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Hall Ticket Number

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Q.B. No.

100109

Booklet Code :

A

Marks : 100

DL-324-BAD

Time : 120 Minutes

Paper-II

Signature of the Candidate

Signature of the Invigilator

INSTRUCTIONS TO THE CANDIDATE

(Read the Instructions carefully before Answering)

1. Separate Optical Mark Reader (OMR) Answer Sheet is supplied to you along with Question Paper Booklet. Please read and follow the instructions on the OMR Answer Sheet for marking the responses and the required data.
2. The candidate should ensure that the **Booklet Code printed on OMR Answer Sheet and Booklet Code supplied** are same.
3. **Immediately on opening the Question Paper Booklet by tearing off the paper seal, please check for (i) The same booklet code (A/B/C/D) on each page. (ii) Serial Number of the questions (1-100), (iii) The number of pages and (iv) Correct Printing.** In case of any defect, please report to the invigilator and ask for replacement of booklet with same code within five minutes from the commencement of the test.
4. Electronic gadgets like Cell Phone, Calculator, Watches and Mathematical/Log Tables are not permitted into the examination hall.
5. **There will be 1/4 negative mark for every wrong answer.** However, if the response to the question is left blank without answering, there will be no penalty of negative mark for that question.
6. Record your answer on the OMR answer sheet by using Blue/Black ball point pen to darken the appropriate circles of (1), (2), (3) or (4) corresponding to the concerned question number in the OMR answer sheet. Darkening of more than one circle against any question automatically gets invalidated and will be treated as wrong answer.
7. Change of an answer is **NOT** allowed.
8. Rough work should be done only in the space provided in the Question Paper Booklet.
9. **Return the OMR Answer Sheet and Question Paper Booklet to the invigilator before leaving the examination hall.** Failure to return the OMR sheet and Question Paper Booklet is liable for criminal action.

This Booklet consists of 13 Pages for 100 Questions +2 pages of Rough Work
+1 Title Page i.e. Total 16 pages

1. What does pervasiveness of planning indicate ?
(1) Planning is top-level activity
(2) Planning is the first function of management
(3) Planning can be extended to all levels and every type of activity
(4) Planning is the future activity

2. Who developed the S-O-B-C Model of OB ?
(1) Fred E Luthans (2) Stephen Robbins
(3) Keith Davis (4) Rutherford Kelvin

3. In relation to stress and/or conflict, how are clarification, creativity and innovation, and improved relations perceived ?
(1) They are the sources of conflict
(2) They are stress coping strategies
(3) They are functional outcomes of conflict
(4) They are, in any way, not related to conflict and stress

4. The data model which describes how the data is actually stored is :
(1) Internal Model (2) External Model
(3) Logical Model (4) Sequential Model

5. From what location are the 1st computer instructions available on boot up ?
(1) ROM BIOS (2) CPU
(3) Boot.ini (4) Config.sys

6. Bill of material structure is used to :
(1) Calculate the net requirements
(2) Calculate the due dates
(3) Calculate the manpower requirements
(4) Calculate the gross requirements

7. Estimate the amount of profit, if sales is 10000 units, fixed cost is ₹ 50000, variable cost per unit is ₹ 12 and selling price per unit is ₹ 20 :
(1) ₹ 12000 (2) ₹ 30000
(3) ₹ 5000 (4) ₹ 15000

8. An assignment problem is said to be balanced, if :
(1) The number of rows = The number of columns
(2) The number of allocated cells = The number of rows + the number of columns - 1
(3) Total supply = Total demand
(4) The number of zero in the cost matrix is equal to the order

9. Which term refers to business processes that are not executed by a single group or function ?
(1) Silo effect (2) Cross-functional
(3) Functional structure (4) Enterprise systems

10. In 1977, Coca-Cola and IBM were thrown out of India. This situation can be discussed under which of the following environments ?
(1) Demographic environment (2) Political-legal environment
(3) Economic environment (4) Natural Environment

11. A 360° degree performance feedback involves evaluation of the employee by :

- HR Managers only
- All who are directly in contact with the employee
- Supervisors only
- Subordinates only

12. Classifying market as open market and black market is based upon :

- Competition
- Time period
- Legality
- Area

13. What does Unity of Command Principle imply ?

- There should not be control over subordinates
- One subordinate should have only one superior
- One boss should guide only one subordinate
- All employees should work in unity

