Test Booklet Code & Serial No.
प्रश्नपत्रिका कोड व क्रमांक

C

Paper-II
MANAGEMENT

Signature and Name of Invigilator

1. (Signature) ....

(Name) ....

2. (Signature) ....

(Name) ....

Seat No. | | | | | | | |

(In figures as in Admit Card)

Seat No. ....

(In words)

OMR Sheet No. | | | | | | | |

(To be filled by the Candidate)

MAR - 51223

Time Allowed : 2 Hours] **[Maximum Marks : 200**

Number of Pages in this Booklet : **20** Number of Questions in this Booklet : **100**

Instructions for the Candidates

1. Write your Seat No. and OMR Sheet No. in the space provided on the top of this page.
2. This paper consists of **100** objective type questions. Each question will carry *two* marks. *All* questions of Paper II will be compulsory.
3. At the commencement of examination, the question booklet will be given to the student. In the first 5 minutes, you are requested to open the booklet and compulsorily examine it as follows :
   - (*i*) To have access to the Question Booklet, tear off the paper seal on the edge of this cover page. Do not accept a booklet without sticker-seal or open booklet.
   - (*ii*) Tally the number of pages and number of questions in the booklet with the information printed on the cover page. Faulty booklets due to missing pages/questions or questions repeated or not in serial order or any other discrepancy should not be accepted and correct booklet should be obtained from the invigilator within the period of 5 minutes. Afterwards, neither the Question Booklet will be replaced nor any extra time will be given. The same may please be noted.
   - (*iii*) After this verification is over, the OMR Sheet Number should be entered on this Test Booklet.
4. Each question has four alternative responses marked (A), (B), (C) and (D). You have to darken the circle as indicated below on the correct response against each item.
   Example : where (C) is the correct response.
   (A) (B) ● (D)
5. Your responses to the items are to be indicated in the **OMR Sheet given inside the Booklet only.** If you mark at any place other than in the circle in the OMR Sheet, it will not be evaluated.
6. Read instructions given inside carefully.
7. Rough Work is to be done at the end of this booklet.
8. If you write your Name, Seat Number, Phone Number or put any mark on any part of the OMR Sheet, except for the space allotted for the relevant entries, which may disclose your identity, or use abusive language or employ any other unfair means, you will render yourself liable to disqualification.
9. You have to return original OMR Sheet to the invigilator at the end of the examination compulsorily and must not carry it with you outside the Examination Hall. You are, however, allowed to carry the Test Booklet and duplicate copy of OMR Sheet on conclusion of examination.
10. Use only Blue/Black Ball point pen.
11. Use of any calculator or log table, etc., is prohibited.
12. There is no negative marking for incorrect answers.

