A1 VERSION CODE	ELIGIBILITY EXAMINATION-2025 PAPER-2 Total Number of Questions : 100 Maximum Marks : 200 Subject : MANAGEMENT Subject Code : 10	Serial Number :
	MENTION YOUR REGISTER NUMBER	Paper Code: MAN21125A

INSTRUCTIONS FOR CANDIDATES

DOs:

1. This question booklet is issued to you at **9.55 AM** by the room invigilator.
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1. In case of usage of **signs and symbols** in the questions, the regular textbook connotation should be considered unless stated otherwise.
2. This question booklet contains **100** questions and each question will have one statement and four different options / responses & out of which you have to choose one correct answer.
3. **After 10.00 AM,** remove the paper seal of this question booklet and check that this booklet does not have any unprinted or torn or missing pages or items etc., if so, get it replaced by a complete test booklet within 5 minutes of the commencement of exam. Read each item and start answering on the OMR answer sheet.
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ಸರಿಯಾದ ಕ್ರಮ CORRECT METHOD				ತಪ್ಪು ಕ್ರಮಗಳು WRONG METHODS											
				⊗	②	③	④	①	②	③	④	①	●	●	④
①	●	③	④	●	②	③	④	①	●	③	④	①	②	③	④

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7. **Once the last Bell rings at 1.00 PM**, stop writing on the OMR answer sheet and hand over the **OMR answer sheet** to the room invigilator as it is.
8. After separating the top sheet (Office copy), the invigilator will return the bottom sheet replica (Candidate's copy) to you.
9. All questions carry equal marks.
10. **There will be no negative marking.**
11. Use of Mobile Phones, Calculators and other Electronic/Communication gadgets of any kind is prohibited inside the Examination venue.

DO NOT WRITE HERE

1. Systematic effort to delegate to the lowest levels all authorities except that which can only be exercised at the central point is called ________

(1) Centralization (2) Coordination

(3) Decentralization (4) Controlling

2. Percentage change in some measure of the price level from one period to the next is termed as

(1) Return on investment (2) Inflation rate

(3) Forex rate (4) Balance of payments

3. Match the authors in List-I with their contributions in List-II

List-I (Authors)	List-II (Contribution)
a) F.W. Taylor	i) Fourteen Principles of Management
b) Henry Fayol	ii) Transactional Analysis
c) Elton Mayo	iii) Principles of Scientific Management
d) Eric Berne	iv) Father of Human Relations Approach

Codes:

(1) a – iii, b – i, c – iv, d – ii (2) a – i, b – ii, c – iii, d – iv

(3) a – i, b – iii, c – iv, d – ii (4) a – iv, b – i, c – ii, d – iii

4. Which of the following is not one of the functions of management?

(1) Learning (2) Planning

(3) Leading (4) Controlling

5. Analysis of the strengths and weaknesses of an organization is called ______

(1) Effective control (2) Resource audit

(3) External environment (4) Action plan

6. "Management is the art of knowing what you want to do and then seeing that it is done in the best and cheapest way". This definition was given by

(1) P.F. Drucker (2) F.W. Taylor

(3) Henry Fayol (4) Herold Koontz

7. ________ helps in avoiding duplication of work done by different people and collectively pools their efforts towards the purposeful work and subsequent attainment of the goals.

(1) Departmentalisation (2) Division of work

(3) Distribution of authority (4) Coordination

8. Carefully examine the Assertion (A) and Reason (R) and choose the correct answer:

Assertion (A): Managers deal with the subordinates to get things done with their help.

Reason (R): Managers interact and maintain good relation with subordinates to get things done.

(1) (A) is correct and (R) is wrong

(2) Both (A) and (R) are correct

(3) (A) is wrong and (R) is correct

(4) Both (A) and (R) are correct but (R) is the correct explanation of (A)

9. The most important feature of corporate governance is ________

(1) Accountability

(2) Administration

(3) Universality

(4) Systematization

10. What is the correct sequence of steps in the decision-making process?

i) Collect and analyse relevant information

ii) Identification and diagnosis of the problem

iii) Analysing the alternatives

iv) Screening and selection of the best alternative

v) Find alternative course of action

(1) ii, i, v, iii, iv

(2) i, ii, iii, iv, v

(3) i, ii, iii, v, iv

(4) iv, i, ii, iii, v

11. Match the items in List-I with the given descriptions in List-II

List-I	List-II
a) Job analysis	i) A written statement of educational qualifications, experience, soft skills, etc.
b) Job specification	ii) A systematic procedure to ascertain the monetary worth of a role
c) Job description	iii) Systematic process of collecting all information about a specific job
d) Job evaluation	iv) Lists the main features of a specific job such as duties, responsibilities and working conditions

