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A-11-03	MANAGEMENT	III										
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DURATION	MAXIMUM MARKS	NUMBER OF PAGES										
2 HOUR 30 MINUTES	150	16										
		NUMBER OF QUESTIONS										
		75										

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- This paper consists of seventy five 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** :
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అభ్యర్థులకు సూచనలు

- ఈ పుట పై భాగంలో ఇవ్వబడిన స్థలంలో మీ హాల్ టికెట్ నంబరు రాయండి.
- ఈ ప్రశ్న పత్రము డెబ్బైఐదు బహుళైచ్ఛిక ప్రశ్నలను కలిగి ఉంది.
- పరీక్ష ప్రారంభమున ఈ ప్రశ్నపత్రము మీకు ఇవ్వబడుతుంది. మొదటి ఐదు నిమిషములలో ఈ ప్రశ్నపత్రమును తెరిచి కింద తెలిపిన అంశాలను తప్పనిసరిగా సరిచూసుకోండి.
 - ఈ ప్రశ్న పత్రమును చూడడానికి కవర్ పేజీ అంచున ఉన్న కాగితపు సీలును చించండి. స్టిక్కర్ సీలులేని మరియు ఇదివరకే తెరిచి ఉన్న ప్రశ్నపత్రమును మీరు అంగీకరించవద్దు.
 - కవరు పేజీ పై ముద్రించిన సమాచారం ప్రకారం ఈ ప్రశ్నపత్రములోని పేజీల సంఖ్యను మరియు ప్రశ్నల సంఖ్యను సరిచూసుకోండి. పేజీల సంఖ్యకు సంబంధించి గానీ లేదా సూచించిన సంఖ్యలో ప్రశ్నలు లేకపోవుట లేదా నిజప్రతి కాకపోవుట లేదా ప్రశ్నలు క్రమపద్ధతిలో లేకపోవుట లేదా ఏదైనా తేడాలుండటం వంటి దోషపూరితమైన ప్రశ్న పత్రాన్ని వెంటనే మొదటి ఐదు నిమిషాల్లో పరీక్షా సర్వేక్షకునికి తిరిగి ఇచ్చివేసి దానికి బదులుగా సరిగ్గా ఉన్న ప్రశ్నపత్రాన్ని తీసుకోండి. తదనంతరం ప్రశ్నపత్రము మార్చబడదు అదనపు సమయం ఇవ్వబడదు.
 - పై విధంగా సరిచూసుకొన్న తర్వాత ప్రశ్నపత్రం సంఖ్యను OMR పత్రము పై అదేవిధంగా OMR పత్రము సంఖ్యను ఈ ప్రశ్నపత్రము పై నిర్దిష్టస్థలంలో రాయవలెను.
- ప్రతి ప్రశ్నకు నాలుగు ప్రత్యామ్నాయ ప్రతిస్పందనలు (A), (B), (C) మరియు (D) లుగా ఇవ్వబడ్డాయి. ప్రతిప్రశ్నకు సరైన ప్రతిస్పందనను ఎన్నుకొని కింద తెలిపిన విధంగా OMR పత్రములో ప్రతి ప్రశ్నా సంఖ్యకు ఇవ్వబడిన నాలుగు వృత్తాల్లో సరైన ప్రతిస్పందనను సూచించే వృత్తాన్ని బాల్ పాయింట్ పెన్ తో కింద తెలిపిన విధంగా పూరించాలి.
ఉదాహరణ : (A) (B) (C) (D)
(C) సరైన ప్రతిస్పందన అయితే
- ప్రశ్నలకు ప్రతిస్పందనలను ఈ ప్రశ్నపత్రముతో ఇవ్వబడిన OMR పత్రము పైన ఇవ్వబడిన వృత్తాల్లోనే పూరించి గుర్తించాలి. అలాకాక సమాధాన పత్రంపై వేరొక చోట గుర్తిస్తే మీ ప్రతిస్పందన మూల్యాంకనం చేయబడదు.
- ప్రశ్న పత్రము లోపల ఇచ్చిన సూచనలను జాగ్రత్తగా చదవండి.
- చిత్తుపనిని ప్రశ్నపత్రము చివర ఇచ్చిన ఖాళీస్థలములో చేయాలి.
- OMR పత్రము పై నిర్దిష్ట స్థలంలో సూచించవలసిన వివరాలు తప్పించి ఇతర స్థలంలో మీ గుర్తింపును తెలిపే విధంగా మీ పేరు రాయడం గానీ లేదా ఇతర చిహ్నాలను పెట్టడం గానీ చేసినట్లయితే మీ అసర్దుతకు మీరే బాధ్యులవుతారు.
- పరీక్ష పూర్తయిన తర్వాత మీ OMR పత్రాన్ని తప్పనిసరిగా పరీక్ష సర్వేక్షకుడికి ఇవ్వాలి. నాటిని పరీక్ష గది బయటకు తీసుకువెళ్లకూడదు. పరీక్ష పూర్తయిన తరువాత అభ్యర్థులు ప్రశ్న పత్రాన్ని, OMR పత్రం యొక్క కార్బన్ కాపీని తీసుకువెళ్లవచ్చు.
- నీలి/నల్ల రంగు బాల్ పాయింట్ పెన్ మాత్రమే ఉపయోగించాలి.
- లాగిథిమీ టేబుల్స్, క్యాలిక్యులేటర్లు, ఎలక్ట్రానిక్ పరికరాలు మొదలగునవి పరీక్షగదిలో ఉపయోగించడం నిషేధం.
- తప్పని సమాధానాలకు మార్కుల తగ్గింపు లేదు.



