

### Answer Key: Assistant Professor (Management)

Q No	Key
1	B
2	C
3	A
4	D
5	A
6	C
7	A
8	B
9	D
10	B
11	A
12	A
13	B
14	B
15	B
16	B
17	D
18	A
19	A
20	D
21	A
22	A
23	A
24	A
25	D

Q No	Key
26	B
27	B
28	D
29	A
30	D
31	B
32	B
33	A
34	B
35	A
36	C
37	C
38	D
39	A
40	A
41	B
42	C
43	A
44	C
45	A
46	B
47	B
48	D
49	C
50	A

Test Booklet

Series

**A**

Test Booklet No.

**Test Booklet for the Post of  
Assistant Professor Management**

Name of Applicant ..... Answer Sheet No. ....

Applicant ID/Roll No. : ..... Signature of Applicant : .....

Date of Examination: ..... Signature of the Invigilator(s)  
1. ....

Time of Examination : ..... 2. ....

**Duration : 1 Hour]**

**[Maximum Marks : 50**

**IMPORTANT INSTRUCTIONS**

- (i) The question paper is in the form of Test-Booklet containing **50 (Fifty)** questions. All questions are compulsory. Each question carries four answers marked (A), (B), (C) and (D), out of which only one is correct. Choose the correct option or the most appropriate option.
- (ii) On receipt of the Test-Booklet (Question Paper), the candidate should immediately check it and ensure that it contains all the pages, i.e., **50** questions. Discrepancy, if any, should be reported by the candidate to the invigilator immediately after receiving the Test-Booklet.
- (iii) A separate Answer-Sheet is provided with the Test-Booklet/Question Paper. On this sheet there are **50** rows containing four circles each. One row pertains to one question.
- (iv) The candidate should write his/her Application ID/Roll number at the places provided on the cover page of the Test-Booklet/Question Paper and on the Answer-Sheet and **NOWHERE ELSE**.
- (v) No second Test-Booklet/Question Paper and Answer-Sheet will be given to a candidate. The candidates are advised to be careful in handling it and writing the answer on the Answer-Sheet.
- (vi) For every correct answer of the question **One (1) mark will be awarded**. There will be negative marking and 1/4 (0.25) mark will be deducted for every incorrect answer.
- (vii) Marking shall be done only on the basis of answers responded on the Answer-Sheet.
- (viii) To mark the answer on the Answer-Sheet, candidate should **darken** the appropriate circle in the row of each question with Blue or Black pen.
- (ix) For each question only **one** circle should be **darkened** as a mark of the answer adopted by the candidate. If more than one circle for the question are found darkened or with one black circle any other circle carries any mark, the answer will be treated as incorrect.
- (x) The candidates should not remove any paper from the Test-Booklet/Question Paper. Attempting to remove any paper shall be liable to be punished for use of unfair means.
- (xi) Rough work may be done on the blank space provided in the Test-Booklet/Question Paper only.
- (xii) *Mobile phones (even in Switch-off mode) and such other communication/programmable devices are not allowed inside the examination hall.*
- (xiii) No candidate shall be permitted to leave the examination hall before the expiry of the time.

**DO NOT OPEN THIS QUESTION BOOKLET UNTIL ASKED TO DO SO.**

Management

[P.T.O.



1. Which of the following oligopoly firms' architectural framework is often describes as first mover advantage model?
 

(A) The Cournot Model	(B) The Stackelberg Model
(C) The Bertrand Model	(D) The Kinked demand curve model
  
2. What is paradigm?
 

(A) A theoretical Assumption	(B) An illustration
(C) An example serving as a model	(D) A theoretical model
  
3. Personality tests are given to measure a prospective employee's motivation to function in a working environment. There are various tests designed to assess a candidate's personality. Name the test which measures the self-sufficiency, neurotic tendency, sociability, introversion and extroversion, locus of control and self-confidence.
 

(A) The Bernreuter Personality Inventory	(B) The Thematic Apperception Test
(C) The Thurstone Temperament Survey	(D) Minnesota Multiphasic Personality Test
  
4. Which one of the following means a mandatory settlement of an individual dispute by a labour court or a tribunal?
 

(A) Collective bargaining	(B) Arbitration
(C) Conciliation	(D) Adjudication
  
5. As a regulatory norm in India, a listed company in ordinary course is required to report quarterly results within how many days of the end of the quarters?
 