Codes:

(1) a – i, b – ii, c – iv, d – iii

(2) a – ii, b – i, c – iv, d – iii

(3) a – iv, b – iii, c – i, d – ii

(4) a – iii, b – i, c – iv, d – ii

12. Match the authors in List-I with the theories in List-II

List-I	List-II
a) William Ouchi	i) Theory X and Theory Y
b) Douglas McGregor	ii) Hierarchy of Needs Theory
c) Frederick Herzberg	iii) Theory Z
d) A. H. Maslow	iv) Motivator-Hygiene Theory

Codes:

(1) a – iii, b – i, c – iv, d – ii
(2) a – i, b – ii, c – iii, d – iv
(3) a – ii, b – iii, c – iv, d – i
(4) a – iv, b – ii, c – i, d – iii

13. Which of the following represents the correct sequence of the perceptual process?

i) Receiving
ii) Organizing
iii) Selecting
iv) Interpreting
v) Reacting

(1) i, iii, ii, iv, v
(2) i, ii, iii, iv, v
(3) i, iv, iii, ii, v
(4) i, ii, v, iv, iii

14. _______ allows perceptions of one quality to spill over into biased judgments of other qualities.

(1) Perceptual context
(2) Quality defense
(3) Halo effect
(4) Projection

15. Fundamental building block of artificial neural networks is

(1) Support Vector Machine (SVM)
(2) K-Means
(3) Decision Tree
(4) Perceptron

16. Eric Berne's name is associated with which of the following?

(1) Maslow's Need Hierarchy
(2) Transactional Analysis
(3) Autocratic Leadership
(4) Herzberg's Two-factor Theory

17. Which of the following are the internal sources of recruitment?

a) Walk-in interviews
b) Employee promotions
c) Head hunting
d) Campus recruitment
e) Intra-company transfers

(1) a, b, c and e only
(2) b, c, d and e only
(3) c and d only
(4) b and e only

18. When the employees of one organization are assigned to handle the activities of other organization, then that process is known as

(1) Employee engagement
(2) Reemployment
(3) Outsourcing
(4) Deployment

19. Carefully examine the Assertion (A) and Reason (R) and choose the correct answer:

Assertion (A): Economic environment is an important determinant of individual behaviour. All work is performed within economic framework that both directly and indirectly impinges on the organizational environment.

Reason (R): Economic environment is a synthesis of several factors.

(1) (A) is correct but (R) is wrong
(2) (A) is wrong but (R) is correct
(3) Both (A) and (R) are correct but (A) is better explanation of (R)
(4) Both (A) and (R) are wrong

20. Action intended to place physical or psychological distance between employees and their work environments is called

(1) Apathy
(2) Job withdrawal
(3) Job dissatisfaction
(4) Rationalization

21. Match the HR policy area in List-I with its focus in List-II

List-I	List-II
a) Equal employment opportunity	i) Ensuring work life balance
b) Employee wellness	ii) Preventing discrimination
c) Flexible work arrangements	iii) Promoting health and morale
d) Work place safety	iv) Reducing workplace hazards
e) Employee relations	v) Managing conflicts

Codes:

(1) a – iv, b – i, c – v, d – ii, e – iii
(2) a – i, b – ii, c – iii, d – iv, e – v
(3) a – iii, b – v, c – ii, d – i, e – iv
(4) a – ii, b – iii, c – i, d – iv, e – v

22. Match the employee benefit types in List-I with its example in List-II

List-I	List-II
a) Financial benefit	i) Flexible work hours
b) Non-financial benefit	ii) Retirement plan
c) Mandatory benefit	iii) Paid sick leave
d) Voluntary benefit	iv) Wellness programs
e) Work life balance benefit	v) Stock options

Codes:

(1) a – v, b – i, c – iii, d – iv, e – ii
(2) a – i, b – ii, c – iii, d – iv, e – v
(3) a – ii, b – v, c – i, d – iii, e – iv
(4) a – iii, b – i, c – v, d – ii, e – iv

23. Sequence the stages of the recruitment process in an organisation:

a) Screening applications
b) Identifying staffing needs
c) Conducting interviews
d) Developing job descriptions
e) Selecting candidates