विद्यार्थ्यांसाठी महत्त्वाच्या सूचना

1. परीक्षार्थींनी आपला आसन क्रमांक या पृष्ठावरील वरच्या कोपऱ्यात लिहावा. तसेच आपणांस दिलेल्या उत्तरपत्रिकेचा क्रमांक त्याखाली लिहावा.
2. सदर प्रश्नपत्रिकेत 100 बहुपर्यायी प्रश्न आहेत. प्रत्येक प्रश्नास **दोन** गुण आहेत. या प्रश्नपत्रिकेतील **सर्व** प्रश्न सोडविणे अनिवार्य आहे.
3. परीक्षा सुरू झाल्यावर विद्यार्थ्याला प्रश्नपत्रिका दिली जाईल. सुरुवातीच्या 5 मिनिटांमध्ये आपण सदर प्रश्नपत्रिका उघडून खालील बाबी अवश्य तपासून पहाव्यात.
   - (*i*) प्रश्नपत्रिका उघडण्यासाठी प्रश्नपत्रिकेवर लावलेले सील उघडावे. सील नसलेली किंवा सील उघडलेली प्रश्नपत्रिका स्वीकारू नये.
   - (*ii*) पहिल्या पृष्ठावर नमूद केल्याप्रमाणे प्रश्नपत्रिकेची एकूण पृष्ठे तसेच प्रश्नपत्रिकेतील एकूण प्रश्नांची संख्या पडताळून पहावी. पृष्ठे कमी असलेली/कमी प्रश्न असलेली/प्रश्नांचा चुकीचा क्रम असलेली किंवा इतर त्रुटी असलेली सदोष प्रश्नपत्रिका सुरुवातीच्या 5 मिनिटातच पर्यवेक्षकाला परत देऊन दुसरी प्रश्नपत्रिका मागवून घ्यावी. त्यानंतर प्रश्नपत्रिका बदलून मिळणार नाही तसेच वेळही वाढवून मिळणार नाही याची कृपया विद्यार्थ्यांनी नोंद घ्यावी.
   - (*iii*) वरीलप्रमाणे सर्व पडताळून पाहिल्यानंतरच प्रश्नपत्रिकेवर ओ.एम.आर. उत्तरपत्रिकेचा नंबर लिहावा.
4. प्रत्येक प्रश्नासाठी (A), (B), (C) आणि (D) अशी चार विकल्प उत्तरे दिली आहेत. त्यातील योग्य उत्तराचा रकाना खाली दर्शविल्याप्रमाणे ठळकपणे काळा/निळा करावा.
   उदा. : जर (C) हे योग्य उत्तर असेल तर.
   (A) (B) ● (D)
5. या प्रश्नपत्रिकेतील प्रश्नांची उत्तरे **ओ.एम.आर. उत्तरपत्रिकेतच दर्शवावीत.** इतर ठिकाणी लिहिलेली उत्तरे तपासली जाणार नाहीत.
6. आत दिलेल्या सूचना काळजीपूर्वक वाचाव्यात.
7. प्रश्नपत्रिकेच्या शेवटी जोडलेल्या कोऱ्या पानावरच कच्चे काम करावे.
8. जर आपण ओ.एम.आर. वर नमूद केलेल्या ठिकाणाव्यतिरिक्त इतर कोठेही नाव, आसन क्रमांक, फोन नंबर किंवा ओळख पटेल अशी कोणतीही खूण केलेली आढळून आल्यास अथवा असभ्य भाषेचा वापर किंवा इतर गैरमार्गांचा अवलंब केल्यास विद्यार्थ्याला परीक्षेस अपात्र ठरविण्यात येईल.
9. परीक्षा संपल्यानंतर विद्यार्थ्याने मूळ ओ.एम.आर. उत्तरपत्रिका पर्यवेक्षकांकडे परत करणे आवश्यक आहे. तथापि, प्रश्नपत्रिका व ओ.एम.आर. उत्तरपत्रिकेची द्वितीय प्रत आपल्याबरोबर नेण्यास विद्यार्थ्यांना परवानगी आहे.
10. फक्त निळ्या किंवा काळ्या बॉल पेनचाच वापर करावा.
11. कॅलक्युलेटर किंवा लॉग टेबल वापरण्यास परवानगी नाही.
12. चुकीच्या उत्तरासाठी गुण कपात केली जाणार नाही.

Management
Paper II

Time Allowed : 120 Minutes] **[Maximum Marks : 200**

Note : This Paper contains **Hundred (100)** multiple choice questions. Each question carrying **Two (2)** marks. Attempt *All* questions.

1. How long would it take to double the amount deposited in a fixed income security carrying 12% rate of interest ?

   (A) About 5 years

   (B) About 6 years

   (C) About 7 years

   (D) About 8 years

2. For a project costing INR 50000/-, the NPV at 10% hurdle rate is INR 25000/-. If the life of the project is 5 years, its profitability index (PI) will be ....

   (A) 0.50

   (B) 0.25

   (C) 1.50

   (D) 1.25

3. Which of the following is a non-DCF technique of capital budgeting ?

   (A) ARR

   (B) IRR

   (C) NPV

   (D) Discounted PBP

4. In order to make capital rationing decision related to divisible project, the recommended capital budgeting technique is ....

   (A) NPV

   (B) IRR

   (C) PI

   (D) MIRR

5. Walter's model and Gordon's model are applicable to firms in which all financing is done through .... and with .... leverage.

   (A) Retained earnings, zero

   (B) External sources, 100%

   (C) Retained earnings, 100%

   (D) Preference, zero

6. Merger of two firms which are involved in different stages of distribution and production in same business activity is called ....