14. Which organization revolves around the process and not the task ?

- Net work organization
- Horizontal organization
- Virtual organization
- Vertical organization

15. The objective of HRM does *not* include :

- To attract the talent people
- To develop the competency of employees
- To utilize the manpower at the optimum level
- To motivate and retain employees

16. In a perfectly competitive market, which price of a commodity prevails :

- Different
- Uniform
- Very high
- Very low

17. Span of control implies the :

- Number of subordinates who report to a superior
- Number of subordinates who work in the organization
- Number of subordinates who take decision
- Number of subordinates who have more freedom to work anywhere

18. Sociable, outgoing, talkative, assertive, and gregarious are included in which one of the 'Big Five' Traits ?

- Consciousness
- Agreeableness
- Emotional stability
- Extroversion

19. GNP at Market Price :

- GDP + Net factor income from abroad
- GNP at factor cost
- NNP at factor cost
- Disposable Income

20. Rate at which, the Commercial Banks borrows from the Reserve Bank of India is called as :

- Repo
- PLR
- Bank Rate
- BPLR

21. In a method, there is a combination of techniques used in the weighted check list, rating and critical incident method, it is known as :

- (1) 360-degree performance appraisal method
- (2) Cost Accounting
- (3) Behaviorally anchored rating scales
- (4) Appraisal by results or Management by Objectives

22. According to Peter Drucker, a mission statement is the foundation for :

- (1) Performing competitor analysis and deciding relative positioning
- (2) Determining the category of intentions that are broad-based
- (3) Creating values and attitudes, and should inspire
- (4) Articulating priorities, strategies, plans and work assignments

23. Groups of people with shared value systems based on common life experiences are called :

(1) Cohorts	(2) Generations
(3) Subcultures	(4) Affiliate groups

24. Buyers are divided into different groups basing on lifestyles. This comes under which type of segmentation :

(1) Demographic segmentation	(2) Psycho graphic segmentation
(3) Behavioral segmentation	(4) Concentrated segmentation

25. The product-life-cycle follows which of the following sequence of stages ?

(1) Introduction-growth-decline-maturity
(2) Introduction-maturity-growth-decline
(3) Growth-maturity-decline-introduction
(4) Introduction-growth-maturity-decline

26. An increase in the firms receivables turnover ratio means that :

- It is collecting credit sales more quickly than before
- Cash sales have decreased
- It has initiated more liberal credit terms
- Inventories have increased

27. The extent of linear relationship between two variates X and Y is determined by :

- Coefficient of correlation
- Probable error
- Standard error
- Coefficient of determination

28. The dead bodies coming to a grave yard is an example of :

- Pure death process
- Pure birth process
- Birth and death process
- Not a queue process

29. What is the meaning of software scope ?

- It describes the off-the-shelf component
- It describes the functions and features that are to be delivered to end users
- It describes the software risk
- It describes the software virus and scanning

30. The line executive needs to take permission/approval while deciding from which staff type ?

- Advisory staff
- Project Staff
- Concurring staff
- Personal staff

31. Which one of the OD Techniques involves the use of questionnaire to identify discrepancies among members perception, after which discussion follows and remedies are suggested ?

(1) Survey feedback (2) Sensitivity training
(3) Process Consultation (4) Team Building

32. Which of the following is a WTO procedure to attain Globalization ?

(1) Pursuance of Free Trade
(2) Reduction of Budgetary Subsidies
(3) Fall in transport costs
(4) Promotion of Foreign Portfolio Investments

33. Instructing, educating and training the employees and subordinates is called :

(1) Coaching (2) Mentoring
(3) Career Management (4) Career Development

34. A bank plans to gain competitive advantage by providing speedy services. This is an example of which type of differentiation ?

(1) Product (2) Services
(3) Idea (4) Physical Evidence

35. Some of the sources of secondary data are :

(1) The data obtained by a survey
(2) Confidential records of the firm
(3) Records of firms sales, production, profits etc.
(4) Data available from the sources of Journals and books

36. In dynamic programming, which of the following does *not* change at every stage :

(1) Objective function (2) Recursive Function
(3) Results (4) State Variables

37. NPV is :

(1) Proportion of present values of cash inflows and outflows
(2) Difference between present value of cash inflows and outflows
(3) Cost minus sales
(4) Sales minus cost price

38. Which one of the following is *not* an important characteristic of useful and effective information ?

(1) Accuracy (2) Timeliness
(3) Completeness (4) Economy

39. In Management Theory and Practice, coordination is :

- Unification, integration and synchronisation of group's efforts
- Controlling group efforts
- Disintegrating groups
- Building up small groups

40. The Industrial Policy, 1956 emphasized the role of which sector for providing employment and use of local resources :

- Cottage Industries
- Khadi and village industries
- Medium scale industries
- Cottage and small scale industries

41. When a Manager applies a negative consequence to reduce an employees undesirable behavior, what is this process called ?