(1) b, d, a, c, e
(2) d, b, a, c, e
(3) a, b, d, c, e
(4) b, a, d, c, e

24. Financial break-even point is

(1) The sales level at which total revenue covers only variable costs
(2) The point where a net income is zero after covering all operating and financial costs
(3) The sales level where profit is less/more
(4) The production volume where fixed costs are fully covered excluding financing costs

25. Consider the following statements.

Statement A : Strategic HRM enhances organisational competitiveness

Statement B : Strategic HRM aligns HR practices with business strategies

Choose the correct answer from the codes given below:

(1) Both A and B are true and B is the correct explanation of A
(2) Both A and B are true but B is not the correct explanation of A
(3) A is true but B is false
(4) A is false but B is true

26. Match the HR strategy in List-I with its focus in List-II

List-I	List-II
a) Talent management	i) Aligning HR with business goals
b) Strategic HRM	ii) Promoting inclusivity
c) Succession planning	iii) Retaining skilled employees
d) Diversity management	iv) Preparing future leaders
e) Employee engagement	v) Enhancing motivation and commitment

Codes:

(1) a – iii, b – i, c – iv, d – ii, e – v
(2) a – i, b – ii, c – iii, d – iv, e – v
(3) a – ii, b – v, c – i, d – iii, e – iv
(4) a – iv, b – iii, c – v, d – i, e – ii

27. The objective of an organisation development is to ensure

(1) Usage of interventions
(2) Motivate employees
(3) Change management
(4) Conflict resolution

28. On which ground can a trade union refuse to admit a person or expel a member?

(1) Goodwill damage
(2) Misconduct
(3) Change in job
(4) Relation with manager

29. Which of the following forces push up the productivity of employees in an organisation?

a) Challenges and difficulties in work space

b) Fear of losing the job

c) Egoistic drive to accomplish

d) Desire for promotion

e) Aspiring for awards

(1) a and b only
(2) b, c and d only
(3) a, d and e only
(4) c, d and e only

30. The process of enabling employees to better understand and develop their career skills and interests and to use these skills and interests most effectively, both within the company and after they leave the firm is known as

(1) Career development
(2) Career planning
(3) Career management
(4) Career counselling

31. Match the following:

List-I	List-II
a) Cost concept	i) Records only monetary transactions
b) Separate entity concept	ii) Prepares accounts for specific time period
c) Money measurement concept	iii) Records assets at purchase price
d) Accounting period concept	iv) Business is separate from its owner

Select the correct answer using the codes given below:

(1) a – i, b – iv, c – iii, d – ii
(2) a – ii, b – iii, c – i, d – iv
(3) a – iii, b – iv, c – i, d – ii
(4) a – iii, b – i, c – ii, d – iv

32. Which of the following statements are wrong?

a) Business transactions are recorded in journal/subsidiary books before posting to the ledger.

b) The purchase book records all cash purchases of goods.

c) Cash book is meant for recording all cash transactions.

d) Trial balance does not help to check arithmetical accuracy of accounting entries.

(1) a and d only
(2) b and d only
(3) b and c only
(4) a and c only

33. Match the significance of ratios

List-I	List-II
a) Liquidity Ratio	i) How efficiently company utilizes its assets to generate sales
b) Profitability Ratio	ii) Assess the level of financial risk by analysing the use of debt in the capital structure
c) Turnover Ratio	iii) How effectively a company generates profit from its operations
d) Leverage Ratio	iv) Ability to meet short term obligations

Codes:

(1) a – i, b – iii, c – iv, d – ii
(2) a – iv, b – ii, c – i, d – iii
(3) a – ii, b – i, c – iii, d – iv
(4) a – iv, b – iii, c – i, d – ii

34. An electric scooter manufacturing company wants to increase its profits by Rs. 20 lacs. If the contribution margin per unit is Rs. 3,200/-, then how many additional units must be sold to achieve this profit increase in the ensuing financial year?