(A) 45	(B) 15
(C) 30	(D) 90
  
6. Given the interest rate on one-year loan is 14.5 % and inflation is expected to be 6.5% in India. What should be the interest rate on one-year maturity loan in Thailand when expected inflation rate is 8.5%?
 

(A) 18.35%	(B) 14.65%
(C) 16.65%	(D) 16.35%
  
7. Which one the following describes the relationship between market value of a firm's securities and replacement cost of its physical assets?
 

(A) Tobin's q-ratio	(B) Residual analysis
(C) Retention ratio	(D) Book to price ratio

8. In Porter's Generic Strategies Model, a focus strategy involves
- (A) Selling a limited range of products.
  - (B) Selling to a narrow customers segment.
  - (C) Selling simple products that are cheap to produce.
  - (D) Selling simple products that are cheap to produce.
9. Complex buying behaviour is characterised by:
- (A) Products are of low risks, but the involvement level is high.
  - (B) When the level of involvement is high and the significant difference the brand is low.
  - (C) When the level of involvement is low and significant difference among the brand is high.
  - (D) When the level of involvement is high and significant difference among the brand is high.
10. A brand extension strategy refers to
- (A) Extending existing brand names to forms of an existing product strategy.
  - (B) Extending an existing brand name to a new or modified product in a new category.
  - (C) Coming out with different brands in a given product category.
  - (D) All the above
11. Award under the Industrial Dispute Act, 1947 is
- (a) Interim determination of Labour Court.
  - (b) Not an arbitration award under section 10 A
  - (c) Final determination of Labour Court
  - (d) Not final determination of Labour Court
- Choose the most appropriate answer from the options given below:
- (A) (a) and (c) only
  - (B) (a) and (b) only
  - (C) (a), (b) and (c) only
  - (D) (b) and (d) only
12. Which of the following cause conflicting ranking of an investment opportunity under NPV and IRR criteria?
- (a) Cash flow disparity
  - (b) Investment size dispute
  - (c) Investment life disparity
  - (d) Product life cycle disparity
- Choose the most appropriate answer from the option given below:
- (A) (a), (b) and (c) only
  - (B) (b), (c) and (d) only
  - (C) (a), (c) and (d) only
  - (D) (a), (b) and (d) only

13. Based on asymmetric information, managers prefer to finance firm's capital structure in which orders are postulated in the pecking order theory?

- (a) Retained earnings and internal sources
- (b) External debt financing
- (c) Hybrid security and convertible bonds
- (d) New issues of equity share

Choose the correct order from the options given below:

- (A) (a), (d), (c) and (b)
- (B) (a), (b), (c) and (d)
- (C) (b), (c), (a) and (d)
- (D) (c), (d), (a) and (b)

14. According to the Ansoff Product Market Expansion Grid, intensification can be achieved through three distinct strategies. Identify them out of the following:

- (a) Market attractiveness
- (b) Market penetration
- (c) Market development
- (d) Product development

Choose the correct answer from the option given below:

- (A) (a), (b) and (c) only
- (B) (b), (c) and (d) only
- (C) (a), (b) and (d) only
- (D) (a), (c) and (d) only

15. At the time of exporting goods from India, what documents are to be filed for custom clearance of goods?

- (a) Shipping bill
- (b) Airway bill
- (c) Invoice (Commercial Invoice)
- (d) Packing list
- (e) Marine insurance policy

Choose the correct answer from the options given below:

- (A) (a), (c), (d) only
- (B) (a), (b), (c), (d) only
- (C) (a), (c), (d), (e) only
- (D) (a), (c), (e) only

16. Match List-I and List-II.

<b>List-I</b>		<b>List-II</b>	
(a) Consumer clinics	(i)	A consumer shop in a store simulated on the computer screen by touching product image on the screen and purchasing it by touching the picture of a shopping cart.	
(b) Market experiments	(ii)	It is the stimulation of consumer behaviour using computer models based on the theory of complexity to assess the impact of managerial decisions.	
(c) Virtual shopping	(iii)	These are conducted in the actual marketplace with similar socio-economic characteristics to record consumer responses consequent to given changes in the demand determinants.	
(d) Virtual management	(iv)	These are laboratory experiments in which the participations are given a sum of money and asked to spend it in a simulated store to see how they react to changes.	

