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परीक्षा दि: ११/१२/२०११ प्रश्नपुस्तिका क्रमांक  
BOOKLET No.

प्रश्नपुस्तिका

चाळणी परीक्षा

वाणिज्य विषयक ज्ञान

एकूण प्रश्न : 150

एकूण गुण : 150

वेळ : 1 1/2 (दीड) तास

सूचना

(1) सदर प्रश्नपुस्तिकेत 150 अनिवार्य प्रश्न आहेत. उमेदवारांनी प्रश्नांची उत्तरे लिहिण्यास सुरुवात करण्यापूर्वी या प्रश्नपुस्तिकेत सर्व प्रश्न आहेत किंवा नाहीत याची खात्री करून घ्यावी. असा तसेच अन्य काही दोष आढळल्यास ही प्रश्नपुस्तिका समवेक्षकांकडून लगेच बदलून घ्यावी.

परीक्षा-क्रमांक									
	केंद्राची संकेताक्षरे								शेवटचा अंक

(2) आपला परीक्षा-क्रमांक ह्या चौकोनांत न विसरता बॉलपेनने लिहावा.

(3) वर छापलेला प्रश्नपुस्तिका क्रमांक तुमच्या उत्तरपत्रिकेवर विशिष्ट जागी उत्तरपत्रिकेवरील सूचनेप्रमाणे न विसरता नमूद करावा.

(4) या प्रश्नपुस्तिकेतील प्रत्येक प्रश्नाला 4 पर्यायी उत्तरे सुचविली असून त्यांना 1, 2, 3 आणि 4 असे क्रमांक दिलेले आहेत. त्या चार उत्तरांपैकी सर्वात योग्य उत्तराचा क्रमांक उत्तरपत्रिकेवरील सूचनेप्रमाणे तुमच्या उत्तरपत्रिकेवर नमूद करावा. अशा प्रकारे उत्तरपत्रिकेवर उत्तरक्रमांक नमूद करताना तो संबंधित प्रश्नक्रमांकासमोर छायांकित करून दर्शाविला जाईल याची काळजी घ्यावी. ह्याकरिता फक्त काळ्या शाईचे बॉलपेन वापरावे, पेन्सिल वा शाईचे पेन वापरू नये.

(5) सर्व प्रश्नांना समान गुण आहेत. यास्तव सर्व प्रश्नांची उत्तरे घ्यावीत. घाईमुळे चुका होणार नाहीत याची दक्षता घेऊनच शक्य तितक्या वेगाने प्रश्न सोडवावेत. क्रमाने प्रश्न सोडविणे श्रेयस्कर आहे पण एखादा प्रश्न कठीण वाटल्यास त्यावर वेळ न घालविता पुढील प्रश्नाकडे वळावे. अशा प्रकारे शेवटच्या प्रश्नापर्यंत पोहोचल्यानंतर वेळ शिल्लक राहिल्यास कठीण म्हणून वगळलेल्या प्रश्नांकडे परतणे सोईस्कर ठरेल.

(6) उत्तरपत्रिकेत एकदा नमूद केलेले उत्तर खोडता येणार नाही. नमूद केलेले उत्तर खोडून नव्याने उत्तर दिल्यास ते तपासले जाणार नाही.

(7) प्रस्तुत परीक्षेच्या उत्तरपत्रिकांचे मूल्यांकन करताना उमेदवारांच्या उत्तरपत्रिकेतील योग्य उत्तरांनाच गुण दिले जातील. तसेच "उमेदवाराने वस्तुनिष्ठ बहुपर्यायी स्वरूपाच्या प्रश्नांची अचूक उत्तरेच उत्तरपत्रिकेत नमूद करावीत. अन्यथा त्यांच्या उत्तरपत्रिकेत सोडविलेल्या प्रत्येक चार चुकीच्या उत्तरांसाठी एका प्रश्नाचे गुण वजा करण्यात येतील".

ताकीद

ह्या प्रश्नपत्रिकेसाठी आयोगाने विहित केलेली वेळ संपेपर्यंत ही प्रश्नपुस्तिका आयोगाची मालमत्ता असून ती परीक्षाकक्षात उमेदवाराला परीक्षेसाठी वापरण्यास देण्यात येत आहे. ही वेळ संपेपर्यंत सदर प्रश्नपुस्तिकेची प्रत/प्रती, किंवा सदर प्रश्नपुस्तिकेतील काही आशय कोणत्याही स्वरूपात प्रत्यक्ष वा अप्रत्यक्षपणे कोणत्याही व्यक्तीस पुरविणे, तसेच प्रसिद्ध करणे हा गुन्हा असून अशी कृती करणाऱ्या व्यक्तीवर शासनाने जारी केलेल्या "परीक्षांमध्ये होणाऱ्या गैरप्रकारांना प्रतिबंध करण्याबाबतचा अधिनियम-82" यातील तरतुदीनुसार तसेच प्रचलित कायद्याच्या तरतुदीनुसार कारवाई करण्यात येईल व दोषी व्यक्ती कमाल एक वर्षाच्या कारावासाच्या आणि/किंवा रुपये एक हजार रकमेच्या दंडाच्या शिक्षेस पात्र होईल.