(1) 575
(2) 625
(3) 600
(4) 615

35. Which of the following is not a typical step in the installation of a standard costing system?
(1) Setting predetermined standards for sales margin and production costs
(2) Comparing actual results with standards and analysing variances
(3) Taking corrective action based on variance analysis
(4) Preparing financial statements for external reporting

36. Which of the following is the primary objective of financial management?
(1) Enhancing net profit
(2) Increasing employees remuneration
(3) Maximizing sales revenue
(4) Maximizing shareholders wealth

37. Which of the following is a common criticism of the Modigliani-Miller (MM) approach to capital structure?
(1) It overestimates the impact of advertising on firm value
(2) It assumes taxes increase the cost of equity
(3) It assumes that all firms should be financed all with debt
(4) It ignores real-world factors such as taxes, bankruptcy costs and imperfect capital markets

38. Which of the following is an advantage of using factoring as a source of finance for a company?
(1) It reduces the need for maintaining inventory
(2) It helps in issuing additional shares to investors
(3) It increases long term asset on the balance sheet
(4) It provides prompt cash by converting receivables into liquid funds.

39. Which of the following is an important feature of Zero-based Budgeting?
(1) It depends on previous year's budget with few adjustments
(2) It requires managers to justify all expenditures from the beginning of each year
(3) It ignores cost benefit analysis for budget proposals
(4) It avoids involvement of lower level managers in the budgeting process

40. Financial leverage in a business arises due to
(1) Usage of fixed operating costs
(2) The change of raw material prices
(3) The use of debt and interest payments
(4) Change in contribution margin

41. X Ltd. issued a bond for a period of 2 years at an annual rate of 9%. The bond has a redemption value of Rs. 95000/-. What is the present value of the bond?
(1) 69,958.6
(2) 79,959.6
(3) 89,959.6
(4) 59,959.6

42. The redemption value of a bond is

(1) The interest paid regularly to the bondholder

(2) The price at which the bond is issued

(3) The amount paid to the bondholder at maturity

(4) The current market price of the bond

43. Why do we add depreciation back when calculating cash flow for a project under capital budgeting?

(1) It is money paid in cash

(2) It lowers taxes

(3) It is not a real cash expense

(4) It is a loan amount

44. What does an ideal dividend policy aim to achieve?

(1) Pay out all earnings as dividend immediately

(2) Provide a fair return now while ensuring funds for future growth

(3) Avoid retaining any earnings for the company

(4) Stop all dividend payments to save money

45. What is important to decide the value of a company during acquisition?

(1) The number of employees in each company

(2) The location of the companies

(3) The company logos

(4) The valuation of the firm's securities

46. The company has a beta of 1.3. The risk-free rate is 8% and the market return is 16%. What is the expected return of the company's stock based on the CAPM?

(1) 10.4%

(2) 16.4%

(3) 18.4%

(4) 19.2%

47. Which of the following statements explains best relationship between derivative instruments and the underlying asset?

(1) Derivatives have fixed value regardless of the underlying asset

(2) Derivatives are priced independently of the underlying asset

(3) Derivatives drive their value from the underlying asset and their profit or loss depends on its price.

(4) Derivatives only gain value when held to maturity

48. Which of the following factors affect the price of an option contract?

a) Spot price of underlying asset

b) Rainfall

c) Time to expiry of the option contract

d) CEO's option to increase employees salaries

(1) a and b only
(2) b and c only
(3) c and d only
(4) a and c only

49. Which of the following are important goals of working capital management?

a) Enhance company brand value

b) Smooth working of routine operations

c) Maintain enough assets to avoid insolvency

d) Hire more employees

(1) a and b only
(2) c and d only
(3) b and c only
(4) b and d only

50. Match the following

List-I	List-II
a) Cash Management	i) Optimum payment timing without harming credit
b) Inventory Management	ii) Ensure sufficient liquidity for day-to-day operations
c) Receivables Management	iii) Maintain optimal stock level to meet demand
d) Payables Management	iv) Ensure timely collection from customers

Codes:

(1) a – ii, b – iii, c – iv, d – i
(2) a – ii, b – iii, c – i, d – iv
(3) a – i, b – iv, c – iii, d – ii
(4) a – ii, b – i, c – iii, d – iv

51. The central purpose of strategic evaluation is

(1) Evaluate effectiveness of strategy to achieve organisational objectives

(2) Evaluate effectiveness of control system to measure achievements

(3) Evaluate effectiveness of strategies to be implemented efficiently

(4) Evaluate effectiveness of the strategy implementation process

52. The ________ comprises economic and social conditions, political priorities and technological developments, all of which must be anticipated, monitored, assessed and incorporated into the executive's decision-making.