- Self-actualization
- Extinction
- Positive reinforcement
- Punishment

42. The organizational structure in which similar activities belonging to the functional areas, are grouped together is called as the :

- U-form
- Divisional structure
- M-form
- Homogenous Structure

43. In which type of research is the consumers who initially try the product at no cost are re-offered the products or a competitors product, at slightly reduced price ?

- Sales-wave research
- Controlled test marketing
- Stimulated test marketing
- Test Markets

44. Investigators knowledge about the 'population' is the basis in:

- Purposive sampling
- Stratified sampling
- Systematic sampling
- Cluster sampling

45. Which of the following strategies is a marketer using, when he chooses to target an entire market by combining some segments ?

- Undifferentiated marketing
- A combination strategy
- Concentrated marketing
- Differentiated marketing

46. The convergence of the Indian Accounting Standards with IFRS implementation began on :

- August 09, 2015
- April 10, 2015
- December 11, 2015
- April 15, 2015

47. What are the chances that no two boys are sitting for a photograph if there are 5 girls and 2 boys ?
(1) 1/21 (2) 4/7
(3) 2/7 (4) 5/7

48. Which of the following financial statements shows the movement of cash and cash equivalents in during an accounting period ?
(1) Income statement (2) Balance sheet
(3) Cash flow statement (4) Statement of changes in equity

49. If the displayed system time and date is wrong, you can reset it using :
(1) Software write (2) Calendar
(3) Write file and folder (4) Control panel

50. In which situation, the controller is *not* required to undertake any corrective actions ?
(1) When the actual result is less than the expected result
(2) When the actual result is more than the expected result
(3) When the actual result is equal to **expected** result
(4) When there is not result

51. In BW Tuckman's five-stage group formation process, name the third stage of group formation :
(1) Performing (2) Adjourning
(3) Norming (4) Storming

52. Proposals for disinvestment in any PSU, are necessarily be placed for consideration of the :
(1) Central Cabinet Ministry Meetings
(2) State Cabinet Ministry Meetings
(3) Industrial licensing Boards
(4) Cabinet Committee on Disinvestments

53. The process of HRP is one of the most crucial, complex and continuing managerial functions which includes a series of steps. Which of the following is *NOT* the step in HRP ?
(1) Collection of information and forecasting manpower requirements
(2) Preparation of inventory and matching process
(3) Preparation of plan and approval of HR Plan
(4) Training of acquired employees

54. Some organizations remain in the planning stage of the process for a long time without moving on to implementation because :

- Implementation is easier and less important, and can be done at any time
- Planning is done by managers, but implementation is outsourced
- Planning requires careful gathering and analysis of information, and that is time consuming
- Planning and implementation are independent of each other

55. The building blocks of gaining competitive advantage are :

- Effectiveness, quality, innovation, political goodwill
- Efficiency, quality, innovation, responsiveness
- Productivity, differentiation, responsiveness, community
- Cost control, flexibility, quality, efficiency

56. 'Alpha' and 'Beta' testing are usually used in :

- Consumer good market testing
- Controlled Test Marketing
- Business-goods market testing
- Stimulated test marketing

57. The responsibilities of the operations manager include :

- Planning, organizing, staffing, procuring and reviewing
- Forecasting, designing, planning, organizing and controlling
- Forecasting, designing, operating, procuring and reviewing
- Planning, organizing, staffing, leading and controlling, procuring and reviewing

58. The Geometric Mean of 8, 64 and 512 is :

- 194
- 64
- 16
- 88

59. Increase in the number of patients in the Hospital due to heat stroke is :

- Secular trend
- Irregular variation
- Seasonal variation
- Cyclical variation

60. Cost which is related to specific cost object and economically traceable will be classified as :

- Direct cost
- Indirect cost
- Line cost
- Sunk Cost

61. The statement prepared under process costing is called :

- Cost of goods sold statement
- Income statement
- Statement of Equivalent Production
- Variance statement