तसेच ह्या प्रश्नपत्रिकेसाठी विहित केलेली वेळ संपण्याआधी ही प्रश्नपुस्तिका अनधिकृतपणे बाळगणे हा सुद्धा गुन्हा असून तसे करणारी व्यक्ती आयोगाच्या कर्मचारीवृंदापैकी, तसेच परीक्षेच्या पर्यवेक्षकीयवृंदापैकी असली तरीही अशा व्यक्तीविरुद्ध उक्त अधिनियमानुसार कारवाई करण्यात येईल व दोषी व्यक्ती शिक्षेस पात्र होईल.

पुढील सूचना प्रश्नपुस्तिकेच्या अंतिम पृष्ठावर पहा

पर्यवेक्षकांच्या सूचनेविना हे सील उघडू नये

२०२२, १५५६३३, १५५६३३, १५५६३३, १५५६३३

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कच्च्या कामासाठी जागा / SPACE FOR ROUGH WORK

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1. According to AS-1, any change in accounting policy
- (1) should never be made
  - (2) is not possible
  - (3) should be disclosed
  - (4) requires permission of the Institute of Chartered Accountants of India
- 
2. Following is an example of an accounting policy :
- (1) Entity
  - (2) Consistency
  - (3) Going concern
  - (4) Valuation of stock
- 
3. Which of the following statements is *false* ?
- (1) Issued capital can never be more than the authorised capital.
  - (2) In case of under-subscription issued capital is less than subscribed capital.
  - (3) Uncalled capital may be converted into reserve capital.
  - (4) Paid-up capital is equal to Called-up capital less Calls in arrears.
- 
4. Which of the following indicates 'Depreciable Amount' as defined under AS 6 ?
- (1) Historical cost
  - (2) Market value
  - (3) Realisable value
  - (4) Net Replacement value
- 
5. Receipts and Payments Account records transactions of
- (1) Revenue nature only
  - (2) Capital nature only
  - (3) Both Revenue and Capital nature
  - (4) Credit transactions only
- 
6. A and B are partners sharing profits in the ratio 1 : 2. C is admitted and the new profit sharing ratio is 1 : 2 : 3. Sacrificing ratio is
- (1) 1 : 3
  - (2) 2 : 1
  - (3) 3 : 1
  - (4) 1 : 2
- 
7. As per Section 78 of the Companies Act, Securities Premium A/c can be used
- (1) only for making partly paid shares as fully paid up
  - (2) only for issuing rights shares
  - (3) only if any allotment money is still unpaid
  - (4) only for issuing fully paid bonus shares
- 
8. On amalgamation of companies, under purchase method, any excess of purchase consideration over net assets acquired should be recognised as
- (1) Revenue profit
  - (2) Revenue loss
  - (3) Capital reserve
  - (4) Goodwill

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9. Excess of average profit earned by the firm over and above its normal profit

- |                   |                    |
|-------------------|--------------------|
| (1) Bumper profit | (2) Normal returns |
| (3) Super profit  | (4) Excess profit  |

10. Minority interest consists of

- (1) face value of shares held by outsiders
- (2) proportionate capital profits
- (3) proportionate revenue profits
- (4) All of the above

11. Cost Accounting

- (1) discloses past data
- (2) is used even by outside entities e.g. investors, creditors, banks etc.
- (3) discloses current data or future estimates
- (4) cannot be used for managerial decisions

12. Prime Cost =

- (1) Direct Material + Direct Labour + Indirect Expenses
- (2) Indirect Labour + Direct Expenses + Selling Expenses
- (3) Direct Material + Direct Labour + Direct Expenses
- (4) Indirect Material + Direct Labour + Administrative Expenses

13. Job costing is suitable for

- |                        |                    |
|------------------------|--------------------|
| (1) readymade garments | (2) motor workshop |
| (3) flour mills        | (4) oil mills      |

14. Abnormal loss is charged to

- |                         |                                     |
|-------------------------|-------------------------------------|
| (1) stock account       | (2) process account                 |
| (3) normal loss account | (4) costing profit and loss account |

15. When P/V ratio is 0.6,

Marginal cost is ₹ 20,

then Selling price is

- |          |          |          |          |
|----------|----------|----------|----------|
| (1) ₹ 40 | (2) ₹ 60 | (3) ₹ 50 | (4) ₹ 80 |
|----------|----------|----------|----------|

16. Cost control is a

- |                         |                         |
|-------------------------|-------------------------|
| (1) corrective function | (2) preventive function |
| (3) dynamic function    | (4) secondary function  |