DO NOT WRITE HERE



MANAGEMENT

Paper – III

1. HRIS means
 - (A) Human Resource Intelligence System
 - (B) Human Relations Information
 - (C) Human Resource Information System
 - (D) Human Resource Industrial System
2. The objective of annual plan control is
 - (A) To examine where the company is making and losing money
 - (B) To examine the impact of marketing expenditures
 - (C) To examine whether the company is pursuing its best opportunities
 - (D) To examine whether the planned results are being achieved
3. The standard norm for debt-equity ratio is
 - (A) 2 : 1
 - (B) 1 : 1
 - (C) 1 : 2
 - (D) 1 : 0.5
4. GATT was replaced by the WTO in the year
 - (A) 1986
 - (B) 1991
 - (C) 1995
 - (D) 2000
5. CAI means
 - (A) Computer Assigned Instruction
 - (B) Computer Assisted Instruction
 - (C) Computer Aided Instruction
 - (D) Computer Assisted Information
6. Loss leader pricing is
 - (A) Cost plus pricing
 - (B) Promotional pricing
 - (C) Geographical pricing
 - (D) Going rate pricing
7. Vertical merger refers to
 - (A) A merger between a supplier and its customer
 - (B) A merger between two firms in similar business
 - (C) A merger between two firms in different business
 - (D) A merger between two raw material suppliers
8. Devaluation of a rupee results in the
 - (A) Boost of exports
 - (B) Boost of imports
 - (C) Boost of imports and reduction of exports
 - (D) Boost of exports and reduction of imports