(1) Internal Environment
(2) Test Environment
(3) Operating Environment
(4) Societal Environment

53. Which of the following identifies a firm's major competitors and their particular strength and weaknesses in relation to a sample firm's strategic position?

(1) Competitive profile matrix
(2) External factor evaluation matrix
(3) Internal factor evaluation matrix
(4) Boston consulting group matrix

54. The BCG matrix is mainly designed to analyse

(1) Current strategy of the organization
(2) Long-term strategic planning
(3) Short-term strategic planning
(4) Revenue generated by the organization

55. When marketers set low expectations for a market offering, the biggest risk they run is

(1) Disappointing loyal customers
(2) Decreasing customer satisfaction
(3) Failing to attract enough customers
(4) Failing to understand their customers' needs

56. Setting a price for products that must be used along with a main product is

(1) Optimal-product pricing
(2) Captive-product pricing
(3) Byproduct pricing
(4) Product bundle pricing

57. Early adopters of opinion leaders are largely comprised of and tend to ______

(1) Lead the group on most issues
(2) More likely to buy new products before their friends do and voice their opinion about them
(3) Be from the upper class; people from other classes are more likely to be followers
(4) Be Quiet; withdrawn people who don't make fashion statements or take risks easily

58. Diversification is best described as

(1) Existing products in new markets
(2) Existing products in existing markets
(3) New products for new markets
(4) New product for existing markets

59. When producers, wholesalers and retailers act as a unified system, they comprise a

(1) Conventional marketing system
(2) Power-based marketing system
(3) Horizontal marketing system
(4) Vertical marketing system

60. The stage in the product life cycle that focuses on expanding market and creating product awareness and trial is

(1) Decline stage
(2) Introduction stage
(3) Growth stage
(4) Maturity stage

61. Which consumer behaviour model emphasizes that decision-making is influenced by internal psychological processes and external environmental factors?

(1) Howard-Sheth model
(2) Nicosia model
(3) Engel-Kollat-Blackwell model
(4) Maslow Hierarchy of needs

62. The collection of information about the brand from customers at regular intervals of time is known as

(1) Brand analysis
(2) Brand equity
(3) Brand tracking
(4) Brand rating

63. Which type of supply chain relationship involves a company owing multiple stages of production or distribution?

(1) Vertical integration
(2) Horizontal integration
(3) Outsourcing
(4) Strategic alliances

64. The extent to which the service requires labour or asset based elements in order to be produced is known as ________

(1) Service base
(2) Human base
(3) Capital base
(4) Both (2) and (3)

65. Match the following and choose the correct answer:

List-I	List-II
a) Influencer marketing	i) Optimizing content for voice activated research technology
b) Omnichannel marketing	ii) Customises marketing efforts based on individual consumer data
c) Personalization	iii) Promoting products via individuals
d) Voice search optimization	iv) Providing seamless experience across multiple channels

Codes:

(1) a – iii, b – iv, c – ii, d – i
(2) a – i, b – ii, c – iv, d – iii
(3) a – iii, b – i, c – iv, d – ii
(4) a – ii, b – iii, c – iv, d – i

66. Under _______, the strategy is to simultaneously introduce the newly-developed product in all kinds of global markets.

(1) Trickle down model
(2) Trickle shower model
(3) Shower model
(4) Heckler model

67. Assertion (A): Pay per click advertising provides immediate visibility to new websites.

Reason (R): Pay per click allows to display their ads in prominent positions on search engines and pay only when a user clicks on the ad.

(1) Both (A) and (R) are right and (R) is the correct explanation

(2) (A) is right and (R) is not the correct explanation

(3) (A) is right and (R) is wrong

(4) (A) is wrong and (R) is right

68. Arrange the following in correct sequence for implementing green marketing strategy.

a) Conduct market research to understand consumers attitude towards ecofriendly products.

b) Promote the green aspects of products through marketing campaigns.

c) Develop environmentally-friendly products and services

d) Establish partnership with suppliers who adhere to sustainable practices

(1) b, a, d, c (2) a, c, b, d

(3) c, a, b, d (4) d, c, b, a

69. "Inseparability" in service marketing refers to ________

(1) Variability of services

(2) Lack of physical evidence

(3) Inability to store services for future use

(4) Simultaneous production and consumption of services

70. Strategy which provides marketers with opportunities for much greater individualization through online approaches is

(1) Direct marketing (2) Interactive marketing

(3) Individualistic marketing (4) Online marketing

71. The arithmetic mean is not a preferred central tendency when

(1) There are no outliers in the data (2) There are outliers in the data

(3) There are constants in the data (4) There are values in the data

72. For calculating the median for a grouped data set, the assumptions are

a) The class interval must be closed

b) The width of each class interval should be equal

c) The cumulative frequency must be calculated to determine the median class

d) The data must be arranged in ascending or descending order

Which of the following options is correct?