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17. Closing stock in costing books is valued at
- (1) cost or market price whichever is higher
  - (2) cost or market price whichever is less
  - (3) cost of production
  - (4) factory cost of the goods produced
- 
18. The classification of fixed and variable cost has a special significance in the preparation of
- (1) cash budget
  - (2) zero-based budget
  - (3) capital budget
  - (4) flexible budget
- 
19. The standard and the actual requirements of material of a company are as under :
- Standard – 2400 units at the rate of ₹ 20 per unit  
Actual – 2600 units at the rate of ₹ 19 per unit  
The material cost variance is
- (1) ₹ 1,400 (Adverse)
  - (2) ₹ 2,400 (Adverse)
  - (3) ₹ 1,400 (Favourable)
  - (4) ₹ 2,600 (Adverse)
- 
20. An important feature of cost centre is that
- (1) it uses only monetary information
  - (2) it has clearly defined boundaries
  - (3) it must be in one specific location only
  - (4) it must be an area of the business through which product passes
- 
21. As per Section 2(9) of the Income-Tax Act \_\_\_\_\_ means a period of 12 months commencing from 1<sup>st</sup> day of April every year.
- (1) Assessment year
  - (2) Previous year
  - (3) Accounting year
  - (4) Calendar year
- 
22. Shivaji University is assessable under the Income Tax Act as
- (1) an individual
  - (2) a local authority
  - (3) artificial judicial person
  - (4) None of the above

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23. Income which accrues outside India from a business controlled from India in case of
- (1) Resident only
  - (2) Not ordinarily resident
  - (3) Both ordinarily resident and not ordinarily resident
  - (4) Non-resident
- 
24. Entertainment allowance is deductible to the extent of ₹ 5,000 for
- (1) Private co-employee
  - (2) Govt. employee
  - (3) Both of (1) and (2)
  - (4) None of the above
- 
25. Winning from lotteries, Crossword puzzles, Horse races and Game shows etc., are casual incomes and hence they are
- (1) fully exempt
  - (2) exempt upto ₹ 5,000
  - (3) fully taxable
  - (4) None of the above
- 
26. Gratuity received by Govt. Employee is
- (1) fully taxable
  - (2) fully exempt
  - (3) partly taxable
  - (4) None of the above
- 
27. Service tax is normally
- (1) paid and borne by the person who provides service
  - (2) paid and borne by the person who receives service
  - (3) paid by the person who provides service and borne by the person who receives service
  - (4) None of the above
- 
28. 'Goods' are defined under MVAT Act, 2002 to include
- (1) Lottery tickets
  - (2) Growing crops
  - (3) Actionable claims
  - (4) Immovable property
- 
29. Payment of Excise Duty depends on
- (1) removal of goods from the place of removal
  - (2) manufacture of goods in the factory
  - (3) deemed manufacture of goods
  - (4) removal of goods for branch transfer

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30. Loss arising from business or profession can be carried forward and set-off but against profits and gains from business or profession

- (1) for 4 succeeding assessment years
- (2) for 8 succeeding assessment years
- (3) for 16 succeeding assessment years
- (4) None of the above

31. U/S 208 of Income Tax Act, it is obligatory to pay advance tax during the financial year in every case where the advance tax payable is

- |                      |                      |
|----------------------|----------------------|
| (1) ₹ 20,000 or more | (2) ₹ 10,000 or more |
| (3) ₹ 5,000 or more  | (4) ₹ 50,000 or more |

32. Tax invoice is to be issued

- (1) only by registered dealer
- (2) only by an importer
- (3) only by a manufacturer
- (4) by any dealer registered or unregistered

33. Test checking is

- (1) checking the transactions which are tested
- (2) checking the selected transactions
- (3) checking the vouchers only
- (4) checking cash memos only

34. Verifying the signature of the authorised official on the voucher during vouching helps the auditor to check the

- |                               |                           |
|-------------------------------|---------------------------|
| (1) occurrence of transaction | (2) amount of transaction |
| (3) validity of transaction   | (4) period of transaction |

35. The main object of an audit is

- (1) expression of opinion
- (2) detection and prevention of fraud and error
- (3) depends on the type of audit
- (4) Both (1) and (2)

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36. The Board of Directors shall appoint first auditor of the company
- (1) within one month of completion of capital subscription stage of the company
  - (2) within one month of promotion of the company
  - (3) within one month of commencement of business of the company
  - (4) within one month of incorporation of the company
- 
37. Computer Assisted Audit Techniques (CAAT) are the techniques used for audit purposes by the
- (1) Computer itself
  - (2) Audit
  - (3) Auditor's assistants
  - (4) Auditor and his assistants
- 
38. When an auditor is **not** able to form an opinion about the true and fair view of the accounts he gives
- (1) Qualified Report
  - (2) Negative Report
  - (3) Disclaimer of Opinion
  - (4) Clean Report
- 
39. Statutory Audit of Bank is an example of
- (1) Concurrent Audit
  - (2) Continuous Audit
  - (3) Balance-Sheet Audit
  - (4) Revenue Leakage Audit
- 
40. Concurrent Audit is
- (1) Continuous Audit
  - (2) Internal Check System
  - (3) Internal Audit System
  - (4) None of the above
- 
41. The Government of India has two main regulatory arms to control Financial System in India :
- (1) SBI and Commercial Bank
  - (2) RBI and SBI
  - (3) RBI and Rural Development Bank of India
  - (4) RBI and SEBI
- 
42. Remove odd man out from the following :
- (1) Market Mortgages
  - (2) Treasury Bill Market
  - (3) Industrial Security Market
  - (4) Indigenous Bankers
- 
43. Which type of ratio indicates how the equity stock of the company is assessed in capital market ?
- (1) Debt-equity ratio
  - (2) Valuation ratio
  - (3) Profitability ratio
  - (4) Turnover ratio
- 

