

## PAPER-II MANAGEMENT

### Signature and Name of Invigilator

1. (Signature) \_\_\_\_\_  
(Name) \_\_\_\_\_
2. (Signature) \_\_\_\_\_  
(Name) \_\_\_\_\_

OMR Sheet No. : .....  
(To be filled by the Candidate)

Roll No. 

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(In figures as per admission card)

Roll No. \_\_\_\_\_  
(In words)

**D 1 7 1 0**

Time : 1 <sup>1</sup>/<sub>4</sub> hours]

[Maximum Marks : 100

Number of Pages in this Booklet : 12

Number of Questions in this Booklet : 50

### Instructions for the Candidates

- Write your roll number in the space provided on the top of this page.
- This paper consists of fifty multiple-choice type of questions.
- At the commencement of examination, the question booklet will be given to you. In the first 5 minutes, you are requested to open the booklet and compulsorily examine it as below :
  - 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 and do not accept an open booklet.
  - Tally the number of pages and number of questions in the booklet with the information printed on the cover page. Faulty booklets due to pages/questions missing or duplicate or not in serial order or any other discrepancy should be got replaced immediately by a correct booklet from the invigilator within the period of 5 minutes. Afterwards, neither the Question Booklet will be replaced nor any extra time will be given.**
  - After this verification is over, the OMR Sheet Number should be entered on this Test Booklet.
- Each item has four alternative responses marked (A), (B), (C) and (D). You have to darken the oval as indicated below on the correct response against each item.

**Example :**

(A)	(B)	(C)	(D)
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where (C) is the correct response.
- Your responses to the items are to be indicated in the **Answer Sheet given inside the Paper I Booklet only**. If you mark at any place other than in the ovals in the Answer Sheet, it will not be evaluated.
- Read instructions given inside carefully.
- Rough Work is to be done in the end of this booklet.
- If you write your name or put any mark on any part of the test booklet, except for the space allotted for the relevant entries, which may disclose your identity, you will render yourself liable to disqualification.
- You have to return the test question booklet and OMR Answer sheet to the invigilators at the end of the examination compulsorily and must not carry it with you outside the Examination Hall.
- Use only Blue/Black Ball point pen.
- Use of any calculator or log table etc., is prohibited.
- There is no negative marks for incorrect answers.

### परीक्षार्थियों के लिए निर्देश

- पहले पृष्ठ के ऊपर नियत स्थान पर अपना रोल नम्बर लिखिए ।
- इस प्रश्न-पत्र में पचास बहुविकल्पीय प्रश्न हैं ।
- परीक्षा प्रारम्भ होने पर, प्रश्न-पुस्तिका आपको दे दी जायेगी । पहले पाँच मिनट आपको प्रश्न-पुस्तिका खोलने तथा उसकी निम्नलिखित जाँच के लिए दिये जायेंगे, जिसकी जाँच आपको अवश्य करनी है :
  - प्रश्न-पुस्तिका खोलने के लिए उसके कवर पेज पर लगी कागज की सील को फाड़ लें । खुली हुई या बिना स्टीकर-सील की पुस्तिका स्वीकार न करें ।
  - कवर पृष्ठ पर छपे निर्देशानुसार प्रश्न-पुस्तिका के पृष्ठ तथा प्रश्नों की संख्या को अच्छी तरह चैक कर लें कि ये पूरे हैं । दोषपूर्ण पुस्तिका जिनमें पृष्ठ/प्रश्न कम हों या दुबारा आ गये हों या सीरियल में न हों अर्थात् किसी भी प्रकार की त्रुटिपूर्ण पुस्तिका स्वीकार न करें तथा उसी समय उसे लौटाकर उसके स्थान पर दूसरी सही प्रश्न-पुस्तिका ले लें । इसके लिए आपको पाँच मिनट दिये जायेंगे । उसके बाद न तो आपकी प्रश्न-पुस्तिका वापस ली जायेगी और न ही आपको अतिरिक्त समय दिया जायेगा ।
  - इस जाँच के बाद OMR पत्रक की क्रम संख्या इस प्रश्न-पुस्तिका पर अंकित कर दें ।
- प्रत्येक प्रश्न के लिए चार उत्तर विकल्प (A), (B), (C) तथा (D) दिये गये हैं । आपको सही उत्तर के दीर्घवृत्त को पेन से भरकर काला करना है जैसा कि नीचे दिखाया गया है ।

