

Test Booklet

Series

A

Test Booklet No.

**Ph.D. Entrance Examination
COMMERCE**

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 : 2 Hours]

[Maximum Marks : 100

IMPORTANT INSTRUCTIONS

- (i) The question paper is in the form of Test-Booklet containing **100 (Hundred)** questions. Each question carries four answers marked (A), (B), (C) and (D), out of which only one is correct.
- (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., **100** questions (50 in Part-I + 50 in Part-II). 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 **100** 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**. For every unattempted question, Zero (0) mark shall be awarded. **There is no Negative Marking**.
- (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 question will be treated as cancelled.
- (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.

Commerce

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PART-I
RESEARCH METHODOLOGY

1. The major responsibilities of a teacher are:
- I. To design curriculum and to ensure developmental goals and instructional objectives.
 - II. To design individualized learning plans for students, considering their unique needs and abilities.
 - III. To manage budgets, school policies and other events.
 - IV. To manage classroom dynamics and create a positive learning atmosphere.

Codes :

- (A) I, II, and III only.
- (B) I, III, and IV only.
- (C) I, II, and IV only.
- (D) All the four.

2. Which of the following doesn't characterize the nature of teaching?
- I. An interactive process
 - II. A specialized task
 - III. Subjected to analysis
 - IV. A system of actions

Codes :

- (A) III
- (B) Both II and III
- (C) Both III and IV
- (D) None of the four

3. Three statements are given followed by two conclusions numbered I and II. Assuming the statements to be true, even if they seem to be at variance with commonly known facts, decide which of the conclusions logically follow(s) from the statements?

Statements :

1. Some Pens are Pencils.
2. Some Pencils are Scales.
3. All Scales are Papers.

Conclusions :

- I. Some Scales are Pens.
 - II. Some Papers are Pencils.
- (A) Only conclusion I follows
 - (B) Only conclusion II follows
 - (C) Neither conclusion I nor II follows
 - (D) Both conclusions I and II follow

4. are the kind of things that learner encounters in his/her everyday life which helps them learn. For example, visiting an agriculture farm and see the crops closely for learning their pattern of growth more meaningfully.

- (A) Real-life aids
- (B) Interactive aids
- (C) Visual aids
- (D) Projected aids

5. Which of the following is not true about teaching?

- (A) Teaching is a set of events, outside the learners which are designed to support internal process of learning.
- (B) Teaching is a process in which learner, teacher, and curriculum are organized in a systematic way to attain educational goals.
- (C) The teaching is important because it is the only source of attaining learning, career excellence and success.
- (D) Teaching is an art and the art comes from the teacher's personality, experience, and talent.

6. The research that often takes the form of a field investigation and aims at collecting the basic data for verifying the applicability of existing theories and models in given situation is known as :
- Fundamental research
 - Theoretical research
 - Applied research
 - Conceptual research
7. Arrange the following steps of scientific research in a logical sequence.
- Formulating research problem
 - Extensive review of literature
 - Finalizing the variables
 - Testing the hypotheses
 - Collecting the data
 - Planning the research design
- Codes :**
- II-I-III-VI-V-IV
 - I-II -VI-III-V-IV
 - I-II -VI-III-IV-V
 - III-II -V-I-V-IV
8. A researcher intends to investigate differential efficacy of teaching methods in classroom learning. Hence, he draws three groups of students randomly and each of these groups was assigned one of the three teaching methods-lecture, discussion, and seminar at random. Most probably the researcher is impending to
- ex post facto research
 - experimental research
 - cross sectional research
 - survey research
9. Which of the following is not a step involved in the process of hypothesis testing?
- Deciding the level of significance.
 - Specifying type I or type II error.
 - Making a formal statement of hypothesis.
 - Choosing and applying a statistical test.
10. Which option will replace the question mark (?) in the following alpha-numeric series?
S 12, P 15, M 18, ? ?, G 24
- J 22
 - O 21
 - J 21
 - K 20
11. Which of the following points are the part of research ethics?
- carry out research in a competent manner
 - report results accurately
 - consider the consequences to society of any research endeavor
 - protect the rights and welfare of human participants.
 - consider the risk/benefit ratio for the proposed research
- Codes :**
- I, II, and IV
 - I, III, IV, and V
 - I, II, IV and V
 - All the five
12. If "A @ B" means A is husband of B; "A # B" means A is son of B; "A % B" means A is sister of B, then how is P related to M if M # J @ L % P, while P is a male?
- Paternal uncle
 - Maternal uncle
 - Uncle-in-law
 - Cousin