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44. The Company Law Board has its principal branch at  
(1) Chennai (2) Mumbai (3) Kolkata (4) Delhi
- 
45. The technique of acquiring material and manufacturing goods only as needed to satisfy customers orders is called as  
(1) Just In Time (2) Maintaining levels of stock  
(3) Buffer Stock (4) Economic Order Quantity
- 
46. The insurance sector was opened up to the private sector in  
(1) December 1991 (2) August 2000  
(3) April 1996 (4) October 2004
- 
47. The Capital Issues (Control) Act 1947 (CICA) was repealed in the year  
(1) 1956 (2) 1972 (3) 1980 (4) 1992
- 
48. From the ones stated below which function of Financial Management is *not* of a routine nature ?  
(1) Maintaining custody of securities and other valuable papers  
(2) Safeguarding of cash receipts and payments  
(3) Record keeping and reporting  
(4) Evaluating financial performance
- 
49. Terminal cash flow is calculated as  
(1) After tax salvage value from new asset — After tax salvage value of old asset (if retained)  
(2) Operating cash flow from new asset — Operating cash flow from old asset which is retained  
(3) Cost of new asset — Cost of old asset  
(4) Cash flow with project — Cash flow without project
- 
50. Which of the following is zero interest bond ?  
(1) Deep discount bond (2) Floating rate bond  
(3) Commodity linked bond (4) Bonds with embedded option
- 
51. The opportunities to respond to changing market conditions and influence the customer of a project is known as  
(1) Real option (2) Time option  
(3) Flexibility option (4) None of the above
- 

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52. The main symptom of undertrading is
- (1) low inventory turnover ratio                      (2) high inventory turnover ratio  
(3) high current ratio                                      (4) very efficient credit management
- 
53. The credit for initiating Merchant Banking Services in India goes to
- (1) SBI    (2) RBI  
(3) Standard Chartered Bank                              (4) Grindlays Bank
- 
54. Modigliani and Miller (MM) approach to capital structure maintains that
- (1) the overall cost of capital changes as per the changes in debt-equity ratio  
(2) the overall cost of capital does not change with the changes in debt-equity ratio  
(3) the overall cost of capital some times changes as per debt-equity ratio  
(4) None of the above
- 
55. Which one of the following is *not* the assumption of Modigliani and Miller (MM) theorem ?
- (1) There is no tax advantage/disadvantage associated to dividend  
(2) The investment and dividend decisions are independent  
(3) One firm can issue stock without incurring transaction cost to raise money  
(4) Stock market places more weight on dividend than retained earnings
- 
56. What will be the dividend per share of a company for the year 2011 ?
- When – EPS – ₹ 3  
DPS – ₹ 1.2  
Target payout ratio – 0.6  
Adjustment rate – 0.7
- Apply Lintner Model.
- (1) 1.62                      (2) 1.26                      (3) 1.66                      (4) 2.16
- 
57. Watered capital means, the difference between
- (1) long term working capital and short term working capital  
(2) net working and gross working capital  
(3) the book value and the realisable value of assets  
(4) the market value and book value of assets

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58. Capital structure refers to the composition of firm's
- (1) long term funds comprising of equity, preference shares and long term loans
  - (2) short term funds comprising of cash, creditors, overdrafts, purchase/discounting of bills and public deposits
  - (3) long term funds comprising lease financing, accumulated earnings and inter corporate deposits
  - (4) short term funds comprising preference shares, short term loans from banks
- 
59. The exact extent of time required for a firm to recover its initial investment in a project as calculated from cash inflows is known as
- (1) Payback period
  - (2) Lead time
  - (3) Reorder time
  - (4) Waiting period
- 
60. Which profitability ratio is **not** related to sales ?
- (1) Material consumption ratio
  - (2) Conversion cost ratio
  - (3) Return on investment ratio
  - (4) Expense ratio
- 
61. Commercial Bill Market is part of
- (1) Organised money market
  - (2) Unorganised money market
  - (3) Stock market
  - (4) None of the above
- 
62. MIGA is related to
- (1) Cargo Insurance
  - (2) Life Insurance
  - (3) Non-Life Insurance
  - (4) FDI Insurance
- 
63. Indigenous bankers are regulated by
- (1) Reserve Bank of India
  - (2) Ministry of Finance
  - (3) Registrar of Co-operative Societies
  - (4) None of the above
- 
64. IMF is related to assistance towards
- (1) Capital A/c of BoP
  - (2) Current A/c of BoP
  - (3) SDR A/c of BoP
  - (4) Gold Reserves A/c of BoP
- 
65. Major players in the money market are
- (1) General Public
  - (2) IDBI, ICICI, IFCs
  - (3) Stock Exchange
  - (4) RBI, NBFCs, State Government, PSUs

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66. LIBOR is related to calculation of

- (1) Reserves and Surplus (2) Depreciation  
(3) Amortisation (4) International Based Interest Rates
- 

67. Identify the credit rating agency of India.

- (1) S&P (2) Moody's (3) CARE (4) ICICI
- 

68. Offshore Financial Centres are located at

- (1) Mumbai (2) London (3) Switzerland (4) New York
- 

69. What is the meaning of Universal Banking ?

- (1) Banks which caters to the universe  
(2) Functions offered by banks are universal in nature  
(3) It is a name of a Foreign Bank  
(4) One-stop shop for all banking services
- 