Choose the correct answer from the options given below :

- |  |  |
|--|--|
| (A) (a)-(ii), (b)-(iii), (c)-(i), (d)-(iv) | (B) (a)-(iv), (b)-(iii), (c)-(i), (d)-(ii) |
| (C) (a)-(iii), (b)-(i), (c)-(ii), (d)-(iv) | (D) (a)-(iv), (b)-(iii), (c)-(ii), (d)-(i) |

17. Match List I and List II

<b>List-I</b>	<b>List-II</b>
(a) Labour welfare is a desirable state of existence comprehending physical, mental, moral and emotional health or well being	(i) Relative concept
(b) In planning for welfare, the individual alone should not be taken into consideration	(ii) Positive concept
(c) Welfare work differs over time and place	(iii) Social concept
(d) Welfare connotes at least minimum desirable conditions of existence biologically and socially determined.	(iv) Total concept

Choose the correct answer from the options given below:

- |  |  |
|--|--|
| (A) (a)-(ii), (b)-(iv), (c)-(iii), (d)-(i) | (B) (a)-(iii), (b)-(ii), (c)-(i), (d)-(iv) |
| (C) (a)-(iv), (b)-(i), (c)-(ii), (d)-(iii) | (D) (a)-(iv), (b)-(iii), (c)-(i), (d)-(ii) |

18. Match List-I and List-II

<b>List-I</b>	<b>List-II</b>
(a) Value creation	(i) Time value of money
(b) Value protection	(ii) Options and future
(c) Asset pricing	(iii) Mergers and acquisitions
(d) Price discovery	(iv) CAPM and APT

Choose the correct answer from the option given below :

- (A) (a)-(iii), (b)-(i), (c)-(iv), (d)-(ii)      (B) (a)-(ii), (b)-(iv), (c)-(i), (d)-(ii)  
(C) (a)-(i), (b)-(ii), (c)-(iii), (d)-(iv)      (D) (a)-(iv), (b)-(ii), (c)-(iii), (d)-(i)

19. Arrange in sequence the following steps in construction of the optimum portfolio as per the Sharpe Single Index Model

- (a) Ranking of investment opportunity  
(b) Determining investment wages  
(c) Identification of invest opportunity  
(d) Ascertaining the cut-off point  
(e) Allocation and commitment of final resources

Choose the correct sequence from the options given below:

- (A) (c), (a), (d), (b), (e)      (B) (a), (b), (c), (d), (e)  
(C) (c), (b), (a), (d), (e)      (D) (c), (d), (a), (b), (e)

20. Choose the correct set of options in defining the process of 'Six Sigma' in strategy implementation

- (a) Define  
(b) Measure  
(c) Establish  
(d) Improve  
(e) Analyse

Choose the correct answer from the options given below :

- (A) (c)-(d)-(b)-(e)-(a)      (B) (d)-(b)-(a)-(e)-(c)  
(C) (e)-(d)-(b)-(a)-(c)      (D) (a)-(b)-(e)-(d)-(c)



21. Given below are two statements one is labelled as Assertion A and the other is labelled as reason R

**Assertion A :** Investors around the world are demanding socially and environmentally conscious options in equities, bonds, ETF or hedge funds.

**Reason R :** Climate change and environment has become “defining factors in companies’ long-term process in significant reallocation of capital as shortage of clean water and air has become existential questions.

In the light of the above statement, choose the correct answer from the options given below.

- (A) Both A and R are true, and R is correct explanation of A
- (B) Both A and R are true, and R is not correct explanation of A
- (C) A is true but R is false.
- (D) A is False but R is true.

22. For the following two statements of Assertion (A) and Reasoning (R), indicate the correct code :

**Assertion (A) :** Ridge Lines in isoquat map set the limits for the positive productivities of the respective inputs used in the production process.

**Reasoning (R) :** Isoquants will slope positively if the use of an input is increased beyond the limit set by the ridge lines.