13. Which of the following may serve as barriers in the way of communication.

- I. Pre-conceived attitudes
- II. Cultural factors
- III. Language
- IV. Inconsistency
- V. Perception

Codes :

- (A) II, III, and V
- (B) I, II, III, and V
- (C) II, III, IV, and V
- (D) I, II, III, IV, and V

14. An academic event being organized in a sufficiently large room or a lecture hall with all participants attending the entire program in a single day. Besides regular presentations, the event includes sessions that invite more discussion and exchange of ideas, such as panel discussions. The presenters and panelists are renowned experts in the particular area of the discourse. Such an event is called

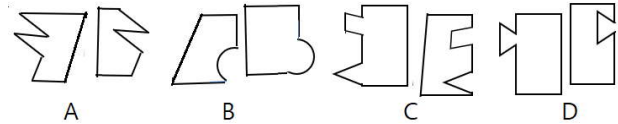
- (A) Workshop
- (B) Seminar
- (C) Symposium
- (D) Conference

15. In a certain code language if ALMIRAH is written as MLAIHAR, how will CARPENTER be written in the same code language?

- (A) PRACRETNE
- (B) PRACERETN
- (C) RACNEPRET
- (D) RETNECARP

16. Three of the following four figures are alike in a certain way and one is different.

Select the odd one.



- (A) B
- (B) D
- (C) A
- (D) C

17. Which of the following guidelines necessarily be followed while preparing general format of research paper as per the APA style?

- I. Paper should be typed and 1.5 spaced on standard-sized paper.
- II. The margins of the paper should be set to 1 inch on all sides.
- III. There should also only be one space after punctuation marks such as a period.
- IV. Paper should include a running manuscript head in the upper right-hand corner of each page.
- V. The pages of the paper should be numbered consecutively, beginning with the title page in the upper right corner of each page.

Codes :

- (A) I, II, III, and IV
- (B) I, III, IV, and V
- (C) I, II, III and V
- (D) All the five

Read the following passage and answer the Question Nos. 18 to 22 :

A great industrialist Mr. Joseph told me one time how he started in a small store. He said that he used to dream of a large corporation with branches all over the country. He added that regularly and systematically he pictured in his mind the giant building, offices, factories, and stores, knowing that through the transformation of the mind, he could weave the fabric out of which his dreams would be clothed. He prospered, and began to attract to himself—by the universal law of attraction—the ideas, personnel, friends, money, and everything needed for the unfoldment of his ideal. He truly exercised and cultivated his imagination, and lived with these mental patterns in his mind until imagination clothed them in form.

Joseph believed, "It is just as easy to imagine yourself successful as it is to imagine failure, and far more interesting." He is a dreamer, and a dreamer of dreams. This means he has visions, images, and ideals in his mind, and knows that there is a creative power that responds to his mental pictures. The mental images we hold are developed in feeling. It is wisely said that all our senses are modifications of the one-sense-feeling. So, he dreamed a dream, and told it to his brethren, and they hated him. To hate is to reject in a simple language. The thoughts, feelings, beliefs, and opinions in your mind are the brethren that challenge you, belittle your dreams, and say to you, "You can't, it is impossible, forget it!"

Perhaps other thoughts come into your mind that ridicule your plan or ambition. You discover that there is a quarrel in your mind with your own brethren; opposition sets in. The way to handle the opposition in your mind is to detach

your attention from all potential distractors and begin to think clearly and with interest about your goal or objective. When your mind is engaged on your goal or objective, you are using the creative law of mind, and it will come to pass.

