of solvency
According to Section 68, every buy-back shall be completed within twelve months from the date of	passing special resolution	authorization by the Articles of Association	shares becoming fully paid up	Consent from the Board of directors
A Ltd company is having 2,00,000 equity shares of Rs. 10 @ Rs.8 fully paid. As per buy-back requirement 25% of paid up capital would be	Rs. 5,00,000	Rs. 4,00,000	Rs. 50,000	Rs. 3,00,000
The offer for buyback should be open to public for not more than .....days	30	25	15	7
The Ltd co. is having 10,000 equity shares of Rs. 100 each after satisfying the legal formalities company bought back 25% of its equity capital.	2,500	2,000	1,500	1,250
Short term loans & advances treated under the head	Current Assets	Current Liability	Non-current Liability	Non-current Assets
Interest is always calculated on the _____	M.V. of the security	Face Value of the security	Cost of the security	Realisable Value of the security
Interest is paid to the _____	on the due date irrespective of the	original holder	buyer of the security on the due date	customers
On sale of investment Profit / Loss is calculated by the equation _____	sale - average cost	sale - weighted average cost	sale - cost as per FIFO basis	sale - cost as per LIFO basis

Dividend on shares accrues on the _____	due date	date of declaration	date fixed in advance	last day of the year
Current Investments are valued on the closing date at _____	Cost	Market Value	Value whichever is lower	Cost or Market Value whichever is higher
Sale of right shares is _____	Credited to Investment Account	Debited to Investment account	Not entered in Investment Account	entered in trading A/c
Cost of investment includes _____	purchase price	sale price	closing balance	opening balance
Interest on securities is paid on due date to the _____	date in respect of actual holding period	original buyer	date irrespective of the period of holding	the seller
When bonus shares are received _____	entered in nominal value column of	column of investment account	recorded in cash A/c	recorded in creditors A/c
The difference of interest Account is transferred to .....	Balance sheet	Trading A/c	Manufacturing A/c	P/L Account
The full form of IFRS is _____	International financial reporting standard	International Finance Registration Standard	International Financial Regional School	Inter-France Regional Studio
The full form of IASB is _____	India Accounting Schooling Board	Indian accounting standard board	Indian Auditing Standard Bank	Indian Auditing Standard Book
_____ are those reserves which are not shown in the Balance sheet	General reserves	Sinking Fund	Secret reserve	Capital reserve
Secret reserve is opposite of _____	Fixed Assets	Current Liability	Non current liabilities	Window dressing
The example of unethical behaviour is .....	dummy entries	proper recording of expenses	proper recording of Assets	proper recording of Liabilities
When we ..... the net worth of a business than it is case of window dressing	under state	overstate	normal reference	actual record
The inefficiency of the management is always hidden due to .....	Ethical Behaviour	hardwork	unethical behaviour	sincerity
Ethos resembles to .....	birth	character	society	country
SEBI is started by the.....	Central Government	local government	state government	panchayats
While creating an ethical environment the employer should ensure that employees are aware of their _____ rights	social	local	industrial	Legal and ethical

## SUB: COST ACCOUNTING

Question	Answer1	Answer2	Answer3	Answer4
_____ are the actual cost of acquiring assets.	Historical cost	pre-determined cost	Standard cost	Estimated cost
Variable cost means the way in which cost are affected by changes in the _____	volume of input	volume of output	product	quantity
Manufacturing wages is also called _____	Direct Material cost	Direct Labour cost	Direct Expenses cost	avoidable cost
_____ are expenses incurred for general management in an organization.	Administration cost	Selling cost	Prime cost	Production Cost
Every number used in the code should be _____	unique	same	equal	uncertain
Cost accounting = costing + cost reporting + _____	Cost Recording	Cost Influence	Cost Control	Cost Changes
The maintenance of the coding should be _____ controlled	centrally	individually	independently	groupwise
The basic principle of variable cost behaviour is that, as the level of activity increases, cost will _____	increase	decline	remain constant	zero
_____ is considered to be the avoidable loss of materials	Loss due to natural humidity	Loss due to flood	Loss due to negligent handling of materials	Loss due to normal evaporation
Bin Card is a _____	Quantitative as well as value wise	Quantitative record of material received,	Value wise records of material received,	a record of labour attendance
Average stock level can be calculated as _____	Maximum Stock Level +1/2 of	Maximum Stock Level +1/3 of Re-order Level	Minimum Stock Level +1/3 Re-order	Minimum Stock Level +1/2 of Reorder Level
Ram runs a business for equipment. Annual demand for the equipment is 1600. The annual holding cost per unit is Rs.2.50 and	800 units	80 units	1600 units	160 units
Continuous stock taking is part of _____	Annual stock taking	Perpetual inventory	ABC analysis	FIFO
Basic Custom duty paid on import of goods is _____ to the purchase cost	demand	added	deducted	maintain
The _____ prepares indents for the purchase of materials and sends it to the purchase department.	sales department	stores department	production department	finance department