70. Crisis in European Union is related to

- (1) Debts (2) Deficits (3) Profits (4) Losses
- 

71. Which is the institution established in 1964 for mobilisation of small savings in India ?

- (1) SIDBI (2) UTI (3) SFCs (4) ECGE
- 

72. Which credit rating agency downgraded Indian banking performance recently ?

- (1) CRISIL (2) Moody's (3) S&P (4) IBA
- 

73. Name the intermediary that has to register with SEBI.

- (1) Commodity exchange (2) Co-operative banks  
(3) Merchant banks (4) None of the above
- 

74. CRR is related to

- (1) Credit Rating Ratio  
(2) Courier Representative Relationship  
(3) Customer Repo Rate  
(4) Controlling Liquidity Ratio
- 

SPACE FOR ROUGH WORK

75. NABARD is a/an

- (1) All India Financial Institution      (2) Specialised Financial Institution  
(3) Investment Institution              (4) Refinance Institution
- 

76. A complex set of forces affects the nature of organisation; one of these is

- (1) Structure                                      (2) Goals  
(3) Interpersonal relationship              (4) Research
- 

77. A type of organisation chart which shows the position and authority is

- (1) Departmental chart                      (2) Master chart  
(3) Personnel chart                              (4) Circular chart
- 

78. Which of the following statements is correct for formal organisation ?

- (1) There is no need for co-ordination  
(2) There is a network of personal and social relations  
(3) The main purpose is to develop relationship  
(4) There is superior-subordinate relationship throughout the organisation
- 

79. It is sometimes referred to as scalar organisation.

- (1) Functional organisation                  (2) Line organisation  
(3) Line & Staff organisation              (4) Matrix organisation
- 

80. Which one is applicable to informal organisation ?

- (1) Superior-subordinate relationship is absent  
(2) Created by top management deliberately and consciously  
(3) It can be shown through organisation chart  
(4) Communication is normally through formal channel
- 

81. Principal of Unity of Command means

- (1) The subordinate should receive orders and instructions from only one supervisor  
(2) The flow of authority should flow from top to bottom  
(3) There must be unity of purpose  
(4) All activities must be co-ordinated effectively
- 

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82. Status attached to an individual due to his association with another person as a status is known as
- |                       |                     |
|-----------------------|---------------------|
| (1) Functional status | (2) Scalar status   |
| (3) Positional status | (4) Ascribed status |
- 
83. Following statement is true as a characteristic of team building :
- |  |
|--|
| (1) A team possesses high degree of inter-personal communication |
| (2) Leadership of a team is focused on one individual            |
| (3) They share individual responsibility                         |
| (4) Decision-making is done by the leader of the team            |
- 
84. Disadvantage of flat organisation is
- |  |
|--|
| (1) problem of team work                                 |
| (2) it is expensive                                      |
| (3) it creates many levels                               |
| (4) not suitable for routine and standardised activities |
- 
85. Which is **not** the basic concept of organisational behaviour ?
- |                            |                             |
|----------------------------|-----------------------------|
| (1) Individual differences | (2) Perception              |
| (3) A whole person         | (4) Non-motivated behaviour |
- 
86. Expectancy theory of motivation was developed by
- |                  |                      |
|------------------|----------------------|
| (1) Victor Vroom | (2) Clayton Alderfer |
| (3) George Terry | (4) Douglas McGregor |
- 
87. Conditions that tend to cause stress are called as
- |                 |              |                |             |
|-----------------|--------------|----------------|-------------|
| (1) Frustration | (2) Stressor | (3) Depression | (4) Tension |
|-----------------|--------------|----------------|-------------|
- 
88. Which of the following is **not** a type of communication ?
- |                            |                            |
|----------------------------|----------------------------|
| (1) Formal communication   | (2) Vertical communication |
| (3) Breakout communication | (4) Upward communication   |
- 
89. Intervening variables of quality of work life consists of
- |                            |                      |
|----------------------------|----------------------|
| (1) Individual factors     | (2) Job satisfaction |
| (3) Organizational factors | (4) Job factors      |
- 
90. What is the strength of a person's preference or desire for a particular reward ?
- |                     |                |
|---------------------|----------------|
| (1) Valence         | (2) Expectancy |
| (3) Instrumentality | (4) Dependence |
- 

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91. TQM consists of
- |                          |                      |
|--------------------------|----------------------|
| (1) Defect-free Approach | (2) System Approach  |
| (3) Synergy in Team work | (4) All of the above |
- 
92. The followers of charismatic leaders believe that their leader
- (1) avoids power and authority
  - (2) encourages them to express their ideas and suggestions
  - (3) keeps all power with himself
  - (4) possesses divinely inspired qualities
- 
93. ISO stands for
- (1) International Standards Operation
  - (2) Indian Standards Organisation
  - (3) International Standards Organisation
  - (4) Industrial Standards Operation
- 
94. What is the normal periodic feedback (to assure that quality system of a certified company is maintained) performed by the accredited agency's registrar called as ?
- |                       |                                   |
|-----------------------|-----------------------------------|
| (1) Corrective action | (2) Surveillance                  |
| (3) Pre-assessment    | (4) Preparation of Quality Manual |
- 
95. What is the role requirement associated with membership in one group conflicting with membership in another group called as ?
- |                                |                          |
|--------------------------------|--------------------------|
| (1) Inter-sender role conflict | (2) Inter-role conflict  |
| (3) Intra-sender role conflict | (4) Person role conflict |
- 
96. Who can become a partner of a partnership firm ?
- (1) Minor child
  - (2) Registered company
  - (3) Twenty-year-old widow of a deceased partner
  - (4) An alien enemy
- 
97. Which of the following is conclusive evidence of partnership ?
- |                   |                       |
|-------------------|-----------------------|
| (1) Business      | (2) Profit sharing    |
| (3) Mutual agency | (4) None of the above |
- 

