

URG-MGT-6001
Management

A	Answer Key	B	Answer Key	C	Answer Key	D	Answer Key
1	A	1	B	1	A	1	D
2	C	2	D	2	B	2	B
3	B	3	A	3	B	3	D
4	D	4	A	4	B	4	B
5	A	5	B	5	C	5	B
6	C	6	C	6	A	6	B
7	C	7	C	7	C	7	D
8	A	8	C	8	C	8	A
9	C	9	A	9	C	9	A
10	B	10	B	10	B	10	B
11	A	11	A	11	B	11	D
12	C	12	A	12	C	12	A
13	B	13	B	13	B	13	D
14	D	14	B	14	D	14	B
15	A	15	B	15	B	15	A
16	A	16	C	16	D	16	C
17	B	17	A	17	B	17	B
18	C	18	C	18	B	18	D
19	C	19	C	19	B	19	A
20	C	20	C	20	D	20	C
21	A	21	B	21	A	21	C
22	B	22	B	22	A	22	A
23	A	23	C	23	B	23	C
24	A	24	B	24	D	24	B
25	B	25	D	25	A	25	A
26	B	26	B	26	D	26	C
27	B	27	D	27	B	27	B
28	C	28	B	28	A	28	D
29	A	29	B	29	C	29	A
30	C	30	B	30	B	30	A
31	C	31	D	31	D	31	B
32	C	32	A	32	A	32	C
33	B	33	A	33	C	33	C
34	B	34	B	34	C	34	C
35	C	35	D	35	A	35	A
36	B	36	A	36	C	36	B
37	D	37	D	37	B	37	A
38	B	38	B	38	A	38	A
39	D	39	A	39	C	39	B

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40	B	40	C	40	B	40	B
41	B	41	B	41	D	41	B
42	B	42	D	42	A	42	C
43	D	43	A	43	A	43	A
44	A	44	C	44	B	44	C
45	A	45	C	45	C	45	C
46	B	46	A	46	C	46	C
47	D	47	C	47	C	47	B
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MANAGEMENT

1. **Assertion (A)** : Coordinating is the essence of management.

Reason (R) : Coordinating integrates group efforts and ensures unity of action.

Choose the correct answer from the options given below :

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

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2. The monopoly involves a social cost mainly due to its emphasis on which of the following ?

(A) Attempting to stall entry of other firms in the market

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3. Corporate social responsibility is the continuing commitment by business to behave ethically and contribute to :

- (a) Political awareness, social security and inclusion
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Choose the correct answer from the options given below :

- (A) (a), (b) and (c) only
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4. Match the items of List I with items of List II :

List I

- (a) Income elasticity less than unity
- (b) Cross elasticity less than unity
- (c) Cross elasticity less than zero
- (d) Income elasticity less than zero

List II

- (i) Competitive Goods
- (ii) Inferior Goods
- (iii) Superior Goods
- (iv) Complementary Goods

Codes :

- (A) (a)–(iv), (b)–(iii), (c)–(i), (d)–(ii)
- (B) (a)–(i), (b)–(ii), (c)–(iii), (d)–(iv)
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5. Match List I with List II :

List I	List II
A. Sales Executive	I. Top-middle Management
B. Branch Manager	II. Middle Management
C. Foreman	III. Lower Management
D. Production Manager	IV. Operating Force

Choose the correct answer from the options given below :

- (A) A–IV, B–II, C–III, D–I
- (B) A–II, B–III, C–IV, D–I
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6. According to Kurt Lewin, the stages of organizational change are :
- (A) Freeze – Refreeze – Unfreeze
- (B) Plan – Do – Check – Act
- (C) Unfreeze – Change – Refreeze
- (D) Form – Storm – Norm – Perform

7. In which of the following Leadership theory in manager shares decision-making with his colleagues and asks for their opinion ?
- (A) Shared Leadership
 - (B) Autocratic leadership
 - (C) Participative leadership
 - (D) Consultative Leadership
8. The popular statement – “if you have a hammer, everything looks like a nail” is given by :
- (A) A.H. Maslow (Hierarchy of Needs)
 - (B) Henry Fayol (Industrial and General Administration)
 - (C) F.W. Taylor (Scientific Management)
 - (D) Fredrick Herzberg (Hygiene Theory)
9. What is the procedures to identify the content of a job in terms of activities involved and attributes or job requirements needed to perform the activities called ?
- (A) Job Design
 - (B) Job Specification
 - (C) Job Analysis
 - (D) Job Identification