**Code :**

- (A) Both (A) and (R) are correct and (R) is correct explanation of (A)
  - (B) Both (A) and (R) are correct but (R) is not correct explanation of (A)
  - (C) (A) is correct but (R) is not correct
  - (D) (A) is not correct but (R) is correct
23. When an individual is motivated to approach two or more positive but mutually exclusive goals, he is facing which one type of the following conflicts ?
- (A) Approach - Approach Conflict
  - (B) Approach - Avoidance Conflict
  - (C) Avoidance - Avoidance Conflict
  - (D) Person -Role Conflict
24. ‘Contact Hypothesis’ is based on the belief that :
- (A) the more we interact with someone, the less prejudiced or perceptually biased we will be against that person
  - (B) familiarity breeds contempt
  - (C) contact among group members leads to conflict
  - (D) mutual discussion leads to reframing of problems

25. Which of the following are tripartite bodies ?

- (a) Indian Labour Conference
- (b) Standing Labour Committee
- (c) State Level Advisory Boards

**Code :**

- (A) Both (a) and (b)
- (B) Both (a) and (c)
- (C) Both (b) and (c)
- (D) (a), (b) and (c)

26. **Assertion (A) :** Marketers are increasingly asked to justify their investments in financial and profitability terms and rarely in terms of building the brand and customer base.

**Reasoning (R) :** Organizations recognize that little of their market value comes from intangible assets.

**Code :**

- (A) Both (A) and (R) are correct.
- (B) Both (A) and (R) are incorrect.
- (C) (A) is correct and (R) is the right explanation of (A).
- (D) (A) is correct but (R) is not the right explanation of (A).

27. While obtaining the optimal solution to the linear programming problem, by using graphical method, which one of the following is contradictory to the essential requirements ?

- (A) Collection of all feasible solutions entails the use of a convex set
- (B) There are infinite number of basic feasible solutions within the solution space
- (C) In the convex set of the feasible solutions, atleast one of the extreme points gives an optimal solution
- (D) The value of the objective function will be the same for all convex combinations of the extreme points if such points are more than one in the feasible solution space

28. **Statement - I :** When a null hypothesis is true but as per the hypothesis-testing, it is rejected; it is known as Type II error in hypothesis-testing.

**Statement - II :** For testing the significance of the differences among the performance of more than two sample groups when the data are non-parametric, Kruskal-Wallis (H) test is appropriate.

**Code :**

- (A) Both the statements are correct
- (B) Both the statements are incorrect
- (C) Statement - I is correct while Statement - II is incorrect
- (D) Statement - I is incorrect while Statement - II is correct

29. Which one among the following is not a correct statement ?

- (A) ANZ Grindlays merged with American Express Bank to emerge competitively
- (B) Apple computers uses differentiation competitive strategy to emphasize innovative product
- (C) Operating strategies are implemented at departmental level
- (D) Corporate strategy describes a company's overall direction towards growth by managing business and product line

30. Match the items of List-I with the items of List-II and select the correct code of matching :

**List-I**

**(Type of store Retailers)**

- (a) Speciality store
- (b) Drug store
- (c) Super store
- (d) Catalogue showroom

**List-II**

**(Formats)**

- (i) Broad selection of high-mark up, fast moving, brandname goods sold by a list
- (ii) Narrow product line
- (iii) Prescription and pharmacies
- (iv) Huge selling space

**Code :**

- |     |       |       |      |       |
|-----|-------|-------|------|-------|
|     | (a)   | (b)   | (c)  | (d)   |
| (A) | (iv)  | (iii) | (i)  | (ii)  |
| (B) | (ii)  | (i)   | (iv) | (iii) |
| (C) | (iii) | (ii)  | (iv) | (i)   |
| (D) | (ii)  | (iii) | (iv) | (i)   |