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98. Which of the following is a disadvantage of incorporation (Registered Assoc

- (1) Separate legal entity
- (2) Name and Common Seal
- (3) No unlimited liability
- (4) No citizenship of India

99. Which of the following statements is "true" in case of co-operative society ?

- (1) Any society can be registered under the Act
- (2) Object of the co-operative society is distribution of profit among its members
- (3) Society can sue in its own name
- (4) Bye-laws of the society prevail on the provisions of the Co-operative Societies Act

100. Who can become a member of a registered company under Companies Act 1956 ?

- (1) Minor
- (2) Foreigner
- (3) Any other company
- (4) All as mentioned above

101. Which of the following rights is "Right of Lien" ?

- (1) Right to regain possession
- (2) Right to acquire possession through court
- (3) Right to retain possession
- (4) Right to give any property on lease

102. Which of the following is **not** included in the definition of "Goods" under Sale of Goods Act 1930 ?

- (1) Growing grass on land
- (2) Shares
- (3) Money
- (4) Machinery attached to the land which can be detached

103. Which of the following statements is "True" under Negotiable Instruments Act 1881 ?

- (1) Cheque has two parties
- (2) In Bill of Exchange Drawer and Drawee can be the same person
- (3) General crossing of cheque bears name of the banker
- (4) Stamp is not required in case of Inchoate Instrument

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104. Under what circumstances Transferee of the Negotiable Instrument acquires "bona fide title" ?

- (1) In case of not-negotiable crossing
  - (2) When the transferee is "Holder-in-order-course"
  - (3) The assignee of the negotiable instrument
  - (4) When the instrument is forged and transferred to the subsequent transferee
- 

105. Which of the following is an "offer" under Indian Contract Act 1872 ?

- (1) A quotation of prices
  - (2) Advertisement inviting tenders
  - (3) Advertisement announcing "Auction Sale" by Court
  - (4) None of the above
- 

106. Which of the following statements is untrue under Indian Contract Act 1872 ?

- (1) Person of unsound mind can enter into a valid contract during the period of lucid interval
  - (2) Oral contract is a valid contract
  - (3) Acceptance of an invitation to dinner forms a valid contract
  - (4) Registration is compulsory in case of lease agreement
- 

107. Quasi contracts are also known as

- |                          |                         |
|--------------------------|-------------------------|
| (1) Speciality contracts | (2) Implied contracts   |
| (3) Contracts of record  | (4) Statutory contracts |
- 

108. Who is *not* held to be a consumer from the following list ?

- (1) Bank customers
  - (2) A passenger travelling by train
  - (3) Tenant
  - (4) Allottee of a plot by State Housing Board
- 

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109. Who **cannot** be a complainant under the provisions of Consumer Protection Act, 1930?

- (1) Any registered voluntary consumer association
  - (2) Central Government
  - (3) Legal heir or representative of a deceased consumer
  - (4) Patient receiving medical treatment in a Government Hospital
- 

110. Which of the following is **not** the jurisdiction of District Forum ?

- (1) To entertain complaints where the value of goods or services and compensation exceeds ₹ 20 lakhs
  - (2) Appellate jurisdiction
  - (3) Supervisory jurisdiction
  - (4) All of the above
- 

111. State the period for which "Patent" is granted by the Controller to the Inventor under the Patents Act 1970 ?

- (1) 60 years      (2) 20 years      (3) For life      (4) 10 years
- 

112. Who is empowered to prescribe, revise, or change the fees under Bombay Shops and Establishment Act ?

- (1) Central Government
  - (2) State Government
  - (3) Bombay Municipal Corporation (BMC)
  - (4) None of the above
- 

113. Which of the following statements is **not** true in case of proprietorship ?

- (1) Easy to get loan
  - (2) Could run it from home
  - (3) Less legal formalities
  - (4) Fewer records to maintain
- 

114. Under the provisions of FEMA, a resident in India is the one who has stayed in India for \_\_\_\_\_ during the course of previous financial year.

- (1) less than 180 days
  - (2) more than 182 days
  - (3) 180 days
  - (4) None of the above
- 

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115. "Authorised Person" under FEMA means

- (1) a person authorized to deal in Foreign Exchange
  - (2) a person having authority to issue passport
  - (3) member of the appellate tribunal for Foreign Exchange
  - (4) legal practitioner authorized to deal with the cases under FEMA
- 

116. Which segmentation divides market into groups based on consumer knowledge, attitude, use or response to a product ?

- (1) Psychographic segmentation
  - (2) Demographic segmentation
  - (3) Behaviouristic segmentation
  - (4) Age and life cycle segmentation
- 

117. Which of the following groups would you consider on priority, when a new product is to be introduced into the market ?