Under ABC Analysis '___' items consist of the materials which constitute the least percentage of items in stock but contribute to a _____	A	B	C	D
_____ is that point of level of stock of a material where the storekeeper starts the process of initiating purchase requisition for	maximum level	minimum level	reorder level	danger level
On 1st March 2020 there were 1000 kg of raw material @ Rs 20 per kg and on 2nd March 2020 200 kg of raw material were purchased	Value of Closing stock of raw	Value of Closing stock of raw materials on 2nd	Value of Closing stock of raw	Value of Closing stock of raw materials on
In stores ledger, excess of materials found during physical verification are treated as _____	issues	receipts	loss	expense
Time and motion study is conducted by the _____	time-keeping department	Personnel department	Payroll department	Engineering department
Under the high wage plan, a worker is paid _____	at a time rate higher than the rate paid by	according to his efficiency	Normal wages plus bonus	at a double rate for overtime
Labour Turnover is _____	Productivity of labour	Efficiency of the labour	Change in labour force	Total cost of the labour
_____ has combination of time and piece work system	Gantt task & Bonus system	Emerson's efficiency system	Hayne's system	Halsey Weir system
Payroll department collects & records each worker's time of arrivals and departure for the purpose of _____	Attendance	Calculation of salary	Performance	Efficiency
Salary of works manager is a _____	Selling overhead	Office Overheads	Prime cost	Factory Overheads
Standard Hours = 24 hrs, Actual Hours = 18 hrs, Rate per hour = Rs 20	Rs 450	Rs 90	Rs 420	RS 150
Attendance Register is a _____	manual methods of timekeeping	mechanical methods of timekeeping	manual methods of time booking	mechanical methods of time booking
Biometric Attendance System is a _____	manual methods of timekeeping	mechanical methods of timekeeping	manual methods of time booking	mechanical methods of time booking
If basic wages is Rs 100 and Provident Fund (PF) Contribution by employer and employee is 8% on basic wages each, then _____	PF to be deposited by employer is Rs 8	PF to be deposited by employer is Rs 16	PF to be deposited by employer is Rs	PF to be deposited by employer is Rs 80
Cost of production is equal to _____	factory cost+administrative	factory cost+ prime cost	administrative overheads + selling	prime cost + selling overheads
Heating and lighting is apportioned on the basis of _____	time devoted by super	number of machines	machine hours	number of light points or floor area occupied
Assigning code numbers to group of overheads is called as _____	classification	codification	allocation	verification

_____ are those which vary in direct proportion to the volume of output	fixed overheads	semi fixed overheads	semi variable overheads	variable overheads
Number of workers employed is used as basis for the apportionment of _____	rent	canteen expenses	PF contribution	rate and tax
Overhead is also known as _____	on cost	basic cost	extra cost	chargeable expenses
Factory overheads is also called as _____	sundry overhead	extra overhead	works overhead	total overhead
The process of charging the traceable overheads to cost centres is called as _____	overheads allocation	overheads charging	overheads allotment	overheads recovery
Lighting Expenses = Rs 30,000, Light Points - C:D:E = 40 : 80 : 120. Apportion the rent expenses among the 3 departments.	4000 : 6000 : 20000	5000 : 10000 : 15000	10000 : 8000 : 12000	4500 : 11500 : 14000
If for producing one unit of finished goods, power consumption is 20 kw per hour @ Rs 20 per every 100 kw, then cost towards power	Rs 2 per unit of finished goods	Rs 3 per unit of finished goods	Rs 4 per unit of finished goods	Rs 5 per unit of finished goods
Over valuation of Closing Stock in Cost Accounts _____.	increases costing profit	decreases costing profit	does not affect costing profit	decreases the value of closing stock in cost
Notional Rent is taken in _____.	Cost A/c	Financial A/c	Balance Sheet	Cash Flow
Sale of scrap shall be _____.	added to sales	added to cost of production	deducted from factory overheads	added to direct labour
Store Keeper's Salaries is included in _____.	Factory Overheads	Office & Administration Overheads	Selling & Distribution Overheads	Direct Expenses
Direct Wages does not include _____.	Wages paid to skilled labour	Wages paid to unskilled labour	Allowances & Bonus to Productive	Supervisor's Salary
The Profit as per Cost accounts shows Rs. 20 Lakhs which excludes dividend income of Rs. 6 Lakhs recorded in financial books. Financial	Profit of Rs. 14 Lakhs	Profit of Rs. 26 Lakhs	Profit of Rs. 20 Lakhs	Loss of Rs. 14 Lakhs
Travelling Expense= Rs. 8,000, Office Rent= Rs. 50,000, Sales commission= Rs. 7,000 Total Selling and Distribution overheads is	65,000	58,000	15,000	57,000
Direct Material= Rs. 2,00,000, Labour= Rs. 3,00,000, Calculate the amount of Factory overheads at 40% of prime cost	Rs. 80,000	Rs. 2,00,000	Rs. 1,20,000	Rs. 1,00,000
Value of Opening Work in Progress is added to _____ to get factory cost	Prime Cost	Cost of production	Cost of finished goods	Cost of sales
Costs incurred to discover new ideas, processes, products by experiment are called as _____.	Fixed Costs	Variable Costs	Manufacturing Cost	Research & Development Cost

Cost sheet is _____	a set of journal entries	a ledger	part of financial accounting	a statement that shows various
---------------------	--------------------------	----------	------------------------------	--------------------------------