उदाहरण : 

(A)	(B)	(C)	(D)
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जबकि (C) सही उत्तर है ।
- प्रश्नों के उत्तर केवल प्रश्न पत्र I के अन्दर दिये गये उत्तर-पत्रक पर ही अंकित करने हैं । यदि आप उत्तर पत्रक पर दिये गये दीर्घवृत्त के अलावा किसी अन्य स्थान पर उत्तर चिह्नानंकित करते हैं, तो उसका मूल्यांकन नहीं होगा ।
- अन्दर दिये गये निर्देशों को ध्यानपूर्वक पढ़ें ।
- कच्चा काम (Rough Work) इस पुस्तिका के अन्तिम पृष्ठ पर करें ।
- यदि आप उत्तर-पुस्तिका पर अपना नाम या ऐसा कोई भी निशान जिससे आपकी पहचान हो सके, किसी भी भाग पर दर्शाते या अंकित करते हैं तो परीक्षा के लिये अयोग्य घोषित कर दिये जायेंगे ।
- आपको परीक्षा समाप्त होने पर प्रश्न-पुस्तिका एवं OMR उत्तर-पत्रक निरीक्षक महोदय को लौटाना आवश्यक है और परीक्षा समाप्ति के बाद उसे अपने साथ परीक्षा भवन से बाहर न लेकर जायें ।
- केवल नीले/काले बाल प्वाइंट पेन का ही इस्तेमाल करें ।
- किसी भी प्रकार का संगणक (कैलकुलेटर) या लाग टेबल आदि का प्रयोग वर्जित है ।
- गलत उत्तरों के लिए कोई अंक काटे नहीं जाएँगे ।

**MANAGEMENT**  
**Paper – II**

**Note :** This paper contains **fifty (50)** objective type questions, each question carrying **two (2)** marks. Attempt **all** the questions.

1. Under perfect competition in the long run
  - (A) All firms earn normal profits
  - (B) Few firms earn super normal profits
  - (C) All firms are at break even
  - (D) None of the above
2. National Income at market prices is equal to
  - (A) Gross national product at market prices
  - (B) Gross domestic product at market prices
  - (C) Net national product at factor cost
  - (D) None of the above
3. If there is a single buyer, it is called
  - (A) Monopoly
  - (B) Oligopoly
  - (C) Monopsony
  - (D) None of the above
4. Under which of the following method the time value of money is not considered ?
  - (A) Net present value method
  - (B) Internal rate of return method
  - (C) Pay back period method
  - (D) All of the above
5. A firm is having increasing returns to scale means
  - (A) It is having increasing costs.
  - (B) It is having constant costs.
  - (C) It is having decreasing costs.
  - (D) None of the above
6. Production can be measured in terms of which of the following ?
  - (A) Total productivity
  - (B) Marginal productivity
  - (C) Average productivity
  - (D) All of the above
7. Which of the following is an objective of human resource management ?
  - (A) Productivity
  - (B) Quality of work life
  - (C) Organisational change
  - (D) All the above
8. Motivation implies that the employees in an organisation
  - (A) Exert more effort to accomplish the desired goals of the organisation.
  - (B) Exert more effort to accomplish the individual goals.
  - (C) Exert more effort to accomplish the common goals of employees.
  - (D) Exert more effort to accomplish the desired goals of the employer, employees and the Government.
9. Communication can be
  - (A) Oral
  - (B) Written
  - (C) Oral and Written
  - (D) None of the above