(1) a and b only (2) a, b and c only

(3) a and c only (4) a, b, c and d

73. For calculating the standard deviation for a grouped data set, the assumptions are

a) The class interval must be closed

b) The mid-point of each class must represent the average value for that class

c) The frequencies for each class must be known

d) The data must follow a normal distribution

Which of the following options is correct?

(1) a, b and c only
(2) a and c only
(3) a, b, c and d
(4) b and c only

74. What is the correct sequence of steps in the VAM method for solving the transportation problem?

a) Calculate the penalties for each row and column

b) Identify the cell with the lowest transportation cost

c) Allocate as much as possible to that cell

d) Adjust the supply and demand

e) Repeat the process until all supply and demand are satisfied

(1) c, a, b, e, d
(2) a, b, d, c, e
(3) b, d, a, c, e
(4) a, c, b, e, d

75. A scatter plot

(1) Uses lines to represent values for different numeric variables

(2) Uses ranks to represent values for any number of numeric variables

(3) Uses dots to represent values for two different numeric variables

(4) Uses stripes to represent values for some numeric variables

76. When does a type I error occur in hypothesis testing?

a) When we fail to reject the null hypothesis when it is false

b) When we reject the null hypothesis when it is true

c) When we correctly reject the null hypothesis

d) When we accept the alternative hypothesis when it is false

(1) a only
(2) b and d only
(3) c only
(4) b only

77. A Likert scale

(1) Gives quantitative value to qualitative data

(2) Gives qualitative value to quantitative data

(3) Gives relative value to quantitative data

(4) Gives inference value to quantitative data

78. Match the correct symbol to the statistic it represents:

List-I (Symbol)	List-II (Statistic)
a) r	i) Estimate
b) p-value	ii) Correlation coefficent
c) β	iii) Cronbach alpha
d) α	iv) Level of significance

Codes:

(1) a – ii, b – iv, c – i, d – iii
(2) a – i, b – ii, c – iii, d – iv
(3) a – iii, b – iv, c – ii, d – i
(4) a – iv, b – i, c – iii, d – ii

79. The grounded theory is a

(1) Coefficient of regression
(2) Explains the Chi-square value
(3) Research method
(4) Analysis of variance

80. A statistic is

(1) A single value that describes the characteristics of a sample
(2) Science of numbers in research
(3) Correlation coefficient in statistics
(4) Significant probability value in analysis

★ Read the paragraph and answer the questions from 81 – 85

Greenfield operation refers to a business venture where a company builds a new facility from the ground up in a location where no previous facilities existed. This contrast with a 'Brownfield' operation, which involves redeveloping an existing site. GF projects offer advantage of complete design freedom, allowing companies to implement the latest technology, optimise layout for efficiency and build facilities that perfectly match their specific needs without being constrained by existing infrastructure. They are often chosen when a company is entering a new market, expanding significantly or seeking to create a highly specialised production or a service center. While Greenfield operations offer significant flexibility and long-term benefits, they technically require a substantial initial investment, longer construction periods and extensive planning to secure land, permits resources.

81. Which of the following best describes a Greenfield operation?

(1) Acquiring an existing company and its facilities
(2) Expanding an existing production line within the same facility
(3) Building a new facility from ground up
(4) Modernizing an outdated plan

82. Key advantages of Greenfield operation are

a) Lower initial investment cost

b) Implement latest technology

c) Complete design freedom and optimisation potential

d) Reduced need for permits and regulatory approval

(1) b and c only (2) a and b only

(3) c and d only (4) a and d only

83. Match the following:

List-I	List-II
a) Greenfield operation	i) Redeveloping existing facility
b) Red oceans	ii) New market and new demand
c) Blue oceans	iii) Existing industries with limited demand
d) Brownfield	iv) New facility from ground up

Codes:

