

B.Com

Q.N	Question	Option A	Option B	Option C	Option D
1	Finance manager and Marketing manager comes in which level of management?	Top level management	Lower level management	Middle level management	Either (I) Or (II)
2	Management is a Process-	Very easy	wasteful	Goal-oriented	None of these
3	Policy formulation is the function of-	Top level management	Middle level management	Operational Management	All of the above
4	Who is Known as the father of scientific Management?	Gilbreth	Henry fayol	Harold Koonz	F.W.Taylor
5	Which of the following is not technique of Scientific Management?	Specialisation	Task determination	Time wage system	Incentive wage system
6	Principles of Management are not:-	Universal	Flexible	Absolute	Behavioural
7	Which principle means that an employee should receive orders from one superior only	Co-ordination	Unity of Command	Discipline	Unity of Direction
8	Which of the following is not a function of management?	Planning	Organizing	Staffing	Grouping
9	After studying the Business Environment a manager can quickly identify Business:-	Threat	Opportunity	Objectives	Both (I) and (II)
10	Internal Environment refers to the factors which are-	Under control of business	Present within the business	Influence the business	All of these
11	Which of the following is included in the dimension of Business environment –	Political Environment	Social Environment	Legal Environment	All of these
12	Which of the following is not economic reforms introduced in 1991 –	Liberalization	Globalization	Privatization	Nationalization
13	How were the cash transaction assested by demonetization-	Declined	Increased	not impect	sky rocketed
14	Under price control the firms will sell goods at the----- Price.	Government	Market	Desired	Maximum
15	Name the type of plan in which the move of competitors is considered -	Budget	Rule	Strategy	Methods

16	Implementation of Plan means-	Monitoring the Plans	selecting alternative plans	Putting the plan into action	Creating a plan
17	'Being answerable to the final outcome*' is a phrase which can be associated with-	Authority	Duty	Responsibility	Accountability
18	Which of the following originates as a result of social interaction?	Formal Organization	Informal Organization	Delegation	Functional Organization
19	For delegation to be effective it is essential that responsibility to be accompanied with necessary-	Authority	Manpower	incentives	Promotion
20	Organization can be defined as-	A structure	A Process	Both (I) and (II)	A Function of Planning
21	Give one word for all forms of payments rewards given to an employee-	Recruitment	Selection	compensation	Placement
22	Which types of tests comes under the process of selection test-	Intelligence Test	Personality Test	Aptitude Test	All of these
23	Which of the following is not external source of recruitment?	Advertisement	casual callers	Promotion	Recommendation of employees
24	Which function of the management concentrates on employing the right person at the right position	Organising	Staffing	Direction	Placement
25	_____refers to the systematic evaluation of employee's performance against predetermined standards-	Recruitment	Selection	promotions	performance appraisal
26	Which of the following is called a negative process-	Recruitment	training	Selection	None of above
27	Which of the following is not an element of communication process?	Decoding	Channel	Receiver	Media
28	Which of the following is not an example of retirement benefits-	Provident fund	Pension	Gratuity	All of above
29	First Need in Maslow's need hierarchy theory of motivation is-	Esteem Need	Safety security need	Basic physiological need	Affiliation/belongingness need

30	Which of the following is not an example of non-financial incentives in an organization-	Career Advancement Opportunity	Orgnazational climate	Pay and Allowances	Empoyees recognition programme
31	Which one of these is a style of leadership?	Autocratic or Authoritarian	Democratic or Participative	Neither (I) nor (II)	Both (I) and (II)
32	Name the barrier which is related to the personality of sender and receiver?	Semantic barrier	Psychological barrier	Organizational barrier	Personal barrier
33	Faulty Translation may transfer wrong messages is an example of-	Psychological barrier	Semantic barrier	Organizational barrier	Personal barrier
34	A group leader should have?	Physical Quality	Great communication skill	Motivational skill	All of these
35	Which of the following factors is/are beyond the control of an organization?	Change in Government policies	Change in technology	Competition level	All of the above
36	Marketing Department of an organization may be classified as-	A cost centre	A revenue centre	An investment centre	None of the above
37	Which of the following factors affecting working capital requirements of a business.	scale of operation	Business cycle	Production cycle	All of these
38	Capital Budgeting decisions are related to investment in-	Long term assets	Short term assets	Fixed assets	Both (I) and (II)
39	A company can raise capital through primary market in the form of -	Equity shares	Preference shares	Debentures	All of these
40	Total number of Stock Exchanges in India are-	20	21	22	23
41	Functions of *SEBI* are-	Regulatory Functions	Development Functions	Protective Functions	All of these
42	Mr. PAB speculator who expects rise in price of securities and Mr. BBP a speculator who expect fall in price of securities are known as-	Bull and Bear	Bear and Bull	Broker and Stag	Stag and broker
43	Who issue Treasury Bills?	Any Nationalized Bank	Any Private Sector Bank	Reserve Bank of India	All of these