10. Which of the following is not considered as a leadership style ?
- (A) Task oriented leadership style.  
 (B) Society oriented leadership style.  
 (C) Employee oriented leadership style.  
 (D) Autocratic leadership style
11. Which of the following method has not been given a statutory form in India ?
- (A) Conciliation  
 (B) Mediation  
 (C) Voluntary Arbitration  
 (D) Adjudication
12. What are the operative functions of HRM ?
- (A) Organising  
 (B) Directing  
 (C) Controlling  
 (D) All of the above
13. Which one is not a performance appraisal method ?
- (A) 360° performance appraisal  
 (B) Balanced score card  
 (C) Rank method  
 (D) Interview method
14. Selection of persons in an organisation is the responsibility of
- (A) Security Dept.  
 (B) Personnel Dept.  
 (C) Trade Unions  
 (D) Canteen Dept.
15. Labour Welfare facilities were incorporated in which legislation ?
- (A) MRTP Act  
 (B) Essential Commodities Act  
 (C) Consumer Protection Act  
 (D) Factories Act
16. Job analysis involves
- (A) Job description and job specification  
 (B) Job order and job description  
 (C) Job specification and job order  
 (D) Job satisfaction and job description
17. Which one of the following represents number of years required to recover the initial investment ?
- (A) Accounting rate of return  
 (B) Pay back period  
 (C) Internal rate of return  
 (D) Net present value
18. Other things being equal, stocks which are highly liquid command
- (A) Higher dividend payout ratio  
 (B) Lower dividend payout ratio  
 (C) Higher P/E multiples  
 (D) Lower P/E multiples
19. Weighted Average Cost of Capital may contain
- I. Cost of Equity  
 II. Cost of Debt  
 III. Cost of goods purchased  
 IV. Cost of initial investment
- Find the correct combination according to the code :
- (A) I, II & III are correct.  
 (B) II, III & IV are correct.  
 (C) III & IV are correct.  
 (D) I & II are correct

20. Long term sources of finance may contain  
 I. Retained earnings  
 II. Inter corporate deposits  
 III. Debentures  
 IV. Preference share capital  
 Find the correct combination according to the code :
- (A) I, III & IV are correct  
 (B) II, III & IV are correct  
 (C) II & III are correct  
 (D) II & IV are correct
21. When a firm proposes to acquire another firm, the merger proposal may be viewed as a  
 (A) Working capital management proposal  
 (B) Capital budgeting proposal  
 (C) Financing decision  
 (D) Dividend decision
22. Which of the following is not the element of promotion-mix ?  
 (A) Advertising  
 (B) Place  
 (C) Personal selling  
 (D) Publicity
23. Which of the following is in correct order ?  
 (A) Product, Place, Promotion and Price  
 (B) Product, Promotion, Place and Price  
 (C) Product, Price, Promotion and Place  
 (D) Product, Price, Place and Promotion
24. Which of the demographic variables is not used by marketers for demographic segmentation ?  
 (A) Gender (B) Age  
 (C) Occupation (D) Poverty
25. At which stage of the new product development, the launching of new product will take place  
 (A) Business Analysis  
 (B) Test Marketing  
 (C) Commercialization  
 (D) Marketing strategy Development
26. If a company uses its company name for its entire range of products offered, then it is called  
 (A) Private branding  
 (B) Corporate branding  
 (C) Product-line branding  
 (D) Specific product branding
27. One-level channel of distribution consists of  
 (A) Producer – consumer  
 (B) Producer – dealer – consumer  
 (C) Producer – dealer – retailer – consumer  
 (D) Producer – dealer – wholesaler – retailer – consumer
28. The primary role of a production manager is  
 (A) To meet the production target and delivery schedule  
 (B) To produce goods/services of right quality  
 (C) To produce goods/services by right quantity at the predetermined time  
 (D) All of the above
29. Fixed Position Layout is used when  
 (A) the operation requires heavy tools and equipments.  
 (B) the operation requires only hand tools and simple equipments.  
 (C) the continuity of production process is to be maintained.  
 (D) none of the above

