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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) Ruther 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 :
  - (1) HR Managers only
  - (2) All who are directly in contact with the employee
  - (3) Supervisors only
  - (4) Subordinates only
12. Classifying market as open market and black market is based upon :
  - (1) Competition
  - (2) Time period
  - (3) Legality
  - (4) Area
13. What does Unity of Command Principle imply ?
  - (1) There should not be control over subordinates
  - (2) One subordinate should have only one superior
  - (3) One boss should guide only one subordinate
  - (4) All employees should work in unity
14. Which organization revolves around the process and not the task ?
  - (1) Net work organization
  - (2) Horizontal organization
  - (3) Virtual organization
  - (4) Vertical organization
15. The objective of HRM does *not* include :
  - (1) To attract the talent people
  - (2) To develop the competency of employees
  - (3) To utilize the manpower at the optimum level
  - (4) To motivate and retain employees
16. In a perfectly competitive market, which price of a commodity prevails :
  - (1) Different
  - (2) Uniform
  - (3) Very high
  - (4) Very low
17. Span of control implies the :
  - (1) Number of subordinates who report to a superior
  - (2) Number of subordinates who work in the organization
  - (3) Number of subordinates who take decision
  - (4) 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 ?
  - (1) Consciousness
  - (2) Agreeableness
  - (3) Emotional stability
  - (4) Extroversion
19. GNP at Market Price :
  - (1) GDP + Net factor income from abroad
  - (2) GNP at factor cost
  - (3) NNP at factor cost
  - (4) Disposable Income
20. Rate at which, the Commercial Banks borrows from the Reserve Bank of India is called as :
  - (1) Repo
  - (2) PLR
  - (3) Bank Rate
  - (4) 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 :
- (1) It is collecting credit sales more quickly than before
  - (2) Cash sales have decreased
  - (3) It has initiated more liberal credit terms
  - (4) Inventories have increased
27. The extent of linear relationship between two variates X and Y is determined by :
- (1) Coefficient of correlation
  - (2) Probable error
  - (3) Standard error
  - (4) Coefficient of determination
28. The dead bodies coming to a grave yard is an example of :
- (1) Pure death process
  - (2) Pure birth process
  - (3) Birth and death process
  - (4) Not a queue process
29. What is the meaning of software scope ?
- (1) It describes the off-the-shelf component
  - (2) It describes the functions and features that are to be delivered to end users
  - (3) It describes the software risk
  - (4) It describes the software virus and scanning
30. The line executive needs to take permission/approval while deciding from which staff type ?
- (1) Advisory staff
  - (2) Project Staff
  - (3) Concurring staff
  - (4) 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 :
- (1) Unification, integration and synchronisation of group's efforts
  - (2) Controlling group efforts
  - (3) Disintegrating groups
  - (4) Building up small groups
40. The Industrial Policy, 1956 emphasized the role of which sector for providing employment and use of local resources :
- (1) Cottage Industries
  - (2) Khadi and village industries
  - (3) Medium scale industries
  - (4) Cottage and small scale industries
41. When a Manager applies a negative consequence to reduce an employees undesirable behavior, what is this process called ?
- (1) Self-actualization
  - (2) Extinction
  - (3) Positive reinforcement
  - (4) Punishment
42. The organizational structure in which similar activities belonging to the functional areas, are grouped together is called as the :
- (1) U-form
  - (2) Divisional structure
  - (3) M-form
  - (4) 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 ?
- (1) Sales-wave research
  - (2) Controlled test marketing
  - (3) Stimulated test marketing
  - (4) Test Markets
44. Investigators knowledge about the 'population' is the basis in:
- (1) Purposive sampling
  - (2) Stratified sampling
  - (3) Systematic sampling
  - (4) Cluster sampling
45. Which of the following strategies is a marketer using, when he chooses to target an entire market by combining some segments ?
- (1) Undifferentiated marketing
  - (2) A combination strategy
  - (3) Concentrated marketing
  - (4) Differentiated marketing
46. The convergence of the Indian Accounting Standards with IFRS implementation began on :
- (1) August 09, 2015
  - (2) April 10, 2015
  - (3) December 11, 2015
  - (4) 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 :
- (1) Implementation is easier and less important, and can be done at any time
  - (2) Planning is done by managers, but implementation is outsourced
  - (3) Planning requires careful gathering and analysis of information, and that is time consuming
  - (4) Planning and implementation are independent of each other
55. The building blocks of gaining competitive advantage are :
- (1) Effectiveness, quality, innovation, political goodwill
  - (2) Efficiency, quality, innovation, responsiveness
  - (3) Productivity, differentiation, responsiveness, community
  - (4) Cost control, flexibility, quality, efficiency
56. 'Alpha' and 'Beta' testing are usually used in :
- (1) Consumer good market testing
  - (2) Controlled Test Marketing
  - (3) Business-goods market testing
  - (4) Stimulated test marketing
57. The responsibilities of the operations manager include :
- (1) Planning, organizing, staffing, procuring and reviewing
  - (2) Forecasting, designing, planning, organizing and controlling
  - (3) Forecasting, designing, operating, procuring and reviewing
  - (4) Planning, organizing, staffing, leading and controlling, procuring and reviewing
58. The Geometric Mean of 8, 64 and 512 is :
- (1) 194
  - (2) 64
  - (3) 16
  - (4) 88
59. Increase in the number of patients in the Hospital due to heat stroke is :
- (1) Secular trend
  - (2) Irregular variation
  - (3) Seasonal variation
  - (4) Cyclical variation
60. Cost which is related to specific cost object and economically traceable will be classified as :
- (1) Direct cost
  - (2) Indirect cost
  - (3) Line cost
  - (4) Sunk Cost
61. The statement prepared under process costing is called :
- (1) Cost of goods sold statement
  - (2) Income statement
  - (3) Statement of Equivalent Production
  - (4) Variance statement