## SUB: BUSINESS ECONOMICS

Question	Answer1	Answer2	Answer3	Answer4
Before the implementation of New Economic Policy, the foreign exchange reserves of India had fallen to about US\$____ billion.	1	10	100	1000
The fiscal crisis faced by the Indian economy in 1990s was caused primarily by	widening gap between imports and exports	difference between savings and investment	widening gap between government	difference between aggregate demand and
Large companies with asset of Rs. _____ Crore and above were not allowed to expand their activities without government permission.	100	1000	10000	100000
Securities and Exchange Board of India (SEBI) was made statutory body in _____	1995	1997	1992	2000
Capital adequacy norms promotes _____	reduction in CRR	fiscal deficit	financial stability	financial Instability
IRDA Act was passed in _____	2000	1999	1949	1998
According to Human Development Report, 2016, India's HDI rank is among _____ 188 countries.	131	125	141	100
According to Census 2011, youth population in the age group 15-24 in India constitutes _____% of total population.	26.1	19.1	50.1	75.1
_____ provides support for education of underprivileged girls at elementary level.	RMSA	KGBV	NPEGEL	CHC
Kasturba Gandhi Balika Vidyalaya scheme was launched in the year	2001	2002	2003	2004
AIIMS are at the _____ level of public health infrastructure.	Primary	Secondary	Tertiary	Private
GDP is measured in terms of _____ for goods and services produced in a year.	Money value	Quantity	Quality	Export
Economic growth does not necessarily lead to _____	development.	Conflict	inequality	income
In order to achieve the goals of development , countries often adopt the path of rapid _____	economic growth	Utilization of resources	quality improvement	Population control

India is the ____ largest exporter of agricultural commodities	4th	6th	5th	7th
Agriculture contributes ____ of GDP	38%	40%	14%	4%
Which of the following is a feature of NAP	Food Security	Growth with equity	small farmers encouraged	Includes only marginal farmers
NAP was announced on	20 July 2000	28 July 2000	23 July 2000	29 July 2000
National Agricultural Policy aims to create employment in _____	rural areas	urban areas	metropolitan cities	entire country
The National Agricultural Policy aims to liberalized ____ agricultural market	international	domestic	inter-countries	village
Government of India set up Food grains and Price Committee under the chairmanship of _____	Prof. M L Dantwala	Dr. Rangarajan	Prof L K Jha	Mr. PV Narsimha Rao
Government of India set up Agricultural Price Commission under the chairmanship of _____	Dr. Rangarajan	Prof L K Jha	Dr. Manmohan Singh	Prof. M L Dantwala
What is the full form of NCFC ?	National Crop Forecasting	National Commission of Forecasting Centre	National Crop Farming Centre	National Crop Forecasting Centre
The Government of India had a long term agreement with the ____ for a period of 15 years (1951-1966) to import wheat	UK	USA	UAE	USSR
The SHG-Bank linkage programme has benefitted around ____ poor families	100 million	500 million	200 million	300 million
The Tribal Development Project in Gujarat has helped ____ families to deve	1000	2000	1500	4000
Kisan Credit Card (KCC) makes a farmer eligible for a production credit of Rs. _____	5000	10000	2000	1000
Which of the following is not a precondition for industrialization?	Availability of skilled labour	Availability of Natural resources	financial capital	Adequate rainfall
..... has been given the maximum weightage in the Index of Industrial Production	Mining and quarrying	Consumer durables	Consumer non-durables	Capital goods
IIP measures the general level of .....	inflation percentage	industrial production	import prerequisites	Indian pharmacy output
Competition Act 2002 effectively replaces .....	MRTP Act (1969)	FERA (1973)	Industrial Policy Resolution (1956)	Industrial Policy Resolution (1948)



Products used directly by final consumers and lasting for more than two years are .....	durable goods	capital goods	intermediate goods	primary goods
Majority of industrial units in India are .....	government owned	privately owned	foreign owned	cooperatives
Competition Commission of India was established in the year .....	2000	2003	2010	2014
CCI means .....	Competition Committee of India	Competition Commission of India	Cooperation for common interest	Contemporary condition of India
which of the following is not a criticism against disinvestment?	Hasty and unplanned	Reduction in public sector employment	Absence of people's consent	Reducing political interference
MSME stands for .....	Measures to Support M	Mostly Small and Medium Enterprises	Main Segment of Manufacturing Export	Micro, Small and Medium Enterprises
From June 2020, investment limit of micro units was determined at Rupees .....	1 crore	5 crores	50 crores	250 crores
Latest definition of MSME considers which two factors ?	investment and number of employees	Number of employees and turnover	Investment and turnover	Number of employees and export earnings
An enterprise with investment up to 10 crores and turnover up to 50 crores is a.....	micro enterprise	small enterprise	medium enterprise	large enterprise
The Pradhan Mantri Jan Dhan Yojana (PMJDY) was launched on 28th August, 2014 -----	To improve consumer loans	To improve financial inclusion	To provide agricultural loan	To improve liquidity
----- are emerging as the most useful tool to ensure 'anytime banking' and 'anywhere banking'	ATM	Telebanking	KCC	Micro finance
The Imperial Bank of India, in 1955 after nationalization was given the name	Indian Overseas Bank	Reserve Bank of India	State Bank of India	Bank of India
In which year the Reserve Bank of India was taken over by the government ?	1945	1948	1952	1956
and instalment of principal has remained unpaid or past due for a specified period of time ?	Non performing assets	Asset quality	Bad loan	Stressed loan
Foreign Institutional Investors (FIIs) are allowed to invest in _____	Only equity shares	Only debt market	Both equity and debt	Only government securities
The OTCEI allows the companies to register only in _____	OTCEI	OTCEI and NSE	OTCEI and BSE	Only NSE
Mutual Funds play an important role in Indian capital market as _____	Speculator in stock market	Investment avenue for small investors	Promoter of large scale industries	Both Promoter and Speculator