- |                 |               |
|-----------------|---------------|
| (1) Competitors | (2) Consumers |
| (3) Dealers     | (4) Employees |
- 

118. It is a period of slowdown in sales growth because the product has achieved acceptance by most potential buyers.

- |                  |                       |
|------------------|-----------------------|
| (1) Growth       | (2) Decline           |
| (3) Introduction | (4) None of the above |
- 

119. Product Positioning is an act of

- (1) distributing through retailers
  - (2) distributing through wholesalers
  - (3) marketing through internet
  - (4) occupying a distinct image in the customers' mind
- 

120. Marketing myopia refers to

- |                                   |                                    |
|-----------------------------------|------------------------------------|
| (1) Broad perception of marketing | (2) Narrow perception of marketing |
| (3) Scope of marketing            | (4) Functions of marketing         |
- 

121. Wait and Watch Strategy may be followed during the following stage of the life cycle of a product :

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

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**P.T.O.**

122. Select a proper reason for Skimming Price Policy.

- (1) There is greater elasticity of demand
  - (2) To discourage rivals to enter in market
  - (3) At initial stage there is less elastic demand
  - (4) To have stronghold on the marketshare
- 

123. Every Day Low Pricing (EDLP) is a type of

- (1) Probe pricing
  - (2) Trial pricing
  - (3) Value pricing
  - (4) Standard pricing
- 

124. As a producer, you want to distribute your product directly to consumers. What is this strategy called ?

- (1) Direct marketing
  - (2) Indirect marketing
  - (3) Advertising
  - (4) Niche marketing
- 

125. Stagnation of sales takes place during

- (1) Growth stage
  - (2) Decline stage
  - (3) Maturity stage
  - (4) All of the above
- 

126. The last step in relationship marketing is

- (1) To prepare detailed job descriptions for all relationship managers
  - (2) To co-ordinate and review performance of relationship managers
  - (3) To assign relationship manager to serve customer better
  - (4) To remain in touch with customer
- 

127. The CIF Price Quotation used in export marketing means

- (1) Cost, Insurance Premium and Freight
  - (2) Cost Including Premium
  - (3) Cost Including Freight
  - (4) Cost, Interest and Freight
- 

128. A Letter of Credit is obtained by

- (1) An Importer
  - (2) An Exporter
  - (3) An Export House
  - (4) A Clearing Agent
- 

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129. European Union originally consisted of

- |                      |                       |
|----------------------|-----------------------|
| (1) Seven countries  | (2) Six countries     |
| (3) Eleven countries | (4) Fifteen countries |
- 

130. As per the WTO agreement, TRIMs allows

- (1) foreign investment at par with domestic investment
  - (2) exclusive marketing rights in domestic market
  - (3) reduction in tariff duties on marine products
  - (4) None of the above
- 

131. The duty levied by Customs officials on the imported goods based upon the value of goods is called

- |                   |                       |
|-------------------|-----------------------|
| (1) Specific duty | (2) Ad Valorem duty   |
| (3) Octroi        | (4) None of the above |
- 

132. The World Trade Organisation (WTO) started functioning from

- |                                  |                                  |
|----------------------------------|----------------------------------|
| (1) 1 <sup>st</sup> January 1980 | (2) 1 <sup>st</sup> January 1975 |
| (3) 1 <sup>st</sup> January 1995 | (4) 1 <sup>st</sup> January 1990 |
- 

133. The document of "title to goods" exported is called

- |                           |                      |
|---------------------------|----------------------|
| (1) Certificate of Origin | (2) Shipping Bill    |
| (3) Bill of Lading        | (4) Consular Invoice |
- 

134. Which one of the following is *not* a Tariff Barrier ?

- |                    |                           |
|--------------------|---------------------------|
| (1) Octroi duties  | (2) Anti-Dumping duties   |
| (3) Transit duties | (4) Countervailing duties |
- 

135. The Import Export Code Number is issued by

- |                           |               |
|---------------------------|---------------|
| (1) Reserve Bank of India | (2) DGFT      |
| (3) ECGC                  | (4) EXIM Bank |
- 

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136. Environmental Scanning is one of the steps of

- (1) HRD                      (2) Planning                      (3) HRP                      (4) Job design
- 

137. What is the participative performance appraisal method ?

- (1) Human Resource Accounting Method  
(2) Management by Objectives Method  
(3) Behaviourally Anchored Rating Method  
(4) 360 Degree Appraisal
- 

138. A type of interview in which group of people who come together to conduct an interview is

- (1) Formal interview                      (2) Stress interview  
(3) Informal interview                      (4) Panel interview
- 

139. The style of leadership which is flexible and adaptable is

- (1) Democratic    (2) Autocratic                      (3) Intellectual                      (4) Situational
- 

140. The popular method used for redressing the grievances of employees is

- (1) Step Ladder Method                      (2) Field Review Method  
(3) Critical Incident Method                      (4) Checklist Method
- 

141. The process under which a Senior Manager acts as a friend, philosopher and guide to new recruit for his self-development and growth is

- (1) Role playing                      (2) Job analysis  
(3) Team building                      (4) Mentoring
- 

142. Invisible barrier to promotion based on race, community, tribe, nationality, etc. is called as

- (1) Transfer                      (2) Glass ceiling                      (3) Demotion                      (4) Degradation
- 

143. The approach based on non-violence and truth to resolve industrial conflicts is

- (1) Sociological Approach                      (2) Psychological Approach  
(3) Gandhian Approach                      (4) Human Relations Approach
- 

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144. Which method of management training is *not* a part of 'off the job method' ?