- 9. BPRE**
- (A) Basic process reengineering
 - (B) Business planning reengineering
 - (C) Business process resource engineering
 - (D) Business process reengineering
- 10.** The most common form of marketing organization in India is
- (A) Product Management Organization
 - (B) Geographic Organization
 - (C) Functional Organization
 - (D) Market Management Organization
- 11.** In foreign exchange market, direct quotation will be available between
- (A) Pound Sterling and Indian Rupee
 - (B) Indian Rupee and French Frank
 - (C) US Dollar and Indian Rupee
 - (D) All of the above
- 12.** What is the other name for World Bank ?
- (A) IMF (B) IBRD
 - (C) UNCTAD (D) IFC
- 13.** IPO means
- (A) Indian public offer
 - (B) Indian preference shares offer
 - (C) Indian private offer
 - (D) Initial public offer
- 14.** The result of marketers observing the total consumption system and packaging a system that simplifies carrying out these activities is known as
- (A) Mega marketing
 - (B) Meta marketing
 - (C) Micro marketing
 - (D) Modern marketing
- 15.** TRIM's stands for
- (A) Trade related institutional marketing
 - (B) Trade related investment measures
 - (C) Trade related investment mechanism
 - (D) Trade related industrial measures
- 16.** Right selection includes
- 1. True positive
 - 2. True negative
 - 3. False positive
 - 4. False negative
- (A) 1, 4, 3 (B) 2, 3, 4
(C) 1 and 2 (D) 4, 3, 1
- 17.** What are the five determinants of service quality (SERVQUAL) model ?
- 1. Reliability
 - 2. Responsiveness
 - 3. Expected service
 - 4. Perceived service
 - 5. Empathy
 - 6. Tangibles and
 - 7. Assurance
- (A) 1, 2, 3, 4, 5 (B) 1, 3, 4, 5, 6
(C) 1, 4, 5, 6, 7 (D) 1, 2, 5, 6, 7



18. The following statements are related to receivables management

1. 'Net 60', means payment will be made within 60 days from the date of sale
2. In '2/10', 'net 30' 10 denotes a credit period
3. In India accounts receivables are known as sundry creditors
4. The 6C's of credit are character, capacity, capital, collateral, conditions and credit history of customer

Which statements are correct ?

- (A) 1, 2 and 4 are correct
(B) 2 and 4 are corrected
(C) 1 and 4 are correct
(D) 1, 3 and 4 are correct

19. Select the right set of anti-dumping measures.

1. Tariff duties
2. Import quota
3. Import embargo
4. None of the above

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

20. On the job training methods include

1. Apprentice training
2. Internship
3. Job rotation
4. Sensitivity training

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

21. What are the characteristics of services ?

1. Intangibility
2. Personal touch
3. Inseparability
4. Variability
5. Perishability

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

22. Which of the following statements are correct ?

1. American options can be exercised on or before maturity
2. American options can be exercised on the date of maturity only
3. European options can be exercised only on the date of maturity
4. European options can be exercised on or before maturity

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

23. Choose the set of globalisation components

1. Globalisation of markets
2. Globalisation of production
3. Globalisation of investment
4. Globalisation of technology

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



- 24.** Approaches to collective bargaining are
1. Process of social change
 2. Peace treaty between the conflicting parties
 3. System of industrial jurisprudence
 4. Employee effective understanding
- (A) 1, 2, 4 (B) 2, 3, 4
(C) 1, 2, 3 (D) 2, 1, 4
- 25.** The marketing communication mix consists of
1. Advertising
 2. Sales promotion
 3. Promotion
 4. Publicity
 5. Personal selling
- (A) 2, 3, 4, 5 (B) 1, 3, 4, 5
(C) 1, 2, 4, 5 (D) 1, 2, 3, 4
- 26.** There will be an inverse relationship between
1. Profits and value of the firm
 2. Price-earnings ratio and cost of capital
 3. Cost of capital and value of the firm
 4. Market price per share and value of the firm
- (A) 1 and 4 (B) 1, 2 and 4
(C) 2 and 3 (D) 2, 3 and 4
- 27.** Choose the sources of capital globally
1. IBRD
 2. IFC
 3. ADB
 4. Mutual funds
- (A) 1, 2 and 3 (B) 2, 3 and 4
(C) 2 and 3 (D) 1, 2, 3 and 4

28. Assertion (A) : Some managements argue that spending money on training is waste, because it reduces profits, increasing the expenditure.