The full form of OTCEI is _____	Over the Counter Exchange of India	Over the Counter Exchange of Investor	Over the Counter Estimate in India	Over the Counter Estimate of Investment
T-Bills are issued by _____	MNCs	Government	Commercial Bank	RBI

## SUB: COMMERCE

Question	Answer1	Answer2	Answer3	Answer4
_____ concept of marketing came into existenc afer the Industrial revolution	Societal	Selling	Production	Product
Product designing includes shape and _____ of the product.	Pricing	Style	Distribution	Promotion
_____ is concerned with collecting information about different aspects of marketing.	Data Mining	Marketing Intelligence	Marketing research	Data Warehousig
_____ is a blueprint of the whole research work to be undertaken.	Sampling	Research design	Questionnaire	Report
_____ provides information on external marketing environment.	Service marketing	Marketing Intelligence	Marketing mix	Marketing survey
What we buy, how we buy, where and when we buy, in how much quantity we buy, depends on _____.	Country	Lifestyle	Area	City
Secondary group consists of _____.	Friends	Clubs	Relatives	Neighbours
Usage rate is a _____ factor of market segmentation	Geographic	Behaviouristic	Demographic	Sociographic
Knowing your customers better will enable you to serve them better and keep them _____ forever.	Customers	Loyal	Humans	Concentrated
The staff must be well _____ to attend to the customers.	Built	Trained	Oriented	Styled
There are _____ patterns of target market selection.	Eight	Five	Four	Three
_____ means a group of related products manufactured by a single company.	Product width	Product line	Product mix	Product depth
Under _____ stage of the PLC, promotional efforts are undertaken to gain awareness.	Growth	Introduction	Maturity	Decline
Loss making brands may be withdrawn from the market under _____ stage.	Performance	Growth	Decline	Development
_____ gives legal protection to the brands.	Finance	Registration	Society	Political connection
Detailed information about product attributes and quality is conveyed through a _____.	Logo	Product	Label	Slogan
_____ product contains only those features that are totally necessary for it to function.	Faulty	Basic	Outdated	Unknown
Packaging helps in conveying _____ about the product.	Supply	Challenges	Information	Organizing

Services are _____ in nature.	Ordinary	Similar	Tangible	Intangible
Companies may create a distinct image through _____.	Segmentation	Pricing	Targetting	Routing
Price of the product depends upon _____.	Wages	Revenues	Dividends	Channel Commission
Fixed & variable cost is considered in _____ cost pricing strategy.	Total	Marginal	Penetration	Differential
Manufacturers select _____ channel of distribution where the customers are large in number .	Indirect	Direct	Dividing	Placement
Technological factors have made _____ possible	personal selling	Gimmick selling	Roadside selling	Online selling
_____ is a distribution system where two or more firms at the same level join for marketing purpose	Horizontal Marketing system	Third party system	vertical Marketing system	Integrated marketing system
Logistical _____ protect the product from damages during transit.	Covering	Labelling	Packaging	Installation
_____ communicates the message through a media.	personal selling	Promotional messages	Reference marketin	Advertising
A firm may _____ sports , cultural & social events in order to enhance brand awareness.	Publicise	Advetise	Sponsor	Promote
_____ officers' role is to manage corporate image of the organisation.	Sales promotion	Personal selling	Public relations	Direct marketing
_____ refers to short term incentives and techniques directed towards consumers and traders with the intention to produce immediate sales.	Sales promotion	Personal selling	Public relations	Direct marketing
Sales people must be _____ to perform task effectively.	Trained	Selected	Evaluated	Recruited
_____ is widely practiced and is an old method of selling.	Digital selling	Personal selling	Online selling	E selling
Sales people also should have _____ because they need to do lot of hard work.	Communication ability	Stamina	Patience	Interpersonal skill
Customers can get proper information through _____	Advertisements	Price	Place	Wholesaler
Generally After-sales-service is required for _____ goods	Perishable	Durable	Semi-durable	FMCG
The Consumer Protection Act came into force in _____	1988	1987	1986	1985
Copying something from the leader is known as _____ strategy	Imitator	Competitor	Duplication	Adaptor
_____ is under the scope of green marketing	Controlling pollution	Charging high price	Guerrilla marketing	Consumer rights
Rural Customers are _____	Demanding	Aware	Price Sensitive	Ignorant
Rural market is growing approximately at the rate of _____ % annually.	25	35	45	55
Firms may _____ the products specifically to meet the needs of the villagers.	Distribute	Modify	Promote	Place