- |                  |                        |
|------------------|------------------------|
| (1) Simulation   | (2) Project-assignment |
| (3) Role playing | (4) Case-study         |
- 

145. The Indian Trade Union Act was brought into operation from

- |                               |                               |
|-------------------------------|-------------------------------|
| (1) 1 <sup>st</sup> June 1949 | (2) 1 <sup>st</sup> June 1926 |
| (3) 1 <sup>st</sup> June 1967 | (4) 1 <sup>st</sup> June 1984 |
- 

146. Bargaining between all the trade unions of workers in the same industry through their federal organisation is known as

- |                                  |                             |
|----------------------------------|-----------------------------|
| (1) Multiple Employee Bargaining | (2) Single Plant Bargaining |
| (3) Multiple Plant Bargaining    | (4) Mutual negotiations     |
- 

147. The Industrial Disputes Act 1947 provides

- (1) Two-tier system of adjudication
  - (2) Three-tier system of adjudication
  - (3) Four-tier system of adjudication
  - (4) Five-tier system of adjudication
- 

148. Non-monetary benefits given to employees include

- |             |                    |
|-------------|--------------------|
| (1) Bonus   | (2) Knick-knacks   |
| (3) Pension | (4) Provident Fund |
- 

149. This is to eliminate the risks posed by the operation of machines, by the processors of the manufacture of products and by the structure and layout of plants and equipment.

- |                        |                         |
|------------------------|-------------------------|
| (1) Safety training    | (2) Safety organisation |
| (3) Safety engineering | (4) Safety contests     |
- 

150. An example of a secondary strike is

- |                                   |                                   |
|-----------------------------------|-----------------------------------|
| (1) Listening or cat-call strikes | (2) Token or protest strikes      |
| (3) Sympathy strikes              | (4) Tool-down or pen-down strikes |
- 

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## सूचना - (पृष्ठ 1 वरुन पुढे....)

- (8) प्रश्नपुस्तिकेमध्ये विहित केलेल्या विशिष्ट जागीच कच्चे काम (रफ वर्क) करावे. प्रश्नपुस्तिकेव्यतिरिक्त उत्तरपत्रिकेवर वा इतर कागदावर कच्चे काम केल्यास ते कॉपी करण्याच्या उद्देशाने केले आहे, असे मानले जाईल व त्यानुसार उमेदवारावर शासनाने जारी केलेल्या "परीक्षांमध्ये होणाऱ्या गैरप्रकारांना प्रतिबंध करण्याबाबतचे अधिनियम-82" यातील तरतुदीनुसार कारवाई करण्यात येईल व दोषी व्यक्ती कमाल एक वर्षाच्या कारावासाच्या आणि/किंवा रुपये एक हजार रकमेच्या दंडाच्या शिक्षेस पात्र होईल.
- (9) सदर प्रश्नपत्रिकेसाठी आयोगाने विहित केलेली वेळ संपल्यानंतर उमेदवाराला ही प्रश्नपुस्तिका स्वतः बरोबर परीक्षाकक्षाबाहेर घेऊन जाण्यास परवानगी आहे. मात्र परीक्षा कक्षाबाहेर जाण्यापूर्वी उमेदवाराने आपल्या उत्तरपत्रिकेचा भाग-1 समवेक्षकाकडे न विसरता परत करणे आवश्यक आहे.

## नमुना प्रश्न

Pick out the correct word to fill in the blank :

Q. No. 201. I congratulate you \_\_\_\_\_ your grand success.

- (1) for                      (2) at                      (3) on                      (4) about

ह्या प्रश्नाचे योग्य उत्तर "(3) on" असे आहे. त्यामुळे या प्रश्नाचे उत्तर "(3)" होईल. यास्तव खालीलप्रमाणे प्र.क्र. 201 समोरील उत्तर-क्रमांक "(3)" हे वर्तुळ पूर्णपणे छायांकित करून दाखविणे आवश्यक आहे.

प्रश्न क्र. 201.    ①            ②            ●            ④

अशा पद्धतीने प्रस्तुत प्रश्नपुस्तिकेतील प्रत्येक प्रश्नाचा तुमचा उत्तरक्रमांक हा तुम्हाला स्वतंत्ररीत्या पुरविलेल्या उत्तरपत्रिकेवरील त्या त्या प्रश्नक्रमांकासमोरील संबंधित वर्तुळ पूर्णपणे छायांकित करून दाखवावा. ह्याकरिता फक्त काळ्या शाईचे बॉलपेन वापरावे, पेन्सिल वा शाईचे पेन वापरू नये.

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