31. Vertical merger is the merger of two firms which are involved in which one of the following forms ?
- (A) Similar line of business
  - (B) Different stages of distribution and production in same business activity
  - (C) Different and unrelated business activities
  - (D) Partly similar line of business and partly in different unrelated business activities
32. In derivative contract, settlement by offset, denotes which one of the following ?
- (A) Settlement of a maturing futures contract by cash payment in order to offset the mutual obligation on the contract
  - (B) Closing out a futures contract before maturity with an offsetting trade
  - (C) Terminating a futures contract by executing a new contract by way of payment of cash in a mutually agreed proportion
  - (D) A fresh contract is entered into by discarding the earlier contract outside the exchange
33. When a direct quote of the home currency or any other currency is not available in the forex market, it is computed with the help of exchange quotes of other pairs of currencies, is referred to by which one of the following?
- (A) Cross rate
  - (B) Arbitrage rate
  - (C) Transaction rate
  - (D) Translation rate
34. The difference between a forward trade and a derivative may be attributed to which one of the following ?
- (A) The position of owning a good that one plans to sell in the future, the position of expecting to purchase the good in the future
  - (B) The parties agree to trade at a specified time in the future, at a price set now; a derivative involves only payments of money, with no delivery of any commodity or assets
  - (C) The parties agree to trade at a future time, at a price to be decided in future ; a derivative involves payments at a future specified time along with physical delivery of any commodity or asset
  - (D) The parties agree to trade and the amounts to be paid or received will not depend on the value at that time
35. If a bank in India, SBI, has an account with citibank, Newyork, and another Indian Bank, Allahabad Bank, wants to refer to that account while corresponding with citibank, Newyork, the Allahabad Bank would refer to which one of the following accounts ?
- (A) Loro account
  - (B) Mirror account
  - (C) Vostro account
  - (D) Mix of Nostro and Vostro account

36. The following statements relate to Restrictive Trade Practices (RTP). Choose the correct code for the statements being correct or incorrect.

**Statement-I :** Often the low price is the result of the predatory pricing strategy; prompting selling at prices below cost.

**Statement-II :** This is done with an aim to drive out existing competitors because predatory pricing is a restrictive trade practice

**Codes :**

- (A) Both the statements I and II are incorrect.
- (B) Statement I is correct, but II is incorrect
- (C) Both the statements I and II are correct.
- (D) Statement II is correct, but I is incorrect.

37. Indicate the correct code from the following types of the long run average cost curves on which the minimum average cost of production in long run can be determined :

- (i) Long run average cost curve under normal production function
- (ii) Long run average cost curve under linearly homogeneous production function
- (iii) Planning curve
- (iv) Envelope curve

Choose the correct answer from the code given below :

**Codes :**

- (A) Only (i), (iii) and (iv)
- (B) Only (i), (ii) and (iii)
- (C) Only (i), (iii) and (iv)
- (D) Only (ii) and (iv)

38. Given below are two statements, one labelled as Assertion and the other labelled as Reason. Read the statements and choose the correct answer using the code given below.

**Assertion (A) :** The nominal interest rate comprises of a real interest rate and an expected rate of inflation, and it adjusts when the inflation rate is expected to change. Hence, in the perfect international capital markets, real rate of returns are equal in the two countries.

**Reason (R) :** The international Fisher Effect states that the nominal interest rate differential must be equal to the expected inflation rate differential in two countries.

**Codes :**

- (A) (A) is correct but (R) is not correct.
- (B) Both (A) and (R) are incorrect.
- (C) Both (A) and (R) are correct but (R) is not the right explanation of (A)
- (D) Both (A) and (R) are correct and (R) is the right explanation of (A).

39. Which one of the following is considered as a threat to database and DBMS?
- (A) Unauthorised access (B) Log of system failures  
(C) Insertion of viruses (D) Firewalls
40. A public limited company has shares outstanding at current market price of Rs. 130 per share. The company needs Rs. 2.25 crores to finance its proposed new project. The board of the company has decided to issue rights shares to raise the required money at Rs. 75 per share (as subscription price) to ensure that the rights issue is fully subscribed. How many rights are required to purchase a new share?
- (A) Three rights (B) One right  
(C) Two rights (D) Four rights
41. In the context of groupings, which among the following, is not applicable to common market?
- (A) Removal of tariff on Intra-trade (B) Harmonisation of economic policies  
(C) Free movement of labour and capital (D) Common external tariff
42. Which one of the following cases is the case of conglomerate merger?
- (A) Vodafone India and Idea Cellular Ltd.  
(B) Renuagar Power Supply and Hindalco  
(C) Brooke Bond and Lipton with Hindustan Lever  
(D) Godrej Soaps with loss-making Godrej Innovative Chemicals
43. Match the items of List-I with the items of List-II and choose the correct answer from the code given below.