_____ is the act of marketing goods or services to potential customer over the telephone.	Rural marketing	Urban marketing	Digital marketing	Telemarketing
_____ can be a unique selling proposition for a brand	Product features	Similar features	Uniform features	Same features
_____ innovation brings success to the brands.	Continuous	Slow	Fast	Delibrate
Understanding _____ is one of the biggest challenges for global marketers.	Local culture	Social culture	Urban culture	Rural culture
_____ is a situational factor that affects consumer behaviour.	Physical surroundings	Reference groups	Education	Price
Understanding consumer behaviour is a _____ task.	Perfect	Secondary	Easy	Complex
Product decision areas do not include _____.	Trademark	Brand name	After-sale service	Advertising
Today's sales people need to be _____.	Attentive	Alert	Tech savvy	Communicative
About _____ % of the workforce in india works in agriculture.	50	60	70	80

## SUB: EXPORT

Question	Answer1	Answer2	Answer3	Answer4
Export marketing is a _____ process of designing and distributing products in the overseas market.	Casual	Systematic	Compulsory	Applicable
In export trade, goods _____ boundaries of a nation.	Influence	Cross	Revolve	Determine
Export marketing helps to create _____ balance of payment position for exporting countries.	Negative	Reduced	Uptodate	Favourable
Export trade is an _____ to economic growth of a nation.	Engine	Detrimental	Demotes	Follows
Export market is _____ by MNCs especially from China , USA , Germany & Japan.	Controlled	Handled	Maintained	Dominated
International _____ is contributing factor to healthy export marketing.	Conflict	Dependence	Politics	Mapping
Foreign Trade policy of a country primarily affects _____.	Exporter only	Importer only	Importer & Exporter	Middlemen only
_____ faced competition is an important feature of export marketing.	Four	One	Two	Three
International market is _____ competitive in nature.	Highly	Least	Moderately	Partially
Export trade brings _____ & goodwill for a nation in the international market .	Reputation	Political conflicts	Attitudes	Values
Export business is affected by adverse policies of _____ country to a great extent.	Importing & Exporting	Exporting only	World Trade Organisation	Importing Only
The Government of India provides large number of _____ to Indian exporters for export promotion.	Discounts	Concessions	Rebates	Incentives

Trade Barriers are _____ on the free movement of goods among the countries.	Restrictions	Promotions	Facilitation	Ban
Trade Barriers include _____.	Tariff barriers only	Non Tariff barriers only	Tariff and Non Tariff Barriers	Local taxes
Specific duty cannot be imposed on _____.	Automobile goods	Electronic Goods	Readymade Garments	Work of Art
Tariff combining value and volume component is known as _____ tariff.	Ad valorem	Specific duty	Seasonal	Compound
_____ is tariff barrier.	Product standards	Licenses & permits	Consular formalities	Specific duty
TRIPs agreement gives protection to _____ rights.	Real estate property	Physical property	Investment property	Intellectual property
TRIPs stands for _____.	Trade Related International property Rights	Trade Related Intellectual Property Rights	Trade Related Intellectual Perception Rights	Trade Ratio Integration Proportion Request
Global marketing Research means _____.	Marketing research related to International markets	Marketing research related to National markets	Marketing research related to International company	Local marketing research
Formation of Economic Grouping is _____ in nature.	Useless	Illegal	Voluntary	Compulsory
Economic Integrations create _____ to free international trade.	Stability	Freedom	Obstacles	Subsidy
Economic Groupings offer benefits to all _____.	Member countries only	Non-member countries only	Member & Non-member	WTO members
Economic Integration is a group of countries that come together for _____ trade & development among themselves.	Managing	Controlling	Enhancing	Contracting
Preferential Trade Agreement is _____ form of economic integration.	Highest	Lowest	Moderate	Temperory
The Government of India introduces Foreign Trade policy for a period of _____ years.	5	4	3	2
One of the objectives of India's Foreign Trade policy is to _____ base for export promotion.	Strengthen	Control	Limit	Destroy
Earlier, India's international trade policy was known as _____.	FPT	FTP	EXIM	IMEX
_____ is a Town Of Excellence for leather products.	Tirupur	Jodhpur	Surat	Agra

Services Exports from India Scheme provides rewards to _____ of notified services for providing services from India.	More number of servi	Less number of service providers	Limited number of service providers	All service providers
Under Services Exports from India Scheme, the reward is issued in the form of _____.	Hard cash	Duty Credit Scrip	Government securities	Half duty scrip
Export Oriented Units having a physical export turnover of at least Rs. _____ are allowed fast track clearance on their procurement.	10 crores	20 crores	30 crores	40 crores
Status Holder recognition is awarded by _____.	RBI	EPC	DGFT	Customs Department
_____ are allowed to self certify their manufactured goods as originated from India.	Status Holders	All Importers	All exporters	All middle men
FOB/FOR value limit for three years for ONE star export house recognition is _____ million \$ .	3	10	20	7
If capital goods are procured from _____, then export obligation is reduced for exporters.	Local manufacturers	Developed countries	Third world countries	Any foreign country
Digitisation process results in _____ of doing business.	Red tapism	Delay	Ease	Regulation
FOB/FOR value limit for three years for FOUR star export house recognition is _____ million \$ .	100	450	700	500
Export _____ refers to formation of cooperative organisation for	House	Consortium	Agency	Firm
There are about _____ EPCs in India.	18	28	38	48
There are _____ rates of duty drawback applicable to exporters.	Two	Four	Three	Five
FIEO also issues _____ certificate to Exporters.	RCMC	CMRC	CCMR	RMCC
Under EPCG scheme, exporters are allowed to import both new and second hand capital goods with residual life of _____ years.	12	8	10	15
_____ Scheme assists small units in procuring raw material for export production.	ASIDE	EPCG	IRMAC	MDA
_____ Scheme provides assistance to state for infrastructure development for exports.	IRMAC	ASIDE	ECGC	MAI
_____ items can be exported only through Government agencies.	Canalized	Restricted	Sterilized	Prohibited
_____ is an umbrella tax as it has absorbed VAT, sales tax, service tax and special additional duty of customs.	IGST	Wealth Tax	Central Sales Tax	DBK