(A) Horizontal merger

(B) Vertical merger

(C) Leveraged Buyout

(D) Management Buyout

7. The required rate of return on a portfolio with beta of 1.2 is 18%. What will be the expected return on the market portfolio as per CAPM if the risk free rate of return is 6% ?

(A) 12%

(B) 14%

(C) 16%

(D) 18%

8. An .... is a contract that gives the holder the right but not obligation to buy specified securities at a specified price on or before a specified exercise date.

(A) American put option

(B) European put option

(C) American call option

(D) European call option

9. In the credit term "2/10 net 30", the time duration within which a customer must pay to be entitled to the discount is ....

(A) 2 days

(B) 10 days

(C) 30 days

(D) 5 days

10. An Indian software company having a subsidiary in the US borrows at 4% in US. If the US dollar is expected to appreciate by 2%, what is the effective rate of interest for the Indian software company ?

(A) 2%

(B) 4%

(C) 6%

(D) 8%

11. Distribution through every reasonable outlet in the market is described as :

(A) Intensive Distribution

(B) Selective Distribution

(C) Exclusive Distribution

(D) Micro Distribution

12. Companies sell a package or set of goods or services for a lower price than they would charge if the customer bought all of them separately. This pricing is known as :
    (A) Competitive pricing
    (B) Psychological pricing
    (C) Bundle pricing
    (D) Optional pricing

13. Choosing one or more segments for which to design your marketing strategies is known as :
    (A) Targeting
    (B) Segmenting
    (C) Positioning
    (D) Local marketing

14. Demarketing is a concept that can be better described as :
    (A) Irregular demand management
    (B) Deliberately reducing demand for certain products
    (C) Stop marketing of products in maturity stage
    (D) Managing latent demand

15. Process by which strategies and policies are put into action through programs, budgets and procedures is known as :
    (A) Strategy formulation
    (B) Strategy implementation
    (C) Strategy evaluation
    (D) Strategy control

16. Strategy for the Dog quadrant products is :
    (A) Divest
    (B) Hold
    (C) Invest
    (D) Build

17. Major reason for adopting Retrenchment strategy is :
    (A) Psychological satisfaction
    (B) Less risky
    (C) Continuous loss
    (D) Expansion is perceived as threat

18. The factor responsible for designing the Taxation policy is :
    (A) Political factor
    (B) Economic factor
    (C) Social factor
    (D) Technological factor

19. Four forces give rise to fifth force in porter's 5 forces model. This fifth force is known as :
    (A) Threat of new entrant
    (B) Threat of substitute
    (C) Bargaining power of supplier
    (D) Competitive Rivalry

20. The set of decisions and actions that result in the formulation and implementation of plans designed to achieve the company's objectives is called as :
    (A) Functional management
    (B) Entrepreneurship
    (C) Strategic management
    (D) Disaster management

21. When firms leverage an existing brand name to introduce a new product in market it is called as :
    (A) Brand extension
    (B) Sub-brand
    (C) Parent brand
    (D) Product extension

22. Which of the following is *correct* to describe about 'Cookies' ?
    (A) It analyses the information fed so that it is properly cooked
    (B) Cookies collect information as a user surfs the web and feed the information back to a web server
    (C) It is the name of a website
    (D) It is a name of a company which stores e-commerce transactions

23. In which stage of the product life cycle, the sales volume is at the peak ?
    (A) Introduction
    (B) Growth
    (C) Maturity
    (D) Decline

24. .... is the added value endowed on services and products.
   (A) Brand value
   (B) Brand strategy
   (C) Brand equity
   (D) Brand premise

25. Co-production of services is made possible due to .... inherent in the production of services.
   (A) Homogenity
   (B) Heterogeneity
   (C) Tangiblity
   (D) Inseparability

26. Which of the following is *not* a way to enter the foreign market ?
   (A) Exporting
   (B) Joint venture
   (C) Negotiations
   (D) Licensing

27. Which of the following is *not* a retail format ?
   (A) Convenience store
   (B) Off price retailers
   (C) Departmental stores
   (D) Wal-mart

28. Customer retention, repeat business and customer referrals are alternate measures of :
   (A) Internal service quality
   (B) External service quality
   (C) Employee satisfaction
   (D) Customer loyalty