30. Critical Path Method (CPM) is concerned with estimation of  
 (A) Optimistic time  
 (B) Production lead time  
 (C) Pessimistic time  
 (D) None of the above
31. In a normal distribution, mean ( $m$ )  $\pm 3\sigma$  (3 standard deviation) limits contains approximately  
 (A) 99.73% of the observations  
 (B) 99.27% of the observations  
 (C) 96% of the observations  
 (D) 95% of the observations
32. Firms choose a focus strategy to serve the needs of which of the following ?  
 (A) Buyers group  
 (B) Different-segment of a product line  
 (C) Different geographical market  
 (D) All of the above
33. Which of the following is not the component of work study ?  
 (A) Work measurement  
 (B) Case study  
 (C) Time study  
 (D) Motion study
34. Half percent of the letters mailed in a city have incorrect addresses. Out of 200 such letters mailed in a day, the probability of finding at most 3 incorrect addresses is  
 (A)  $\frac{3e}{8}$  (B)  $\frac{8}{3}e^{-1}$   
 (C)  $\frac{1}{6}e^{-1}$  (D)  $\frac{5}{2}e^{-1}$
35. If X is a random variable normally distributed with mean  $\mu$  and variance  $\sigma^2$ , then the mean deviation about mean is given by  
 (A)  $\frac{1}{\sqrt{2\pi}}$  (B)  $\sqrt{\frac{2}{\pi}}$   
 (C)  $\frac{\sigma}{\sqrt{2\pi}}$  (D)  $\sqrt{2}\sigma$
36. The level of significance is the probability of committing  
 (A) type I error  
 (B) type II error  
 (C) standard error  
 (D) probable error
37. Which of the following tests is used to test a hypothesis about the mean of a univariate normal distribution with unknown variance ?  
 (A) Normal test  
 (B) Student's test  
 (C) Paired t-test  
 (D) Chi-square test
38. Mean and variance of Binomial Distribution are  
 (A)  $m$  and  $\sigma^2$  (B)  $m$  and  $nq$   
 (C)  $m$  and  $np$  (D)  $np$  and  $npq$   
 (Where the terms have usual statistical meaning)
39. Which of the following is the characteristic of a strategic business unit ?  
 (A) It serves a homogenous set of markets.  
 (B) It serves a unique set of products.  
 (C) It owns responsibility for its own profitability.  
 (D) All of the above.

40. Which one of the following is not a generic strategy ?  
 (A) Cost Leadership  
 (B) Product Differentiation  
 (C) Cost focus  
 (D) Group focus
41. A retrenchment strategy is designed to reduce  
 (A) technical losses  
 (B) financial losses  
 (C) the scale and scope of the business operation  
 (D) all of the above
42. World Trade Organisation provides  
 (A) Rule based multilateral trading system.  
 (B) Equity and social justice to the people.  
 (C) Rule based regional trading system  
 (D) All of the above
43. Sick enterprise is referred to  
 (A) CII (B) RBI  
 (C) SIDBI (D) BIFR
44. Ethical values are derived from  
 (A) Corporate philosophy  
 (B) Organisational culture  
 (C) Corporate objectives  
 (D) The religious books
45. Which of the following is not related to business ethics ?  
 (A) Social responsibility of business  
 (B) Environmental ethics  
 (C) Ecological consciousness  
 (D) Profiteering
46. Which of the following is the cause of sickness of an enterprise ?  
 (A) Lack of adequate capital  
 (B) Lack of demand for the products  
 (C) Lack of raw material  
 (D) All of the above
47. Value driven companies are  
 (A) sure to be successful in the long run.  
 (B) sure to be unsuccessful as they are not maximising profits.  
 (C) sure to become charitable institutions.  
 (D) none of the above
48. Which of the following is not a tool of corporate governance ?  
 (A) Preparation of financial statements  
 (B) Appointment of independent directors.  
 (C) Compulsory audit of financial statements.  
 (D) Time bound promotion of employees.
49. Which of the following is not the social responsibility of the business ?  
 (A) Promotion of Markets  
 (B) Promotion of Green Environment  
 (C) Promotion of Education  
 (D) Promotion of Public Health
50. The Business Code of Conduct provides guidance to managers and employees  
 (A) when they encounter an ethical dilemma.  
 (B) for improving their technical skills.  
 (C) for pursuing their business goals.  
 (D) All of the above