18. What Mr. Joseph refers to the term brethren?
 - (A) his colleagues
 - (B) his brothers
 - (C) his own psyche
 - (D) the other persons
19. Which of the following could be the most prudent title of the passage?
 - (A) Dreams come true
 - (B) Believe in yourself
 - (C) Power of feelings
 - (D) Meet the challenge
20. According to the passage, how can we manage opposing thoughts and ideas?
 - (A) Igniting creative power that responds to mental pictures, thoughts, and feelings.
 - (B) Have a dream, a plan, or purpose that you would like to accomplish.
 - (C) Detach your attention from distractors and focus keenly on your goal or objective.
 - (D) Settle the quarrel in your mind with your own brethren.
21. What tends to ridicule your plan or ambition?
 - (A) Pre-conceived thoughts and beliefs
 - (B) People those hate your idea
 - (C) Your own brethren
 - (D) The thought, it is impossible

22. What Mr. Joseph means by the universal law of attraction?

- (A) Attracting to mental patterns in the mind
- (B) Attraction to his own mental pictures and dreams
- (C) Attraction to all resources needed for the goal/dream
- (D) Attraction to valued things-friends, money etc.

23. If there is a discrepancy between the message conveyed verbally and non-verbally, then

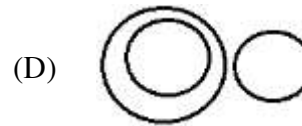
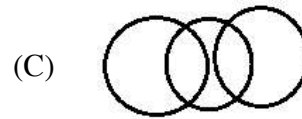
- (A) verbal message is believed to be trustworthy
- (B) non-verbal message is believed to be trustworthy
- (C) none of them can be trustworthy
- (D) both of them have their own relevance

24. Which of the following is not amongst the seven basic principles (abbreviated as 7 Cs) of communication skills?

- (A) Concise
- (B) Common
- (C) Courteous
- (D) Correct

25. Select the Venn diagram that best illustrates the relationship between the following classes :

Broccoli, Guava, Vegetables



26. In the process of communication, the step which converts thoughts or ideas into a communicable format is called

- (A) Decoding
- (B) Sender's input
- (C) Transmission
- (D) None of these

27. The biggest award for making measurable and major impact in the protection of environment in India is constituted in the name of

- (A) Sunderlal Bahuguna
- (B) Indira Gandhi
- (C) Lal Bahadur Shastri
- (D) Atal Bihari Vajpayee

28. Which of the following are the primary goals of communication?

- I. It monitors the performances of the employees at all the levels.
- II. It establishes and informs the members of the organisation about its goals.
- III. It helps arranging the finances and making budgetary provisions.
- IV. It helps developing plans for the achievement of organizational goals.
- V. It encourages suggestions from subordinates in work conditions.

Codes :

- (A) I, II, IV, and V
- (B) I, III, IV, and V
- (C) I, II, III, and V
- (D) All the five

29. The phenomena of accumulation of non-biodegradable pesticides in human beings is called :
- Biodegradation
 - Bioremediation
 - Biomagnification
 - Bioaccumulation
30. LIFE : 10743 :: PICK : ?
- 158210
 - 1710412
 - 14719
 - 14829
31. Which of the following factors can make the communication process ineffective?
- Information overload
 - Assumptions and stereotyping
 - Emotional barriers
 - Non-Verbal inconsistency
 - Inadequate feedback
- Codes :**
- I, II, IV, and V
 - I, III, IV, and V
 - II, III, IV, and V
 - I, II, III, and IV
32. Three of the following four letter-cluster pairs are alike in a certain way and one is different. Pick the odd one.
- DWFU-HSJQ
 - HSJQ-NMPK
 - BYDW-GTIR
 - MNOL-SHUF
33. Which of the following organizations looks after the quality of technical and management education in India?
- AICTE
 - CSIR
 - MCI
 - NCTE
34. Which of the following is true in respect of primary and secondary data?
- Primary data are cost efficient
 - Secondary data are more authentic
 - Secondary data are rated high in time economy
 - Primary data have the ease of analysis
- Codes :**
- III and IV
 - I and III
 - II and IV
 - I, II, and III
35. Mr. Anthony, an electrical engineer desired to analyze the load requirement in peak winter and peak summer in 'Y' locality. Apart from other predictions, he hypothesized that "the load requirement in summer is significantly higher than winter." He basically surveyed actual electricity consumption during three months each of peak summer and peak winter on hourly basis. The data analyzed through t-test revealed significant difference ($p < .01$) between the mean value of electricity consumption during summer and winter