Reason (R) : The training increases the productivity, reducing costs, thus increasing profitability, hence not a wasteful expenditure.

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

29. Assertion (A) : Customers are value maximizers.

Reason (R) : Customers form an expectation of value and act on it.

- (A) The Assertion is wrong but Reason is right
(B) Both Assertion and Reason are right
(C) Both Assertion and Reason are wrong
(D) The Assertion is right but Reason is wrong



30. Assertion (A) : The limited liability partnership is essentially a partnership constituted in corporate form which has a separate legal identity distinct from its partners.

Reason (R) : The limited liability partnership form of ownership is intended as an alternative business organization for small scale industries.

- (A) A and R are incorrect
- (B) A and R are correct
- (C) A is correct and R is incorrect
- (D) A is incorrect and R is correct

31. Assertion (A) : There is alarming increase in divorce and suicide rate among youngsters in the IT/ITES sector in cities.

Reason (R) : The divorce and suicide rate is increasing because, the youngsters are having more socio-economic freedom and lacks the experience of maintaining the work-life balance.

- (A) A is correct but R is wrong
- (B) Both A and R are correct
- (C) A is wrong but R is correct
- (D) Both A and R are wrong

32. Assertion (A) : The modern marketing department has evolved through the years from a simple sales department to an organizational structure where marketing personnel work mainly on cross-disciplinary terms.

Reason (R) : Matrix organizational structure is the best form for better performance .

- (A) Both A and R are right
- (B) Both A and R are wrong
- (C) A is wrong and R is right
- (D) A is right but R is wrong

33. Assertion (A) : The time value of money is extensively used in Financial Management to value the securities, evaluating new project proposals and for loan amortisation schedules.

Reason (R) : The time value of money facilitates comparison without bringing the cash flows occurring at different points of time to same point of time.

- (A) Both A and R are correct
- (B) Both A and R are incorrect
- (C) A is incorrect but R is correct
- (D) A is correct but R is incorrect



34. Assertion (A) : The attrition rate in BPO sector is alarming and affecting the performance.

Reason (R) : The stress levels in BPO sector is high due to heavy work load in the night shifts, hence attrition.

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

35. Assertion (A) : CRM often requires building customer database and doing datamining to detect trends, segments and individual needs.

Reason (R) : The key to retaining customers is relationship marketing.

- (A) A is wrong and R is right
- (B) Both A and R are right
- (C) Both A and R are wrong
- (D) A is right but R is wrong

36. Assertion (A) : The book building method of share issue was introduced in India on 1st November 1995.

Reason (R) : It is introduced to include the amount raised from new issue in the balance sheet of the company.

- (A) Both A and R are correct
- (B) A is incorrect but R is correct
- (C) A is correct but R is incorrect
- (D) A and R are incorrect

37. The following denotes everything that goes to enhance the importance of a subordinate's role

- (A) Centralisation
- (B) Span of Management
- (C) Delegation
- (D) Decentralisation

38. Arrange the following scales of measurement from the lowest to the highest order

- 1. Nominal
- 2. Ordinal
- 3. Ratio
- 4. Interval

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

39. Order the following steps in capital budgeting

- 1. Financing the project
- 2. Analysis of the idea
- 3. Execution and review of the project
- 4. Project idea generation
- 5. Using analysis techniques, selection of best proposal

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

40. Arrange the steps in the collective bargaining process in a sequence

- 1. Negotiating
- 2. Ratifying the agreement
- 3. Reaching an agreement
- 4. Submission of bargaining issues
- 5. Administration of agreements