To claim DBK, an application needs to be made to the nearest _____.	Excise Duty Office	Income Tax office	Sales Tax office	Customs Office
_____ acts as a publicity wing of Government of India for trade fair and exhibition.	ITPO	NCTI	ICA	IIFT
_____ is a major training institution for foreign trade related courses.	ICA	IIP	IIFT	ITPO

## SUB: COMPUTER

Question	Answer1	Answer2	Answer3	Answer4
The full form of ASCII is _____.	American Standard Code for International Interchange	American Standard Code for Interchange of Information	American Standard Code for Information Interchange	American Software Code for Information Interchange
Servers are computers that provide resources to other computers connected to a _____.	super computer	network	mainframe	client
_____ topology fails when the central hub fails.	Star	Ring	Bus	Mesh
When sending an email, the _____ line describes the contents of the message.	To	CC	Subject	Contents
The full form of ISDN is _____ Service Digital Network.	Indian	Important	Integrated	Initial
Sniffer in internet working means _____.	Hacking	Phishing	Tracking information and copying	spying
Which of the following is not the Networking Devices?	Gateways	Linux	Routers	Cables
A _____ is a device that forwards packets between networks by processing the routing information included in the packet.	bridge	router	hub	firewall
Which one of the following is not a function of network layer?	routing	inter-networking	congestion control	error control
The slowest transmission speeds are those of _____	Twisted-pair wire	Coaxial cable	Fiber-optic cable	Microwaves
Wired and wireless communication technologies are types of:	network adapters	topologies	transmission media	network operating system
Which of the following shows the correct arrangement of networks from the smallest to the largest network?	LAN,WAN,MAN	LAN,MAN,WAN	WAN,LAN,MAN	WAN,MAN,LAN
Which topology fails when central hub fails	Star	Ring	Bus	Both B & C
Which topology fails when the central hub fails?	Star	Ring	Bus	Both B & C
The data type represented by True or False is called as _____	integer	date	char	boolean
To select a database TAX, the statement is _____.	Select TAX	Choose TAX	Open TAX	Use TAX
In MySQL to save the transaction we use _____	Rollback	Save	Commit	Return

_____ at the bottom of an excel worksheet window presents information about the worksheet, the progress of current tasks, and controls for viewing the worksheet.	Scroll bar	Status bar	Title bar	Navigation bar
Excel is a program that is used to prepare a _____	Presentation	Spreadsheet	Text document	Database
Which function determines the payment needed each period to repay a loan?	FV()	PV()	PMT()	PAY()
The first and last columns of a worksheet are _____.	A and Z	A and AZ	A and XX	A and XFD
The Keyboard Shortcut for Repeat in Excel is _____.	(Ctrl+Y)	(Ctrl+X)	(Ctrl+Z)	(Ctrl+V)
AutoFit Row Height option is available on _____ icon.	Insert	Delete	Format	Conditional Formatting
The three important goals of data communications are delivery at correct destination, accurate delivery and	late delivery	timely delivery	next day delivery	on the spot delivery
Coaxial cable can run up to _____ meters.	100	200	500	1000
Software such as Internet Explorer, Google Chrome and Firefox are referred to as _____.	browsers	systems software	utility software	internet tools
Message segmentation and reassembly is the task of _____ layer in OSI model.	transport	session	network	physical
MAN computers uses _____ cable.	fibre optic	coaxial	twisted pair	UTP
Sniffer in internet working means _____.	Hacking	Phishing	Tracking information and copying	spying
In _____ topology all devices are connected to central hub.	Bus	Star	Ring	None of these
_____ is a wireless media	Microwave	Fiber optic	Coaxial	UTP cable
Full form of URL, is Uniform Resource _____	Location	Locator	Local	Physical Layer
A grey hat hacker is a combination of _____ and a white hat hacker.	Elite Hacker	Blue Hat	Yellow Hat	Black Hat
Which of the following protocol is used for email.	SMTP	FTP	HTTP	both a and c
Simple and complex conditions can be formed using _____ operators	illogical	separator	relational	none of these
Max(21,54,"ABC") will return the output as _____	54	ABC	ERROR	####
Sorting means arranging data :	Alphabetically	numerically	chronologically	any or all of the above
To control which rows are displayed as a result of a query _____ clause is used.	Concat	Line	Curb	none of these
The Query SELECT * FROM PAY; will display _____ columns from the table PAY	Middle Two	All	Last Two	Middle Two
Which of these symbols must appear in any email address?	!	\$	@	#
_____ relational operators are used in mysql	Filtering Data	creating data	changing data	none of these
_____ is not aggregate functions	count	sum	avg	mid
_____ is not a financial function	FV	PV	PMT	ROUNDUP