- season. What inference would you drawn in respect of the proposed hypothesis?
- (A) The hypothesis is accepted
 (B) The hypothesis is rejected
 (C) Information is deficient
 (D) Analysis applied is not fit for such hypothesis
36. The benefits of ICT over conventional communication system are :
- I. Alternate to physical teacher
 II. Richer educational resources
 III. Cost effective
 IV. Richer and quality education
 V. Multitude of communication
- Codes :**
- (A) I, II, III, and V
 (B) II, III, and V
 (C) II, III, IV, and V
 (D) All the above
37. Which of the following is not true about quantitative data in respect of primary and secondary data?
- I. Primary data are cost efficient
 II. Secondary data are more authentic
 III. Secondary data are rated high in time economy
 IV. Primary data have the ease of analysis
- Codes :**
- (A) III and IV
 (B) I and III
 (C) II and IV
 (D) I, II, and III
38. Which of the following is essential component of communication cycle?
- (A) Internet connection
 (B) An e-mail ID
 (C) An interpreter
 (D) A message
39. In mega cities of India, the major source of air pollution is :
- (A) Thermal power
 (B) Transport sector
 (C) Municipal waist
 (D) Commercial sector
40. A researcher collected primary (quantitative) data from 8th (N = 180) and 12th (N = 184) grade students by employing a scale of social confidence. All the participants were tested for social confidence on three occasions, i.e., at initial stage of the study, at the end of one-week social confidence building training, and after one month of training (follow up). What analysis do you suggest for main and interactive effects of grade level and training?
- (A) Multiple comparison test
 (B) 2×3 way ANOVA
 (C) 2×3 way ANOVA (independent means)
 (D) 2×3 way ANOVA (repeated measures)
41. What does PPTP stands for?
- (A) Point to Point Tunneling Protocol
 (B) Point to Point Transfer Protocol
 (C) Point to Point Traffic Protocol
 (D) Point to Point Transmission Protocol

42. Which of the following does not characterize qualitative data?
- Helpful for summarizing large amounts of information in a snapshot.
 - Provide rich description and context about a complicated issue.
 - Amenable to coding, editing and objective analysis.
 - Generally based on ideographic approach
- Codes :**
- III
 - I and III
 - I and IV
 - I, III, and IV
43. The most recurring natural hazard in India is :
- Landslides
 - Earthquakes
 - Cloudbursts
 - Floods
44. A business scientist is studying sale pattern of six top trending car models during past 12 months. What could be the most pertinent graphical presentation of his data so as to make understandable for the prospective buyers?
- Line graph
 - Bar diagram
 - Pie graph
 - Scatter graph
45. Which part of the CPU performs calculations and makes decisions?
- Calculation logic unit
 - Alternating logic unit
 - Arithmetic logic unit
 - Alternate local unit
46. Who is vested with the Chancellorship of the Government State Universities in India?
- Any person appointed by CM
 - Education minister of the state
 - Any person appointed by Governor
 - Governor of the state
47. Which one of the following is not a network device?
- Hub
 - Switch
 - Bridge
 - Router
48. Which of the following tool is most likely to offer objective and reliable data?
- Structured interview
 - Case history
 - Systematic observation
 - Rating scale
49. When was the first e-mail successfully launched?
- 1969
 - 1971
 - 1966
 - 1973
50. Indian Institute of Advance Study is located at :
- Delhi
 - Chandigarh
 - Shimla
 - Bangalore