62. The cost of insurance is part of :
- (1) Cost of ordering (2) Set up cost  
(3) Inventory carrying cost (4) Cost of shortages
63. A television broadcast is an example of which transmission ?
- (1) Simplex (2) Half duplex  
(3) Full duplex (4) Automatic
64. In managerial grid, in all, how many different styles are possible ?
- (1) 18 (2) 81  
(3) 88 (4) 08
65. The difference between total revenue and total expenditure of a government is :
- (1) Fiscal deficit (2) Revenue deficit  
(3) Economic deficit (4) Budget deficit
66. In relation to nature of Organizational Behavior, which one is *true* ?
- (1) OB is single disciplinary science  
(2) OB is strict disciplinary science  
(3) OB is multidisciplinary science  
(4) OB is triple disciplinary science
67. Five doses of input produces 24 units. Production increases to 30 units by the introduction of sixth dose. Marginal output in this case will be :
- (1) 24 (2) 30  
(3) 6 (4) 5
68. The duties and responsibilities of the job, together with the knowledge, skills and abilities needed to perform them, is called :
- (1) Task analysis (2) Job analysis  
(3) Job Duties (4) Need analysis
69. When an industry is growing, and there are also significant opportunities of economies of scale :
- (1) The firm should pursue horizontal integration  
(2) The firm should pursue forward integration  
(3) The firm should seek other slower industries to enter  
(4) The firm should pursue foreign markets



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

78. If all the processing equipments and machines are arranged according to the sequence of operations of a product, the layout is known as :
- (1) Product layout (2) Process layout  
(3) Fixed position layout (4) Combination layout
79. Which of the following statements regarding the Chi-square distribution is FALSE ?
- (1) The chi-square goodness of fit is always one sided  
(2) The degrees of freedom for a test of association is  $(r - 1)(c - 1)$  is a contingency table with  $(r)$  rows and  $(c)$  columns  
(3) The chi-square distribution is very skewed to the left  
(4) The chi-square distribution can be used to test the normality
80. A document which contains information about materials of specific product, in specific department comes under :
- (1) Costing method (2) Selling method  
(3) Material Acquisition method (4) Stores Control method
81. Effective Demand Forecasting can be made through :
- (1) Intention (2) Past Experience  
(3) Statistical Analysis (4) Political Situation
82. As per WTO requirements, patents are for how many years ?
- (1) 20 (2) 15  
(3) 14 (4) 10
83. While recruiting for non-managerial supervisory and middle-management positions, which external factor is of prime importance ?
- (1) Political-legal (2) Unemployment rate  
(3) Labour Market (4) Growth and Expansion
84. The cost of additional unit of production is known as :
- (1) Absorption cost (2) Incremental cost  
(3) Total cost (4) Marginal Cost
85. A firm following an aggressive working capital strategy would :
- (1) Hold substantial amount of fixed assets  
(2) Minimize the amount of short-term borrowing  
(3) Finance fluctuating assets with long-term financing  
(4) Minimize the amount funds held in current assets

86. The number of independent equations to solve a network is equal to :
- (1) The number of chords
  - (2) The number of branches
  - (3) Sum of the number of branches and chords
  - (4) 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 ?
- (1) Predictive Model
  - (2) Normative Model
  - (3) Dynamic Model
  - (4) Simulation
88. Which of the following statements regarding Critical Paths is *true* ?
- (1) The shortest of all paths through the network is the critical path
  - (2) Some activities on the critical path may have slack
  - (3) Every network has exactly one critical path
  - (4) On a specific project, there can be multiple critical paths, all with exactly the same duration
89. Which of the following is usually minimized ?
- (1) Sales
  - (2) Profits
  - (3) Operating Time
  - (4) Revenue
90. Three-dimensional representation of an object is termed as :
- (1) Automated drafting
  - (2) Engineering analysis
  - (3) Geometric Modeling
  - (4) Algebraic Modeling
91. The following is *not* a method of job design :
- (1) Job rotation
  - (2) Job enlargement
  - (3) Job enrichment
  - (4) Job analysis
92. Which is the concept which holds that consumers will favour those products that offer the most quality, performance or innovative features ?
- (1) Production concept
  - (2) Product concept
  - (3) Marketing concept
  - (4) 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

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