<b>List-I</b>	<b>List-II</b>
<b>(Macro for developing customer value)</b>	<b>(Specific strategy)</b>
(a) Customer excellence	(i) Store on the corner of a busy intersection
(b) Operational excellence	(ii) Unique merchandise
(c) Product	(iii) Strong relationships with their suppliers
(d) Locational excellence	(iv) Effective branding

**Codes :**

- (A) (a)-(ii), (b)-(i), (c)-(iii), (d)-(iv) (B) (a)-(ii), (b)-(iii), (c)-(i), (d)-(iv)  
(C) (a)-(i), (b)-(iii), (c)-(iv), (d)-(ii) (D) (a)-(iv), (b)-(i), (c)-(ii), (d)-(iii)

44. Monopoly situation in the market is not desirable mainly because the monopolist
- (A) seeks to earn net revenue on the sale of all goods including those involving no cost of production
  - (B) is able to charge different prices from different categories of buyers
  - (C) will produce below its economic capacity level when it exhibits satisfaction with the normal profit only.
  - (D) is able to earn net revenue in all time periods

45. The following two statements relate to Capital Asset Pricing Model, Choose the correct code for the statements being correct or incorrect.

**Statement I :** Beta is a measure of a security's risk relative to the risk of the market portfolio.

**Statement II :** The value of Beta measures both the systematic and the unsystematic risks of a security.

**Codes :**

- (A) Statement I is correct, but II incorrect.
  - (B) Both the statements I and II are incorrect.
  - (C) Both the statements I and II are correct.
  - (D) Statement II is correct, but I is incorrect.
46. Match the items of List-I with the items of List-II and choose the correct answer from the code given below.

**List-I**

**List-II**

- |             |                                 |
|-------------|---------------------------------|
| (a) X chart | (i) Number of defects           |
| (b) P chart | (ii) Variations between samples |
| (c) C chart | (iii) Variations within samples |
| (d) R chart | (iv) Proportion of defectives   |

**Codes :**

- |  |  |
|--|--|
| (A) (a)-(iv), (b)-(ii), (c)-(iii), (d)-(i) | (B) (a)-(ii), (b)-(iv), (c)-(i), (d)-(iii) |
| (C) (a)-(ii), (b)-(iv), (c)-(iii), (d)-(i) | (D) (a)-(iv), (b)-(ii), (c)-(i), (d)-(iii) |

47. In the context of industrial relations, match the items of List-I with the items of List-II and choose the correct answer from the code given below.

- | List-I  | List-II                          |
|---|----------------------------------|
| (a) Conflict between managers and workers is normal and inescapable | (i) Psychological approach       |
| (b) Both management and workers see each other as less reliable     | (ii) Pluralistic approach        |
| (c) There is a power between the two classes                        | (iii) Marxist approach           |
| (A) (a)-(i), (b)-(ii), (c)-(iii)                                    | (B) (a)-(ii), (b)-(i), (c)-(iii) |
| (C) (a)-(ii), (b)-(iii), (c)-(i)                                    | (D) (a)-(iii), (b)-(ii), (c)-(i) |

48. Which one of the following is not resorted to while issuing new securities in the market?

- |                   |                                  |
|-------------------|----------------------------------|
| (A) Stock option  | (B) Offer for sale               |
| (C) Book building | (D) Placement on stock exchanges |

49. Which among the following statements is not true relating to 'Crawling Peg System' of exchange rate?

- (A) It was introduced by IMF in 1971.
- (B) It takes a position in between the fixed exchange rate system and the flexible exchange rate system.
- (C) It allows a narrow margin of fluctuations as compared to adjustable peg system.
- (D) It was introduced as an alternative to the adjustable peg system

50. The given statements are related to financial derivatives. Choose the correct code for the statements being correct or incorrect.

**Statement-I :** A speculator will gain, if he sells foreign currency under a forward contract, when the spot price is higher than the forward

**Statement-II :** In currency futures, intra currency spread exists when a speculator buys/sells the same currency for two delivery dates.

**Codes :**

- (A) Statement II is correct, but I is incorrect.
- (B) Both the statements I and II are Incorrect.
- (C) Both the statements I and II are correct.
- (D) Statement I is correct, but II is incorrect.



## ROUGH WORK