PART-II
COMMERCE

51. Which of the following is the basic condition for firm equilibrium in competitive markets?
- (A) $AR = AC$
(B) $MC = AR$
(C) $MC = MR$
(D) All of these
52. Which one of the following measures denotes the degree of lopsidedness in a distribution?
- (A) Measures of central tendency
(B) Measures of variation
(C) Measures of skewness
(D) Measures of kurtosis
53. Which of the following losses are allowed to be carried forward and set off in the subsequent assessment years?
- a) House property loss
b) Business loss
c) Speculation loss
d) Capital loss
e) Loss on account of owing and maintaining race horses.
- Choose the correct answer from the options given below :
- (A) a, b, c, d
(B) b, c, d, e
(C) a and e
(D) a, b, c, d, e
54. If the current ratio of a company is 2 : 1, which of the following transactions would improve the ratio?
- (A) Issue of bonus share
(B) Issue of warrant
(C) Purchase of stock of goods for cash
(D) Payment of current liabilities
55. Which of the following is not the type of financial instrument?
- (A) Currency forward contracts
(B) Swap agreements
(C) Currency futures contracts
(D) Currency peg
56. When the value of 'investment in subsidiary' in the balance sheet of the holding company is more than the book value of the net assets acquired, the difference represents _____.
- (A) Capital reserve
(B) Goodwill
(C) Minority interest
(D) Post acquisition profit
57. In the BCG model, the firm which operates in slow growing markets with low market share are considered as _____.
- (A) Star
(B) Question mark
(C) Dog
(D) Cash cow

58. Principle of parity of authority and responsibility is related to _____.

- (A) Decentralization
- (B) Delegation
- (C) Divisionalisation
- (D) Autonomy

59. Arrange the following stages of the research in proper sequence.

- 1) Report writing
- 2) Data analysis
- 3) Data collection
- 4) Field work
- 5) Research outcomes

Choose the correct answer from the options given below :

- (A) 4, 3, 2, 5, 1
- (B) 4, 1, 2, 3, 5
- (C) 4, 3, 5, 2, 1
- (D) 2, 5, 4, 3, 1

60. The strategy of flanking defense, preemptive defense, mobile defense, contractor defense, and counter offensive defense is used by which market player?

- 1) Market challenger
- 2) Market leader
- 3) Market follower
- 4) Market Nicher
- 5) Start up marketer

Choose the correct answer from the options given below :

- (A) 1 only
- (B) 2 only
- (C) 3 only
- (D) 2, 5 only

61. Which one is the correct sequence as per the Indian Contract Act 1872 in the performance of contract?

- 1) Offer of proposal
- 2) Contract
- 3) Breach of contract
- 4) Agreement
- 5) Acceptance

Choose the correct answer from the options given below :

- (A) 3, 5, 1, 4, 2
- (B) 4, 2, 1, 3, 5
- (C) 2, 4, 3, 5, 1
- (D) 1, 5, 4, 2, 3

62. Arrange the following products in the increasing order of price elasticities.

- 1) Homogeneous products
- 2) Differentiated products
- 3) Necessities
- 4) Durable goods

Choose the correct answer from the options given below :

- (A) 3, 2, 4, 1
- (B) 1, 2, 3, 4
- (C) 1, 3, 2, 4
- (D) 3, 1, 2, 4

63. Arrange the following financing choices in order of preference suggested by the packing order theory.

- 1) Reinvestment of earning
- 2) New issue of equity
- 3) Issue of debt

Choose the correct answer from the options given below :

- (A) 1, 2, 3
- (B) 1, 3, 2
- (C) 2, 3, 1
- (D) 2, 1, 3

64. Sequence the following events in proper order in the life of a public limited company limited by shares.

- 1) Public issue of shares
- 2) Firm incorporation
- 3) Preliminary expenditures
- 4) Issue of shares to promoters

Choose the correct answer from the options given below :

- (A) 1, 2, 3, 4
- (B) 2, 3, 4, 1
- (C) 3, 2, 1, 4
- (D) 3, 2, 4, 1

65. Marginal costing technique is useful for _____.

- (A) Make or Buy decisions
- (B) Profit planning
- (C) Shut-down decisions
- (D) All of these