10. Functional Leadership Theory is associated with :

- (A) Alford and Beatty
- (B) Hackman and Walton and McGrath
- (C) Bernard and Ordway Tead
- (D) Koontz and O'Donnell

11. Which of the following terms means the tendency of a supervisor to rate a subordinate lower than his performance ?

- (A) Horns Effect
- (B) Central Tendency
- (C) Halo Effect
- (D) Pointing Tendency

12. The golden book of management was written by :

- (A) Mary Parker Follett
- (B) George Elton Mayo
- (C) Lyndall Urwick
- (D) Robert Owen

13. The correct order of Tuckman's stages of group development is :
- (A) Norming – Forming – Storming – Performing
 - (B) Forming – Storming – Norming – Performing
 - (C) Storming – Forming – Performing – Norming
 - (D) Performing – Norming – Storming – Forming
14. Which of the following types of authorities are found in most organisations ?
- (1) Division authority
 - (2) Line authority
 - (3) Staff authority
 - (4) Functional authority
- (A) (1) and (2) only
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- P.T.O.**

- 20.** Cross-over rate is :
- (A) The cost of capital used in IRR
 - (B) $NPV = 0$
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 - (D) The average of two IRRs
- 21.** The value of a security is the present value of all future cash flows associated with it over the specified period. This is known as :
- (A) The Basic Valuation Model
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- 22.** It is given that net assets available to equity shareholders amount to Rs. 90,000. The share capital consists of 10,000 equity shares of Rs. 5 each on which Rs. 2 per share are paid. The intrinsic value per equity share is :
- (A) Rs. 11
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- 23.** According to the Capital Asset Pricing Model (CAPM), the expected return on a security is equal to :
- (A) $\text{Risk-free rate} + \text{Beta} \times (\text{Market return} - \text{Risk-free rate})$
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24. From the following compute the beta of Security X. $\sigma_X = 12\%$; $\sigma_M = 9\%$;

$$r(X, M) = 0.72 :$$

- (A) 0.96
- (B) 0.69
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25. Who is called the Father of Strategic Management ?

- (A) Chandler
- (B) Igor Ansoff
- (C) Michael Porter
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32. A firm that produces highly substitute goods can adopt which one of the following pricing strategies ?
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Statement 1 : The geometric mean of the two regression coefficients of X and Y variables gives the value of the coefficient of correlation.

Statement 2 : If the population distribution is not normal and a sampling distribution of mean is prepared by taking small sized samples, the sampling distribution of mean is not normal.

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45. **Assertion (A)** : The government of India has been opening up domestic market to foreign players in baby steps.
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12. Which of the following statements is *false* ?

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- (C) Regression coefficients is independent of both the origin and the scale.
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13. Choose the correct code :

Statement 1 : The geometric mean of the two regression coefficients of X and Y variables gives the value of the coefficient of correlation.

Statement 2 : If the population distribution is not normal and a sampling distribution of mean is prepared by taking small sized samples, the sampling distribution of mean is not normal.

Codes :

- (A) Statement 1 is correct but 2 is incorrect
- (B) Both the statements 1 and 2 are correct
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List I

- (a) Income elasticity less than unity
- (b) Cross elasticity less than unity
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List II

- (i) Competitive Goods
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- (D) Correlation coefficient is the square root of two regression coefficients.

50. Choose the correct code :

Statement 1 : The geometric mean of the two regression coefficients of X and Y variables gives the value of the coefficient of correlation.

Statement 2 : If the population distribution is not normal and a sampling distribution of mean is prepared by taking small sized samples, the sampling distribution of mean is not normal.

Codes :

- (A) Statement 1 is correct but 2 is incorrect
- (B) Both the statements 1 and 2 are correct
- (C) Both the statements 1 and 2 are incorrect
- (D) Statement 2 is correct but 1 is incorrect