29. .... is creating an environment in retail centres which makes it easy for consumers to buy goods.
   (A) Spatial convenience
   (B) Lot convenience
   (C) Jobber convenience
   (D) Interactive convenience

30. A consumer usually purchases .... frequently/immediately and with a minimum effort.
   (A) Speciality goods
   (B) Personal goods
   (C) Convenience goods
   (D) Shopping goods

31. Consumers who buy one brand all the time are :
   (A) Safe core loyal
   (B) Switchers
   (C) Shifting loyals
   (D) Hard core loyals

32. What do you mean by Big Ben ?
    (A) Application all modules install at once
    (B) ERP all modules install at once
    (C) Technical all modules install at once only
    (D) Functional all modules install at once only

33. For a normal curve with mean of 120 and standard deviation of 35, what proportion (in percent) of the area under the curve will lie between the values of 85 and 155 ?
    (A) 50.00
    (B) 68.26
    (C) 72.20
    (D) 95.44

34. Parametric test, unlike the non-parametric tests, make certain assumption about :
    (A) The population size
    (B) The sample size
    (C) The underlying distribution
    (D) The sampling error

35. 'Are you happy and satisfied' with our services' is an example of .... type of question.
    (A) Incomplete question
    (B) Double barreled question
    (C) Leading question
    (D) No response question

36. When the population is divided into subsets such that the units within the subset are as heterogeneous as possible and are as homogeneous as possible among themselves, the sampling method is called as :
    (A) Quota Sampling
    (B) Systematic Sampling
    (C) Stratified Sampling
    (D) Cluster Sampling

37. Which of the following value of Karl Pearson's correlation coefficient indicates strongest relationship ?
    (A) $r = 0.02$
    (B) $r = -0.9$
    (C) $r = 0.0$
    (D) $r = -0.04$

38. Which of the following is *not* an assumption of the simple single server queuing model ?
    (A) Service times are Poisson distributed
    (B) Queue discipline is first come first served
    (C) Mean arrival rate is less than mean service rate
    (D) Arrivals follow Poisson distribution

39. Which one of the following strategies specifies how the firm will employ its production capabilities to support its corporate strategy ?
(A) Tactical
(B) Operations
(C) Manufacturing
(D) Production

40. .... charts are used to monitor the defects per unit.
(A) $\overline{X}$ chart
(B) p chart
(C) c chart
(D) pie chart

41. If the processing equipment is organised according to the sequence of operations, the layout is called :
(A) Fixed position layout
(B) Combination layout
(C) Functional layout
(D) Line layout

42. A search engine is a program that :
(A) Searches for missing files
(B) Searches for web pages
(C) Searches for data
(D) Searches for portals

43. .... is a system where operations like data extraction, transformation and loading operations are executed.
(A) Data staging
(B) Data integration
(C) ETL
(D) Data distribution

44. Moore's law predicted that the number of transistors packed into electronic circuits would :
(A) Double every two days
(B) Halve every two years
(C) Double every four years
(D) Halve every four years

45. Roger's model of diffusion of innovation is based on :
(A) The communication of money within populations
(B) The spread of email within populations
(C) The communication of ideas within populations
(D) The spread of digital media within populations

46. Which of the following items in a country's balance of payments is classified as "invisible" ?

(A) goods exported

(B) foreign travel by tourist

(C) government expenditure abroad

(D) foreign investment

47. (*i*) The principle of comparative advantage in the context of foreign trade was put forward firstly by David Ricardo.

(*ii*) The principle of absolute advantage in the context of foreign trade was put forward firstly by Adam Smith.

What can you say about these statements ?

(A) Both statement (*i*) and statement (*ii*) are incorrect

(B) Statement (*i*) is correct and statement (*ii*) is incorrect

(C) Statement (*i*) is incorrect and statement (*ii*) is correct

(D) Both statement (*i*) and statement (*ii*) are correct

48. OGL suggests ....

(A) Open general license

(B) Operative government loan

(C) Operative general loan

(D) Overseas government liability

49. (*i*) This institution began its operations in 1947.

(*ii*) This institution promotes exchange rate stability.

(*iii*) This institution was set up after Bretton Woods Conference.