66. Functional leadership theory is associated with which of the following?

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

67. Which of the following is not the primary objective of Industrial Relations and Labour Laws?

- (A) Maintaining social equity
- (B) Providing credit facilities to industries
- (C) International uniformity
- (D) Promoting social harmony

68. Which of the following is the most appropriate ratio for indicating liquidity crisis in a business?

- (A) Operating ratio
- (B) Sales turnover ratio
- (C) Current ratio
- (D) Acid test ratio

69. Size of the sample is determined in terms of _____.
- (A) the margin of error permissible in the estimate
 - (B) the confidence coefficient with which we want the estimate to be within the margin of error
 - (C) both (A) and (B)
 - (D) Neither (A) nor (B)
70. Which one is not the form of FDI flows?
- (A) Purchases of existing assets in foreign currency
 - (B) New investment in property, plant, and equipment
 - (C) Making investment in the mutual funds
 - (D) Transfer of assets
71. Which of the following is/are correct in context to EXIM bank?
- 1) Non-banking financial company
 - 2) Commercial bank
 - 3) Non-financial company
- Select the correct answer using the codes given below :
- (A) Both 1 and 2
 - (B) Only 1
 - (C) Only 2
 - (D) Both 1 and 3
72. What is the difference between tax avoidance and tax evasion?
- (A) Avoidance is done by corporates; evasion is done by individuals
 - (B) There is no difference in law
 - (C) Avoidance is legal and evasion is illegal
 - (D) Evasion is legal and avoidance is illegal
73. The major outcome of the Bretton Woods Conference was _____.
- (A) Establishment of IMF and IFC
 - (B) Establishment of IBRD and IFC
 - (C) Establishment of IBRD and ADB
 - (D) Establishment of IMF and IBRD
74. Which one is not an objective of IMF?
- (A) To promote international monetary cooperation
 - (B) To ensure balanced international growth
 - (C) To finance productive activities in peace-time
 - (D) To ensure exchange rate stability

75. USMCA replaced the NAFTA with the collective efforts of which of the following countries?
- (A) USA, Canada, Cuba, Trinidad and Tobago
 (B) USA, Canada, Mexico
 (C) Cuba, Mexico, USA
 (D) Brazil, USA, Mexico
76. Arrange the following in the descending order of liquidity.
- 1) Debtors
 2) Marketable securities
 3) Cash
 4) Stock
- Choose the correct answer from the options given below :
- (A) 2, 3, 1, 4
 (B) 3, 2, 1, 4
 (C) 1, 4, 2, 3
 (D) 3, 1, 4, 2
77. Which one of the following methods of inflation accounting has been proposed by Sandilands Committee of the UK?
- (A) General Price Level Method
 (B) Specific Price Level Method
 (C) Current Cost Accounting Method
 (D) Generally Accepted Accounting Principles
78. Which of the following identity correctly explained the relationship between the price, income and substitution effect?
- (A) $PE = IE + SE$
 (B) $IE = PE + SE$
 (C) $SE = PE + IE$
 (D) $PE = IE - SE$
79. The loss of efficiency in the use of society resources arising from monopoly is called _____.
- (A) Sunk Cost
 (B) Unutilized capacity
 (C) Deadweight loss
 (D) Social cost
80. The role of advertisements in oligopoly market conditions is _____.
- (A) to influence buyer's behavior
 (B) informative
 (C) to enlarge markets
 (D) essential for firm survival
81. A commodity for which the positive substitution effect is smaller than negative income effect so that less of it is purchased when its price falls. The commodity in reference is called _____.
- (A) Giffen Good
 (B) Inferior Good
 (C) Normal Good
 (D) Superior Good

82. Pricing practice of setting a price target and then developing a product that would allow the firm to maximize total profits at that price is called _____.