44	The factor affecting price determination of a Product are-	Product cost	Extent of competition	Utility and demand of Product	All of these
45	Communication Tools used by the marketer to inform and persuade customer of their firm's Products are-	Advertising	personal selling	Public relations	All of these
46	Which of the following is not an element of Marketing Mix?	Product	Price	Consumer Protection	Place
47	_____refers to the important decision related to the product such as quality, design, Brand, Product Packaging leveling etc.	Marketing Mix	Product Mix	Promotion Mix	Marketing
48	An aware consumer should check the following mark while purchasing a pure Ghee for his family-	Agmark	FSSAI	ISI	FPO
49	Which of the following is not a consumer Right ?	Right to seek redressal	Right to safety	Right to get discount	Right to be heard
50	A responsible consumer must-	Exercise his/her Right	Insist on cash memo	Be utility conscious	All of these
51	Primary data is _____	The most important data	the data that is collected first	New data specifically collected for a project	Data that is collected second
52	An individual who initiates creates and manages a new business can be called-	A leader	A manager	An Entrepreneur	A Professional
53	The final accounts of a not for profit organization consist of the folloing-	Receipt and payment account	Income and expenditure account	Balance sheet	All of the above
54	Pick the odd one out-	Receipt and payment account	Income and expenditure account	Balance sheet	Profit and loss account
55	The document which contains terms and conditions of the partnership agreement is called-	Partnership deed	Agreement among partners	Both (I) and (II)	None of these
56	If a Partnership deed is silent about the profit sharing ratio, the profit/loss sharing ratio of partners will be-	Equal	In proportion to their capital	In the ratio of 2:1	None of the above

57	How many members can be there in partnership firm?	100	50	200	70
58	Pick the odd one statement -	Goodwill is a fictitious Assets	Goodwill is an intangible Assets	Goodwill is a current Assets	Goodwill is a wasting Assets
59	Equity shareholders of a company are-	credites	Owners of the company	Customers of the company	None of the above
60	Debenture holders are-	Owners of the company	lenders of the company	venders of the company	Customers of the company
61	What are the component of income statement of a company?	Trading account	Profit and loss account	Profit and loss Appropriation account	All of these
62	Find out cost of Goods sold opening stock -1002, purchase 50000, manufacturing expenditure 20000, closing stock 10000	61002	81002	51002	71002
63	What are the most commonly used techniques of financial analysis?	Comparative statements	Common size statements	trend analysis	All of above
64	An Annual report is issued by a company to is -	Directors	Auditors	Shareholders	Management
65	The analysis of financial statements is important for-----	Management	Shareholder	Creditors/Financial institution	All of these
66	The -----is useful in evaluating credit and collection policies	Average payment period	current ratio	Average clection period	current asset turnover
67	Which of the following agency determines the financial recording stadards in India?	Institute of chartered accountants of india	Institution of cost and management accounts	Institute of company secretary of India	CBDT
68	Payment of Income Tax is classified as:-	Operating activities	Investing activities	Financing activities	Personal activities
69	Central office of LIC of India is situated at-----	New Delhi	Mumbai	Kolkata	Channai
70	Net Insurance Premium calculation is done on the basis of -	Previous experience	Mortality table	Interest rate	All above
71	Report given by the Auditor after the audit work is known-	Qualified report	unqualified report	Interim report	Audit report
72	Internal auditor is appointed by-	The management	The shareholders	The Government	Statutory body

73	Auditing begins where ----- ends.	Selling	Investing Valuation	Accounting	purchases
74	For which of the following Audit is optional	Trusts	Joint Stock company	Proprietorship concern	Channai None of the above
75	A *share* may be issued at-----	par	Premium	Discount	All of the above
76	In Life insurance the person whose risk is covered is called-----	Insurer	Insured	Compensator	None of the above
77	What is an insurance that provides a insured to purchase different policy for the same subject matter?	Insurance	Double Insurance	Re- Insurance	None of the above
78	Oldest form of Insurance is-	Life Insurance	Fire Insurance	Marine Insurance	Motor Insurance
79	Who is the regulatory body of Insurance in India	IRDAI	SEBI	LIC	None of the above
80	Which of following is example of Direct Tax	GST	Income Tax	Custum duty	None of above
81	Which of the following are the central problem of the economy?	What to produce	How to produce	For whom to produce	All of the above
82	The consumer is compared to a king under?	Socialism	Mixed economy	communism	Capitalism
83	The demand for necessities is-	Elastic	Perfectly elastic	Inelastic	Perfect inelastic
84	Production refers to-	Destruction of utility pr	Creation of utility	Exchange Value	Use of the Product
85	Demand for labour is called-	Market Demand	Direct Demand	Derived Demand	Factor Demand
86	Monopolist can determine -	Price	Out put	Either price or output	None
87	When did the great depression occur?	1929-30	1934-35	1938-39	1940-41
88	Total National Income divided by total population is known as:-	Private income	Personal income	Personal desposable income	Per capita income
89	Which of the following is a function of money?	Medium of exchange	Measure of value	Store of value	All of the above
90	Who regulates the money supply in India?	Government of India	Reserve bank of India	Commercial banks	Niti Aayog

91	A tax the burden of which can be shifted on the other is called-	Indirect tax	Direct tax	Special tax	None of these
92	When the import and export of visible items are equal the situation is known as-	Balance of trade	Balance of payment	Trade surplus	Trade deficit
93	What is *SIDBI*	Poverty Eradication programme	Industrial bank	Social security scheme	None of the above
94	Who is present Governor of Reserve Bank Of India	Urjit R Patel	Shakti Kant Das	Raghu Ram Rajan	Vimal Jalan
95	Who is present CEO of NITI Aayog?	Shri BVR Subrahmanyam	Shri Suman Bery	Shri Arvind Pngariya	None of Above
96	Which organization calculate GDP in India	CSO	NSSO	Department of Economic Affairs	ISO
97	Which institution has been working on Internationalisation of rupee?	NITI AAYOG	RBI	SEBI	NPCI
98	What is PMLA	Priminister Local Area	Prevention of money Laundering act	Prime Monetary Lagal Authority	None of above
99	Measures to improve adverse Balance of payment includes-	Currency Devaluation	Import substitutions	Exchange control	All of the above
100	Who issues Rs. 1/= currency note in India?	Reserve bank of India	Ministry of finance	Ministry of Commerce	Niti Aayog