The institution referred to above is :

(A) International Monetary Fund

(B) International Bank for Reconstruction and Development

(C) Bank for International Settlements

(D) International Finance Corporation

50. A Website's front page is called :

(A) Browser page

(B) Search page

(C) Home page

(D) Bookmark

51. (*i*) The share of OECD countries in India's foreign trade is consistently rising.

(*ii*) The share of developing countries in India's foreign trade is consistently falling.

What can you say about these statements ?

(A) Both statement (*i*) and statement (*ii*) are incorrect

(B) Both statement (*i*) and statement (*ii*) are correct

(C) Statement (*i*) is correct and statement (*ii*) is incorrect

(D) Statement (*i*) is incorrect and statement (*ii*) is correct

52. The Gramin Bank originated in 1976 in the work of .... at University of Chittagong, who launched research project to study how to design credit delivery system to provide banking services to the rural poor.

(A) Prof. Mufti Muhammed Taqui

(B) Prof. Shaikh Abdul Sattar

(C) Prof. Muhammad Yunus

(D) Prof. Umar Chapra

53. The MSME sector do not comprise of the following :

(A) Manufacturing

(B) Service Industry

(C) Logistics and Infrastructure

(D) Agricultural Promotion Schemes

54. Which among the following is an asset for a commercial bank ?

(A) Credit to farmers

(B) Deposit of public

(C) Borrowing from RBI

(D) Demand Deposit of Industries

55. Small scale industries are also known as MSME's are defined and categorized by Micro, Small and Medium Enterprises Development Act ....

(A) 2007

(B) 2006

(C) 2008

(D) 2012

56. Which of the following is the final step of a comprehensive feasibility analysis ?

(A) Financial feasibility analysis

(B) Marketing research

(C) Filing articles of incorporation

(D) Industry/market feasibility analysis

57. Which of the following is *not* a factor in stimulating innovation within a nation ?

(A) Competition stimulates investment, cost reduction and general improvement

(B) There are strong support industries

(C) Knowledgable customers in the home market-maintain pressure for improvement

(D) Growing industries are protected from international competition

58. Women entrepreneurs are defined as these who operate and control an enterprise and their holding in the enterprise is at least .... %

(A) 21%

(B) 33%

(C) 90%

(D) 51%

59. .... is one method of stimulating, and then capitalizing on, individuals in an organization who think that something can be done differently and better.

(A) Strategic orientation

(B) Capitalization

(C) Management

(D) Intrapreneurship

60. Which of the following is *not* an internal factor that influences entrepreneurs ?

(A) Political Environment

(B) Economic condition

(C) Personal factors

(D) Social environment

61. Which is not a recognised form of business continuity planning ?
    - (A) Contingency planning
    - (B) Scenario planning
    - (C) Financial planning
    - (D) Building planning

62. Who is a whistleblower ?
    - (A) Someone who reports illegal or unethical acts
    - (B) Someone who commits illegal or unethical acts
    - (C) Someone who benefits from illegal or unethical acts
    - (D) Someone who denies illegal or unethical acts

63. Which one of these characteristics is most commonly associated with the rational goal model of management ?
    - (A) Worker welfare
    - (B) Health and safety
    - (C) Interpersonal relationships
    - (D) Productivity

64. What is not an assumption underpinning the rational decision making model ?
    - (A) Incomplete information
    - (B) An agreed goal
    - (C) A structured problem
    - (D) High level of certainty regarding the environment

65. Which among the following statements is INCORRECT ?
    - (A) Index number is a relative measurement
    - (B) In fact all index numbers are weighted
    - (C) Theoretically the best average in construction of index numbers is geometric mean
    - (D) It is not possible to shift the base if it is the case of fixed base index

66. Demand for a commodity refers to :
    - (A) Need for the commodity
    - (B) Desire for the commodity
    - (C) Amount of the commodity demanded at a particular price and at a particular time
    - (D) Quantity demanded of that commodity

67. In the short-run, when the output of a firm increases, its average fixed cost :
    - (A) Remains constant
    - (B) Decreases
    - (C) Increases
    - (D) First decreases and then rises

68. Which one of the following is not the objective of fiscal policy of government of India ?
    (A) Full employment
    (B) Price stability
    (C) Regulation of inter-state trade
    (D) Economic growth