- (A) Price lining
- (B) Price floor
- (C) Price ceiling
- (D) Price matching

83. Which of the following sources contribute significantly in the revenue collection of the Union government in India?

- (A) Income Tax
- (B) Corporate Taxes
- (C) Custom duties
- (D) Goods and Services Tax

84. If the R-square is high, which of the following conclusions can be drawn?

- 1) There may exist a multicollinearity between the variables
- 2) Regressing equation can be used for prediction of dependent variable
- 3) It should not be used for interpreting partial regression coefficients
- 4) The autocorrelation is the highest between the variables
- 5) Durbin-Watson statistics is used to check the error term is correlated

Choose the correct answer from the options given below :

- (A) 1, 2, 4 only
- (B) 2, 3, 4 only
- (C) 2, 4, 5 only
- (D) 1, 2, 3 only

85. Which of the following programs is used to evaluate the employees' potential for growth and development in the organization?

- (A) Succession planning
- (B) Career planning
- (C) Career path analysis
- (D) Manpower planning

86. Match the following business legislations and the years of respective enactment and operations in India.

Business Legislations	Year of Enactment/operations
a) The Information Technology Act	1) 2002
b) The Trade Marks Act	2) 2013
c) The Competition Act	3) 1999
d) The Companies Act	4) 2000

Choose the correct answer from the options given below :

- (A) a-2, b-4, c-1, d-3
- (B) a-4, b-2, c-1, d-3
- (C) a-3, b-2, c-4, d-2
- (D) a-4, b-3, c-1, d-2

87. "Leadership qualities are inborn". This notion forms part of which of the following?
- (A) The followership theory of leadership
 - (B) The behavioral theory of leadership
 - (C) The path goal theory of leadership
 - (D) The great men theory of leadership
88. Which of the following is a government-initiated e-commerce initiative seeking to democratize digital commerce in India using cutting edge digital infrastructure?
- (A) Paytm
 - (B) ONDC
 - (C) UPI
 - (D) E-Rupay
89. The spread of interest rates along maturities in the bond analysis is called _____.
- (A) Term to maturity
 - (B) Term structure of interest rates
 - (C) Yield to maturity
 - (D) Risk immunization
90. Which of the following institutions is mandated to regulate commodity (derivatives) markets in India?
- (A) Securities and Exchange Board of India (SEBI)
 - (B) Ministry of Finance
 - (C) Forward Markets Commission
 - (D) Ministry of Consumer Affairs
91. Which of the following is essentially a very comprehensive, deep, and thorough portfolio revision mechanism?
- (A) Portfolio Churning
 - (B) Constant/variable Ratio Plan
 - (C) Dollar Cost Averaging
 - (D) Portfolio Rebalancing
92. Which of the following is not a financial incentive?
- (A) Pay
 - (B) Employee participation
 - (C) Bonus
 - (D) Commission
93. Which of the following is not covered under Corporate Governance?
- (A) Corporate Social Responsibility
 - (B) Profit Maximization
 - (C) Role of Independent Directors
 - (D) Audit Committees
94. Which of the following is an 'on the job' method of training?
- (A) Apprenticeship
 - (B) Role playing
 - (C) Coaching
 - (D) Simulation games

95. The purpose of job evaluation _____.
- (A) fixation of responsibility
 - (B) promotion
 - (C) wage determination
 - (D) transfer to a better job
96. Bank rate is also known as _____.
- (A) Discount rate
 - (B) Penalty rate
 - (C) Coupon rate
 - (D) Inflation rate
97. Which one is not a function of marketing?
- (A) Identification of customer needs and wants
 - (B) Product planning and development
 - (C) Guiding the funding agencies
 - (D) Communicating
98. Which of the following is not a method of segmenting a market?
- (A) Behavioral segmentation
 - (B) Psychographic segmentation
 - (C) Geographic segmentation
 - (D) Supplier segmentation
99. "A contracts to pay B a sum of money when B marries C. C dies without being married to B". Which of the following is the enforceability of the contract in this situation?
- (A) The contract still can be forced with B's nominee
 - (B) The contract becomes void
 - (C) Either (A) or (B)
 - (D) None of these
100. Central Chief Information Commissioner (CIC) is appointed by the _____ in India.
- (A) President
 - (B) Vice-President
 - (C) Prime Minister
 - (D) Home Minister

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