70. The quartile deviation includes the :
(1) First 50 percent (2) Last 50 per cent
(3) Central 50 percent of the items (4) Last 25 percent of the items

71. Which of the following terms would NOT be considered in a price variance in Standard Costing System ?
(1) Price (2) Efficiency
(3) Rate (4) Spending per unit

72. Liquid assets are determined by :
(1) Current Assets + Stock
(2) Current Assets + Prepaid Expenses
(3) Current Assets – Stock-Prepaid Expenses
(4) Current Assets + Stock + Prepaid Expenses

73. Which of the following cabling techniques is considered best between buildings for establishing LANs ?
(1) 10 Base 5 (2) 10 Base-F
(3) 10 Base 2 (4) 10 Base 4

74. Economics is defined as Science of Wealth by :
(1) Marshall (2) Adam Smith
(3) Robbin (4) Pigou

75. A behavior which has rewarding experience is likely to be repeated is postulated by :
(1) Reinforcement and expectancy theory
(2) Equity theory
(3) Agency theory
(4) Enforcement Theory

76. If the change in the demand of the commodity is equally proportionate to the change in the price, the demand of the commodity will be :
(1) Unit elasticity (2) Less than unit elasticity
(3) Perfectly elastic (4) Perfectly inelastic

77. Miles and Snow strategies for businesses to use in response to environmental changes are as :
(1) Analyzers, Prospectors, Minimalists, Innovators
(2) Defenders, Expanders, Reactors, Defenders
(3) Prospectors, Minimalists, Reactors, Innovators
(4) Prospectors, Analyzers, Defenders, Reactors

86. The number of independent equations to solve a network is equal to :

- The number of chords
- The number of branches
- Sum of the number of branches and chords
- Sum of the number of branches, chords and nodes

87. Which of the following belongs to Operations Research Model, classified on the basis of time reference ?

- Predictive Model
- Normative Model
- Dynamic Model
- Simulation

88. Which of the following statements regarding Critical Paths is *true* ?

- The shortest of all paths through the network is the critical path
- Some activities on the critical path may have slack
- Every network has exactly one critical path
- On a specific project, there can be multiple critical paths, all with exactly the same duration

89. Which of the following is usually minimized ?

- Sales
- Profits
- Operating Time
- Revenue

90. Three-dimensional representation of an object is termed as :

- Automated drafting
- Engineering analysis
- Geometric Modeling
- Algebraic Modeling

91. The following is *not* a method of job design :

- Job rotation
- Job enlargement
- Job enrichment
- Job analysis

92. Which is the concept which holds that consumers will favour those products that offer the most quality, performance or innovative features ?

- Production concept
- Product concept
- Marketing concept
- Selling concept

93. Which of the following modules deals with the activities associated in transformation of goods from raw material, movement of goods to end users and information work flows ?

(1) Sales and Distribution (2) Supply Chain Management
(3) Warehouse Management (4) Production Planning

94. Which of the terms is *not* associated with customer relationship marketing ?

(1) Suspects (2) Prospects
(3) Disqualified prospects (4) Productive prospects

95. Inflation brings most benefit to which one of the following ?

(1) Government Pensioners (2) Creditors
(3) Savings Bank Account Holders (4) Debtors

96. The appropriate financial objective of a corporate entity is :

(1) Maximization of sales turnover
(2) Maximization of Earnings per share
(3) Maximization of Wealth
(4) Maximization of Profits

97. Which of the following methods may yield same IBFS for both minimization and maximization of same data ?

(1) Vogel's approximation (2) Least cost entry method
(3) North west corner rule (4) Row minima method

98. Costing refers to the techniques and processes of :

(1) Ascertainment of costs (2) Allocation of costs
(3) Apportionment of costs (4) Distribution of costs

99. Collection float is :

(1) Total time between the mailing of cheque by the customer to availability of cash to the firm
(2) Time consumed in clearing the cheque through the banking system
(3) Time the cheque is in transit
(4) Time from the cheque received by the firm till it is collected into firm account

100. Which one of the following is a non-cash payment made by a firm to its shareholders that dilutes the value of each share of stock outstanding ?

(1) Reverse stock split (2) Cash distribution
(3) Bonus shares (4) Regular dividend

Space for Rough Work



Space for Rough Work