MAX, MIN, MOD, SQRT , etc are _____ functions in excel	Financial functions	Mathematical and statistical functions	navigating	creating
What are the basic rectangular building blocks of a spreadsheet ?	Cells	Zoom slider	Help button	None of these
Which of the following is not pertaining to spreadsheets?	Cell	Character	Browser	Formula
Excel is a program that is used to prepare a _____	Presentation	Spreadsheet	Text document	Database
_____ appear at the bottom of the Excel window.	Title bar	Formula bar	Worksheet tabs	Name box
Another name for a pre-programmed formula in Excel is	Graph	Function	Cell	Range
Which of the following identifies a cell in Excel?	Formula	Address	Name	Label
Adding, removing, hiding and renaming worksheets are done in _____	Database	Excel	Word	MySQL
Pivot table is a term used in _____	Database	Excel	Word	MySQL
Which function in Excel tells how many numeric entries are there ?	count	num	chknun	sum
What is the intersection of a column and a row on a worksheet called ?	Cell	Value	Column	Address
Subtotal is used in _____	Database	Excel	Network	internet
_____ is not a Mathematical Function in Excel	CEILING	FLOOR	INT	Pivot
Formatting cells, Numbers, Date, Times, Font, Colors, Borders, Fills. These options are available in	Database	Excel	MySql	none of these
In Excel, \$A\$5 reference indicates	Mixed	Relative	Absolute	Both (1) & (2)

## SUB: MARKETING RESEARCH

Question	Answer1	Answer2	Answer3	Answer4
_____ research is rightly described as foundation of marketing	Marketing	Product	sales	clinical
Marketing research is used to learn more about _____	Consumer	market	consumer and market	government
Consumerism is a voluntary association formed by _____	companies	competitors	consumers	government
Marketing research uses _____ methods for research purposes	scientific	simple	straight	academic
Marketing Research provides _____ to marketing problems	solutions	suggestions	questions	resolutions
Design may be described as _____ to be laid down for starting and completing the research work	map	plan	procedure	product
_____ research tries to answer ' Why certain things are happening?'	Causal	Descriptive	Exploratory	Biased
_____ helps to select possible causes out of a number of possibilities	desk research	descriptive research	Exploratory research	qualitative research
_____ is frequently used to generate hypothesis for testing purpose	consumer panel	Exploratory research	descriptive research	desk research

Sales analysis , price analysis are some examples of _____	causal research	exploratory research	descriptive research	sales forecasting
Experiment method of data collection is done either in the field or in _____.	shop	laboratory	village	city
Qualitative research is _____ research.	Casual	Descriptive	Exploratory	poor
Garbage analysis is used for _____ purpose.	Probability	Random	Observation	Universe
Survey Monkey is an example of _____ research	field	online	observation	telephone
Sales records of a company is _____ source of secondary data.	Internal	External	Primary	Outsider
Process of scrutinsing data to improve quality is called _____.	Editing	Tabulation	Questionnaire	MIS
_____ tabulation cannot be done without coding	Machine	Hand	Vertical	Horizontal
Tabulation of data is done _____ analysis of data.	Before	During	After	prior to
Interpretation is an _____ part of data analysis.	Independent	Objective	Subjective	Integral
Recommendation is given by _____.	Researcher	management	audience	respondent

## SUB: TAX

Question	Answer1	Answer2	Answer3	Answer4
The person liable to pay tax is .....	farmer	the deceased	assessee	beggars
_____ is the price one pays for civilisation	Income tax	road tax	luxury tax	fire tax
If the previous year is 2018-19 the Assessment year will be	2020-21	2019-20	2018-19	2021-22
The legal status of M/s Jogi Associates with two members is.....	Firm	individual	company	Hindu undivided family
..... is the statement prepared by an assessee before paying the tax	income tax returns	Balance sheet	P/L Account	Trading Account
A person from whom the tax is due is called _____	customer	an assessee	assessment officer	resident
The income tax is a _____ act where the finance act is passed every year	temperory	old	copied	permanent
A Russian resident will have to pay tax in India which is earned in .....	Japan	Russia	India	America
The income earned by Mrs.Janet of America provided service as a teacher and earned income in India which is .....	fully taxable	fully exempted	partly taxed	partly exempted

Resident individual can be further classified into ordinary resident or _____	Local	Resident but not ordinary resident	Resident and Ordinary resident	Non Resident
The legal status of Mumbai cricket Association is .....	Body of Individual	Artificial juridical person	Local authority	Association of persons
Dividend on shares of Indian companies is .....	taxable	not taxable	repayable	reversible
Indexation is applicabe to sale of	short term capital assets	long term debentures	depreciable capital assets	Non depreciable capital assets
Mr P purchased one house on 1.1.1990 for Rs. 4,00,000 and incurred Rs. 10,00,000 on its improvement on 1.3.2010. Its fair market value on 1.4.2001 is Rs. 6,50,000. He sold this house on 1.11.2018 for Rs. 40,00,000. Compute capital gains of Mr. P for the assessment year 2019-20.	Rs. 4,00,000	Rs. 2,00,000	Rs. 5,03,353	Rs. 2,88,108
Gross basic salary 120000, dearness allowance 30000, bonus 10000, night shift allowance 20000, Providend fund 30000 and TDS 10000 then Gross total taxable salary = _____	150000	160000	180000	220000
Rate of interst of on R.P.F is laid down in the _____ schedule of income tax act	First	Second	Fourth	Fifth
Examinership fees received by a professor from his college are taxable as _____	House property	Salary	Capital gain	Business
Mr X a Croatian citizen comes to India on 1st October 2019 & returns back to Croatia on 15th March 2020 therefore he is _____ in India	resident	crew member	Non resident	citizen
The income tax department is authorised by the .....	state government	Central government	local government	municipal corporation
Uncommuted pension received by government employee at the time of retirement	Fully Taxable	Fully exempt	Partial exempt	Partially taxable
Gross salary 3,50,000, TDS 30,000, PF 52,000 and PT 2,500 then Net salary will be _____	3,80,000	4,32,000	4,34,500	2,65,500
Annuity received from his former employer is _____	Taxable	Non taxable	Exempted	Commuted
Any sum paid to a National Laboratory or a University or an IIT for carrying out scientific reserach will be eligible for a weighted deduction of _____	100%	200%	300%	150%
Expenses such as GST and Service Tax are _____ while computing business income.	disallowed	fully allowed	allowed to the extent of 20%	allowed to the extent of 40%