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



- 41.** Arrange the following steps of new product development in a sequential order
1. Idea generation
 2. Idea screening
 3. Product development
 4. Market testing
 5. Commercialization
 6. Concept development and testing
 7. Market strategy development
 8. Business analysis
- (A) 1, 2, 3, 4, 5, 6, 7, 8
(B) 1, 2, 6, 7, 8, 3, 4, 5
(C) 8, 7, 6, 5, 4, 3, 2, 1
(D) 5, 6, 7, 1, 2, 3, 8, 4
- 42.** The following are the steps involved in investment process. Arrange them in order.
1. Perform security analysis
 2. Evaluate performance
 3. Setting investment policy
 4. Revise the portfolio
 5. Construct a portfolio
- (A) 5 4 3 2 1 (B) 3 1 2 4 5
(C) 3 1 5 4 2 (D) 1 2 3 4 5
- 43.** Arrange the steps in devising a remuneration plan in a sequence
1. Job hierarchy
 2. Pay survey
 3. Job evaluation
 4. Pricing jobs
 5. Job description
- (A) 4 5 1 2 3 (B) 4 2 3 5 1
(C) 2 5 1 3 4 (D) 5 3 1 2 4

- 44.** Arrange the steps in the marketing research process in a sequential order
1. Define the problem
 2. Collect the information
 3. Develop research plan
 4. Analyze the information
 5. Make the decision
- (A) 4 5 3 2 1 (B) 1 2 3 5 4
(C) 1 2 3 4 5 (D) 1 3 2 4 5
- 45.** Sequence the steps in administration of fringe benefits
1. Assess environmental factors
 2. Communicate benefit information
 3. Control benefit, cost and evaluation
 4. Establish benefit objectives
 5. Access competitiveness
- (A) 1 5 2 3 4 (B) 4 1 5 2 3
(C) 1 5 2 4 3 (D) 5 3 2 1 4
- 46.** Match the following Sets
- | | Set – 1 | Set – 2 |
|----------------------------|----------------|--|
| a. Investiture Orientation | | 1. Utilise equipment which resemble the actual one's used in the job |
| b. Divestiture Orientation | | 2. Seeks to ratify the usefulness of the characteristics that person brings to new job |
| c. Vestibule Training | | 3. Involves advising, encouraging, supporting employees by superiors |
| d. Mentoring | | 4. Seeks to make minor modifications in the characteristics of new hire |
- | | a | b | c | d |
|-----|----------|----------|----------|----------|
| (A) | 2 | 4 | 1 | 3 |
| (B) | 4 | 2 | 3 | 1 |
| (C) | 2 | 1 | 3 | 4 |
| (D) | 2 | 4 | 3 | 1 |



47. Match the following Sets

- | Set – 1 | | Set – 2 | |
|---------------------------|--|---|--|
| a. The product concept | | 1. Inexpensive and widely available product | |
| b. The marketing concept | | 2. Most quality product | |
| c. The production concept | | 3. Aggressive selling effort | |
| d. The selling concept | | 4. Customer centered approach | |

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

48. Match the following

- | Set –1 | | Set – 2 | |
|----------------------|--|--|--|
| a. Covenant | | 1. An instrument that gives the holder, the right to purchase certain no. of shares at a specified price | |
| b. Cannibalisation | | 2. Conditions imposed by the lender to protect his interest | |
| c. Warrant | | 3. A legal right of the existing shareholders to purchase additional equity shares | |
| d. Pre-emptive right | | 4. Sales lost of existing product by MNC on account of proposed investment | |

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

49. Match the following Sets

- | Set – 1 | | Set – 2 | |
|----------------|--|---------------------------|--|
| a. Capitalism | | 1. Absence of competition | |
| b. Socialism | | 2. Limited competition | |
| c. Communism | | 3. Freedom to compete | |

- | | a | b | c |
|-----|----------|----------|----------|
| (A) | 1 | 2 | 3 |
| (B) | 3 | 2 | 1 |
| (C) | 2 | 3 | 1 |
| (D) | 3 | 1 | 2 |