(1) a – ii, b – i, c – iv, d – iii (2) a – iv, b – iii, c – ii, d – i

(3) a – iii, b – ii, c – iv, d – i (4) a – iv, b – i, c – ii, d – iii

84. Compared to Brownfield operation, a Greenfield operation typically involves

(1) Less environmental impact (2) Shorter construction periods

(3) Complete design freedom (4) Higher initial capital expenditure

85. A company may choose a Greenfield operation when

a) It seeks to create a specialised production centre

b) It increases production capacity using existing facility

c) To enter into a completely new market

d) Inability to customise the facility layout

(1) a and b only (2) a and c only

(3) b and d only (4) a and d only

86. According to Porter's Diamond, which of the following is not a determinant of National Competitive Advantage?

(1) Demand conditions (2) Factors endowments

(3) Government policy (4) Firm's strategy, structure and rivalry

87. Joint Venture (JV) is an entry mode in International Business. Which of the following are the disadvantages of International Joint Ventures?

a) Most costly method
b) Technology sharing
c) Conflict or control
d) Lack of long-term market presence

(1) a and b only
(2) b and c only
(3) a and d only
(4) b and d only

88. In International Trade, surplus in the current account implies that

a) A country is borrowing from other countries
b) Receipts from foreign trade exceeds payment
c) There is a net outflow of capital from the country
d) Increase in the economic stability and growth

(1) a and d only
(2) b and c only
(3) b and d only
(4) c and d only

89. Foreign Direct Investment (FDI) and portfolio investment are the components of which of the following accounts in BOP?

(1) Capital Account
(2) Current Account
(3) Reserve Account
(4) Financial Account

90. 'Deemed Export' is

a) Supply of goods/services within India against payment received in Indian rupee or in convertible foreign exchange
b) Export to selected destination
c) Export that doesn't involve physical movement
d) Supply of goods by a registered person to Export Oriented Unit (EOU)

(1) a and d only
(2) a and b only
(3) c and d only
(4) b and c only

91. Match the following lists and choose the correct answer using the codes given below:

List-I	List-II
a) Private Entrepreneurship	i) Mutual co-operation
b) State Entrepreneurship	ii) Centre-State role
c) Joint Entrepreneurship	iii) Socialist
d) Co-operative Entrepreneurship	iv) Capitalist

Codes:

(1) a – iv, b – iii, c – ii, d – i
(2) a – i, b – ii, c – iii, d – iv
(3) a – iv, b – ii, c – i, d – iii
(4) a – iii, b – i, c – ii, d – iv

92. What does "market entry strategy" refer to?

a) The method used to exit a market

b) The plan for introducing a product or service to a new market

c) A strategy for increasing product price

d) The analysis of existing market conditions

(1) a, b, c and d
(2) b only
(3) b and c only
(4) c and d only

93. Which term describes a legal agreement that allows one party to use the trademark or business model of another party?

a) Licensing
b) Franchising
c) Joint venture
d) Merger

(1) a, b and c only
(2) b only
(3) b and d only
(4) c and d only

94. Which type of business structure offers liability protection to its owners?

(1) Sole proprietorship
(2) Partnership
(3) Limited Liability Partnership (LLP)
(4) Non-profit organisation

95. A financial ratio that is used to calculate the benefit an investor receives in relation to his investment cost is known as

(1) Capital
(2) RoI (Return on Investment)
(3) Equity
(4) Venture

96. In entrepreneurship, what does "Equity Financing" mean?

(1) Borrowing money to fund a business

(2) Selling ownership shares of a company in exchange for capital

(3) Obtaining a bank loan

(4) Funding a startup through personal savings

97. Which of the following describes a "disruptive business model"?

(1) A model that enhances existing services

(2) A model that introduces new product to established market

(3) A model that creates new markets by refining/optimising a product/service

(4) A model focused on customer loyalty

98. **The entrepreneurial process consists of which of the following steps?**

a) Management of the resulting enterprise

b) Determination of the required resources

c) Identification and evaluation of the opportunity

d) Development of the business plans

(1) c, d, a, b	**(2) d, a, c, b**
(3) c, d, b, a	**(4) d, a, b, c**

99. **What is "Social Capital" in the context of entrepreneurship?**

(1) The financial resources available to a startup

(2) The network of relationships and connections that can help a business to succeed

(3) The total value of a company's physical assets

(4) The amount of cash reserves a company holds

100. **What does "Bootstrapping" specifically refer to in entrepreneurship?**

(1) Using venture capital to fund a business

(2) Growing a business with minimal external funding, primarily through personal resources

(3) Relying on bank loans for financing

(4) Securing Government grants

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