69. Vertical hierarchy and old departmental boundaries are virtually eliminated through :
    (A) Horizontal structure
    (B) Matrix structure
    (C) Geographic structure
    (D) Virtual structure

70. Expressive communication is driven by :
    (A) Passive aggression
    (B) Encoder's personality characteristics
    (C) External clues
    (D) Encoder-decoder contact

71. Human Resource Planning is required to cope with changes in market condition, thus the basis for human resource planning is :
    (A) Strategic plan of the firm
    (B) The economic trends
    (C) Demand for employee
    (D) Budgetary provision

72. Which of the following is not the methods for job evaluation ?
    (A) Factor comparison
    (B) Classification
    (C) Ranking
    (D) Job counselling

73. An individual consideration about the specific task assigned to him/her, their relative importance and the preferred behaviour to accomplish those task is :
    (A) Role adaptation
    (B) Role congruence
    (C) Role perception
    (D) Role ambiguity

74. Relatively stable clusters of feeling and behavioural disposition towards same specific objective is termed as :
    (A) Attitude
    (B) Formation feeling
    (C) Negation
    (D) Dissonance

75. Job design which affects the motivation level of the employees in an organization excludes :
    (A) Job Rotation
    (B) Job contraction
    (C) Job enlargement
    (D) Job enrichment

76. Sixteen personality factor theory was given by :
   (A) Mayer and Bridge
   (B) Koontz O'Donnell
   (C) Raymond Cattell
   (D) Stephen Robben

77. The tendency for individual to excercise less endeavour while working in a group as compared to working alone is treated as :
   (A) Social role ambiguity
   (B) Social cohesiveness
   (C) Personal role maintenance
   (D) Social loafing

78. Work stress is a chronic ailment caused by conditions that negatively affect one's performance. Which of the following are not the typical symptoms of job related stress ?
   (1) Insomnia
   (2) Lack of concentration
   (3) Anxiety, depression
   (4) Job insecurity
   (5) Extreme anger and mood swing
   (6) Strict deadlines
   (7) Frustration
   (8) Family conflict

   Codes :
   (A) (1) and (5)
   (B) (3) and (7)
   (C) (4) and (6)
   (D) (2) and (8)

79. Which of the following are known as "Big five" dimensions of personality ?
   (*a*) Extraversion
   (*b*) Dominance
   (*c*) Sensitivity
   (*d*) Agreeableness
   (*e*) Conscientiousness
   (*f*) Rule-consciousness
   (*g*) Self-reliance
   (*h*) Emotional stability
   (*i*) Openness to experience
   (*j*) Perfectionism

   Codes :
   (A) (*a*), (*d*), (*e*), (*h*) and (*i*)
   (B) (*a*), (*e*), (*h*), (*b*) and (*j*)
   (C) (*d*), (*e*), (*f*), (*g*) and (*h*)
   (D) (*a*), (*d*), (*g*), (*i*) and (*j*)

80. Which of the following strategies adopted by HR to attract potential candidates to apply in the process of recruitment, may result in indirect discrimination ?
   (A) Advertisement on the web portal
   (B) Word of mouth
   (C) Through HR agencies and job centres
   (D) Advertisement in the Employment Bulletin

81. "Glass ceiling" is a phenomena related to :
   (A) Solar energy conservation system
   (B) Inter-personal openness
   (C) Gender bias in career progression
   (D) Transparency in information sharing

82. Who popularised quality of work life as a global phenomena ?
   (A) TV Rao, Biju Varkkey and Hasmukh Adia
   (B) James Austin, Peter Villanova and Hugh Hindwar
   (C) Richard Reilly, James Smithy and Nicholas Vasilopolons
   (D) Einar Thorsrud, Fred Emery and Eric Tryst

83. Which of the following statements about assessment centres is *not* correct ?
   (A) It is a simulation excercise
   (B) It is designed to evaluate managerial potential
   (C) It uses interviews, in-basket problem solving excercises and business decision games as methods
   (D) It is used only as a selection technique

84. From among the following, who focused on the soft side of organization as a sequel to globalization comprising adhocracy simple structure, the divisionalised form, the machine and professional bureaucracy ?
   (A) Henry Mintzberg
   (B) Galbraith and Kazanjaam
   (C) Barlett and Ghosal
   (D) Burns and Stalker

85. Richard P Calboon observed that "Grievance procedure is a control necessary for protecting the standards of the employee as discipline is the control necessary for preserving standards of the company".