50. Match the following Sets

- | Set – 1 | | Set – 2 | |
|---------------------|--|---|--|
| a. Interest test | | 1. To measure an individual's activity preference | |
| b. Aptitude test | | 2. Measuring mental and personal profile | |
| c. Thomas profiling | | 3. Helps to determine a person's potential to learn in a given area | |
| d. Gordon inventory | | 4. Identifying behavioural requirement for the Job | |

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



51. Match the following Sets

Set – 1

Set – 2

- | | |
|-------------------|---|
| a. Stars | 1. High on growth rate, low on relative market share |
| b. Question marks | 2. Low on both growth rate and relative market share |
| c. Cash cows | 3. High on both growth rate and relative market share |
| d. Dogs | 4. Low on growth rate and high on relative market share |

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

52. Match the following Sets

Set – 1

Set – 2

- | | |
|------------------------|---|
| a. Spin off | 1. A form of demerger based on 'anergy' |
| b. Leveraged buyout | 2. Merger of firms engaged in unrelated lines of business |
| c. Divestiture | 3. Separating a division of company into an independent company |
| d. Conglomerate merger | 4. An acquisition which is largely financed by debt |

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

53. Match the following Sets

Set – 1

Set – 2

- | | |
|-----------------|--|
| a. Quota | 1. Duties to restrict trade |
| b. Tariff | 2. Duty on the exports and imports |
| c. Customs duty | 3. Duty on the goods supplied to the domestic market |
| d. Excise duty | 4. Limit on the number |

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

54. Match the following Sets

Set – 1

Set – 2

- | | |
|-----------------|---|
| a. Strike | 1. Temporary separation of employee at the instance of employer due to exigencies |
| b. Lockout | 2. Termination of excess employees legally by employer to reduce costs |
| c. Lay-off | 3. Temporary stoppage of work by employees |
| d. Retrenchment | 4. Temporary closure of plant by employer due to emergency |

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



55. Match the following Sets

Set – 1

- a. Staple goods
- b. Impulse goods
- c. Emergency goods
- d. Speciality goods

Set – 2

- 1. Umbrellas
- 2. Mercedes Benz car
- 3. Toilet soap
- 4. Chocolates

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

56. Match the following Sets

Set – 1

Committee on Regulation of Bank credit

Set – 2

Year of submitting the report

- | | |
|----------------------|---------|
| a. TANDON Committee | 1. 1969 |
| b. KANNAN Committee | 2. 1979 |
| c. CHORE Committee | 3. 1997 |
| d. DEHEJIA Committee | 4. 1975 |

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

57. Match the following Sets

Set – 1

- a. NAFTA
- b. SAARC
- c. ASEAN
- d. European Union

Set – 2

- 1. 1952
- 2. 1985
- 3. 1992
- 4. 1994

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

58. Match the following Sets

Set – 1

- a. 360 degree appraisal
- b. Psychological appraisal
- c. Forced choice method
- d. Forced distribution method

Set – 2

- 1. The rater is compelled to select statements which are readymade
- 2. Assumes that employee performance level conforms to normal statistical distribution
- 3. Technique used to collect the performance data of employees from connected stakeholders
- 4. Focusses on future potential and not actual performance

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



59. Match the following Sets

Set – 1

Set – 2

- | | |
|---------------------|---|
| a. MARAKON Approach | 1. Shareholders value creation |
| b. ALFRED MARSHAL | 2. Value creation by aligning aspirations and processes of management |
| c. ALKAR Approach | 3. Value based portfolio management |
| d. MCKINCY Approach | 4. Economic value added |

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

60. Match the following Sets

Set – 1

Set – 2

- | | |
|---------------------------------|---|
| a. European Quotations | 1. Indirect Quotations |
| b. Spread | 2. Inflation |
| c. American Quotation | 3. Direct Quotations |
| d. Purchase Power Parity Theory | 4. Difference between Ask price and Bid price |

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

Read the following passage and answer the questions from **61-66** :

Company XYZ created a capacity of ten thousand units incurring a fixed cost of Rs. 20,000/- . The domestic demand is totally met by the company by selling the unit at Rs. 10/- and incurring Rs. 4 on variable cost per unit and Rs. 3 on fixed cost per unit. The firm received an order for 2000 units from USA, 5000 units from UK at the rate of Rs. 5/- per unit.