If the WDV of a Block becomes negative, _____	depreciation can be claimed	no depreciation can be claimed	depreciation can be claimed to the extent of 30 %	depreciation can be claimed to the extent of 60 %
Salary is paid as per the terms of _____ of employment.	Quality	Contract	Training	Output
Salary, bonus, commission received by a _____ from the firm is not to be regarded as salaries	Partner	Director	Employee	Dealer
Agricultural income from a land outside india is _____	fully taxable	fully exempt	taxable upto 50%	taxable upto 25%
Disaster Compensation granted by Central Government or a State Government is _____	taxable upto 50%	taxable upto 25%	fully exempt from tax	fully taxable
Gift of ₹ 75,000 received from father's brother on the occasion of birthday would be _____	fully taxable	fully exempt	exempt upto ₹ 50,000	taxable upto ₹ 50,000
Capital gain arises from the transfer of any _____	Assets	Fixed assets	Capital assets	Buildings only
Mr. P purchases a house property on April 30, 2018 and transfer it on July 16, 2020. This is a transfer of a -----	short term asset	long term asset	Not a short term or long term asset	only short term asset
During the financial year 2019-20 Mr. Amit paid interest on loan available by him for his son's higher education . His son is already employed in a firm . Mr. Amit will get the deduction under section _____.	80DD	80U	80E	80CCC
Gratuity received by employee covered under Gratuity act 1972, gets maximum exemption of _____	200000	2000000	300000	3000000
Gift received from friends on the occasion of marriage amounting to ₹ 2,00,000 is _____	fully taxable	fully exempt	taxable upto 50%	taxable upto 25%
If self generated goodwill of a profession is transferred , there will _____	be capital gain	not be any capital gain	be capital loss	be a short term capital gain
Equity Shares held for less than 12 months are _____	short term capital gain	long term capital gain	Exempted capital assets	Excluded from definition of capital asset
Standard rent is fixed under _____	Income tax act	Income tax Rule	Rent control act	Rent management act
Fair rent is 220000 and municipal valuation is 240000 then RLV = _____	220000	240000	460000	Nil
Income from sale of household furniture is _____	Taxable capital gain	Taxable income	Non-taxable capital gain	Exempted income

Fair rent 2,00,000; municipal valuation 2,20,000 and standard rent is 1,80,000 and actual rent received is 3,00,000 also paid municipal tax 20,000 then Net annual value = _____	180000	240000	280000	
Municipal Valuation 350000 , actual rent is 400000 and municipal tax 10 % of municipal valuation then Net annual value = _____	35000	50000	435000	365000
Income from farm house is _____	Fully taxable	Partially taxable	Fully exempt	Partially exempt
Mr. A had purchased a plot of land at a cost of Rs. 75,000 in June 2009 and he constructed a house on August 2011 for Rs. 1,25,000. He sold that house in May 2018 at Rs. 45,00,000 and purchased another residential house in June 2018 Rs. 8,00,000. Compute the LTCG for AY 2019-20.	Rs. 67,33,891	Rs. 34,00,000	Rs. 33,67,890	Rs. 33,00,000
Exemption under section 54 is available to _____	all assessees	individuals only	individuals as well as HUF	HUF only
Mrs Parija sold her house for Rs. 70,30,000 on 1.03.2019. The house was purchased for Rs. 3,50,000 on 1.3.2007. She paid brokerage Rs. 60,600 at sale of house. She invested Rs. 15,00,000 in purchase of residential house in March 2020. Compute her taxable capital gain for the year 2019-20.	Rs. 26,66,122	Rs. 36,66,122	Rs. 46,66,122	Rs. 56,66,122
Mr S acquires units of a equity mutual fund on August 5, 2020 and transfers it on November 25,2020. This transfer of a capital asset is treated as _____	short term asset	long term asset	Not a short term or long term asset	only short term asset
Deduction u/s 80-C is allowed to the maximum of _____	Rs. 50,000	Rs. 1,50,000	Rs.1,00,000	Rs. 2,00,000
Exemption under section 54EC shall be available to _____	any assessee	individuals only	individuals or HUF	company
Unrealised rent is a deduction from _____	Gross annual value	Net annual Value	Reasonable lettable value	Municipal valuation