   Which of the following inferences *cannot* be derived from the above statement ?
   (A) Grievance procedure is a control on employer's HR decisions
   (B) Disciplinary actions are control on employee's work related conduct
   (C) Grievance redressal and disciplinary actions are inimical to one another
   (D) Grievance redressal and disciplinary actions as control mechanisms shall be handled through a due, just and judicious process

86. OD is based on certain values that are important for the development of organizations as open and proactive systems. OD fosters a set of specific values 'OCTAPACE'. 'OCTAPACE' refers to :

(1) Openness

(2) Communication

(3) Trust

(4) Authority

(5) Experimentation

(6) Evaluation

(7) Autonomy

(8) Productivity

(9) Proactivity

(10) Collaboration

(11) Commitment

(12) Confrontation

(13) Authenticity

Codes :

(A) (1), (2), (3), (4), (9), (13), (11), (6)

(B) (1), (12), (3), (13), (9), (4), (11), (6)

(C) (1), (12), (3), (13), (9), (7), (10), (5)

(D) (1), (2), (3), (4), (8), (7), (11), (6)

87. Which of the following methods of performance appraisal places predetermined percentages of rates into several performance categories ?

(A) Alternation Ranking Method

(B) Paired comparison Method

(C) Forced Distribution Method

(D) Graphic Rating Scale

88. In which of the following states there does not exist an enacted law for recognition of trade unions ?

(A) Gujrat

(B) Odisha

(C) Rajasthan

(D) Maharashtra

89. Which of the following statements about CSR provision in the new companies Bill passed in Parliament is *not* true ?

(A) There is provision for minimum turnover of Rs. 800 crore

(B) It is compulsory for a company to spend on CSR if its net worth is at least Rs. 500 crore

(C) The net profit of at least Rs. 5 crore in a year is a condition for compulsory spending on CSR

(D) The companies have to spend 2% of its average profits of three years on corporate social responsibility

90. Which issue of the following is *not* related to talent management ?
   (A) Cost
   (B) Leadership limitations
   (C) Worker conflicts
   (D) Resignation

91. The accounting principle that states that the companies and owners should be accounted for separately is ....
   (A) Business entity concept
   (B) Going concern concept
   (C) Monetary unit assumption concept
   (D) Periodicity assumption concept

92. Four-times stock turnover ratio implies .... month(s) inventory holding period.
   (A) 1
   (B) 2
   (C) 3
   (D) 4

93. Which of the following are examples of Funds Flow Statement item ?
   (1) Collection of debtors
   (2) Shares issued for cash
   (3) Shares issued against the purchase of machine
   (4) Shares issued for property

   Codes :
   (A) (1) and (2)
   (B) (1) and (3)
   (C) (1) and (4)
   (D) (1), (2), (3) and (4)

94. Break-even is *not* affected with changes in ....
   (A) Sales price per unit
   (B) Variable cost per unit
   (C) Total fixed costs
   (D) Number of units sold

95. Warehouse rent is a part of ....
   (A) Prime cost
   (B) Factory cost
   (C) Direct cost
   (D) Factory overhead

96. The cost which is to be incurred even when a business unit is closed is a ....

(A) imputed cost

(B) historical cost

(C) sunk cost

(D) shut down cost

97. Which of the following is affected by changes in corporate tax rates ?

(A) Cost of equity capital

(B) Cost of retained earnings

(C) Cost of preference capital

(D) Cost of debt capital

98. The concept of 'optimum capital structure' is associated with :

(A) NI approach

(B) NOI approach

(C) M-M approach

(D) Traditional approach

99. .... is defined as the percentage change in EBIT relative to a given percentage change in sales.

(A) Degree of operating leverage (DOL)

(B) Degree of financial leverage (DFL)

(C) Degree of combined leverage (DCL)

(D) Degree of moderate leverage (DML)

100. The EBIT level at which the EPS is the same for two alternative financial plans is referred to as the ....

(A) Break-even point

(B) Point of ROI

(C) Planned point

(D) Indifference point

ROUGH WORK