61. What is the profit in the domestic market ?

- (A) Rs. 18,000
- (B) Rs. 19,000
- (C) Rs. 20,000
- (D) Rs. 25,000

62. What will be the profit, if USA's order is executed ?

- (A) Rs. 15,000
- (B) Rs. 17,000
- (C) Rs. 19,000
- (D) Rs. 22,000

63. What will be the profit if UK's order is executed sacrificing certain amount of domestic sales ?

- (A) Rs. 15,000
- (B) Rs. 20,000
- (C) Rs. 22,000
- (D) Rs. 25,000



- 64.** What will be the total profit, if UK's and USA's orders are executed sacrificing certain amount of domestic sales ?
- (A) Rs. 15,000
 - (B) Rs. 10,000
 - (C) Rs. 5,000
 - (D) Rs. 1,000
- 65.** How many units are sold in the domestic market ?
- (A) 2500 units
 - (B) 5000 units
 - (C) 6666 units (approx.)
 - (D) 3333 units (approx.)
- 66.** What would be the break-even point in terms of units ?
- (A) 3000
 - (B) 3300
 - (C) 3330
 - (D) 3333 (approx.)

Read the following passage and answer the questions from **67** to **70**

Conflicts of interest may be actual or potential. An actual conflict of interest occurs when a person actually discharges his duties in a way that is prejudicial to the firm and does it, out of self-interest. For example, the official of the corporation is involved in a merely potential conflicts of interest so long as his judgement is not biased by his stock holdings and he gives the contract to the construction company that offers his employer the best terms. The conflict of interest becomes actual if his judgement is biased towards the construction company in which he holds stock and he acts on this bias.

- 67.** Reasons for conflict of interest
- (A) Honest functioning of employees
 - (B) Hard working nature of employees
 - (C) Dishonest nature of employees
 - (D) Fair nature of employees
- 68.** Under what conditions the corporation officials' judgement becomes actual conflict ?
- (A) When he does hold stock in the corporation
 - (B) When he holds the stock
 - (C) Unbiased judgement
 - (D) Corporation's good treatment to the officials



69. What are the types of conflicts ?

- (A) Unrealistic
- (B) False
- (C) Actual and potential
- (D) Realistic and impotential

70. In which kind of conflict the corporation official is involved ?

- (A) Non-potential conflict of interest
- (B) Potential conflict of interest
- (C) Actual conflict of interest
- (D) Less potential conflict of interest

Read the following passage and answer the questions from 71 to 75

Mr. Rakesh, an investor owns two stocks and has estimated the following joint probability distribution of returns.

Outcome	Return to		Probability
	Stock 'A'	Stock 'B'	
1	10	– 15%	0.30
2	0	– 10%	0.20
3	10	– 0%	0.30
4	20	– 10%	0.20

71. The expected return from Asset 'A' is

- (A) 5%
- (B) 7%
- (C) 4%
- (D) 6%

72. The expected risk of Asset 'B' is

- (A) 19.72%
- (B) 19.83%
- (C) 19%
- (D) 20%

73. If the two assets are combined in the ratio of 40 : 60, the expected return from portfolio is

- (A) 4.15%
- (B) 4.0%
- (C) 4.3%
- (D) 4.2%

74. The portfolio risk, if the two assets are in equal proportion and the correlation co-efficient is 0.5

- (A) 10.55%
- (B) 11.45%
- (C) –10.55%
- (D) 12.00%

75. What is the covariance between two assets ?

- (A) + 74.75
- (B) + 94.70
- (C) – 84.70
- (D) – 94.70



Space for Rough Work