UGC NET - COMMERCE

MOCK TEST PAPER

- **PAPER - I** *This paper contains 50 objective type questions. Each question carries 2 marks.*
  Attempt all the questions.
- **PAPER - II** *This paper contains 100 objective type questions. Each question carries 2 marks.*
  Attempt all the questions.
- *Pattern of questions* : *MCQs*
- *Total marks (PAPER I & II)* : *300*
- *Duration of test* : *Paper I - 1 Hour*
  : *Paper II - 2 Hours*

PAPER-I

1. In union budget 2018-19, the government announced setting up Ekalavya Model Residential School, Consider the following statement about it.

(i) It will provide the best quality education to the tribal childrenin their own environment

(ii) by 2022 it will be build in every block with more than 50% ST population.

(iii) It will focus on preserving local art and culture.

Which of the statement given above is/are correct?

Select the answer using the codes given below:

(1) i and ii only (2) ii and iii only

(3) iii only (4) i, ii and iii

2. Which of the following statement is correct about the RISE by 2022 announced by government in Union budget 2018-19?

(1) It is to step up investments in Education.

(2) It is to step up investments in health.

(3) It is to step up investments in telecommunication.

(4) It is to step up investments in sports.

3. Which country to host the World Sustainable Development Summit – 2018 ?

(1) South Africa (2) Nepal

(3) Brazil (4) India

4. Which HRD Ministry-appointed committee is drafting new National Education Policy (NEP)?

(1) Ram Shanker Kureel committee

(2) K Kasturirangan committee

(3) V G S Rathore committee

(4) KJ Alphonse committee

5. With reference to Paris agreement on climate change, consider the following statements :

I. It was signed by 195 nations in Dec 2015 at Paris

II. The main aim is to keep a global temperature rise this century well below 3 degrees Celsius

III. It further aims to drive efforts to limit the temperature increase even further to 1.5 degrees Celsius above pre-industrial levels

Which of the above statements are correct ?

(1) I and II (2) II and III

(3) I, II and III (4) I and III

6. Which of the following statements are correct?

a. Parliament cannot alter the name and territory of J&K without the consent of the State legislature

b. The Union shall have the power to suspend the State Constitution on the ground of failure to comply with the directions given by the Union.

c. No proclamation of Emergency can be made by the President under Article 352 on the ground of "internal disturbance" in J&K without the concurrence of J&K Government

Which of the above statements are correct ?

(1) (a) and (b) (2) (b) and (c)

(3) (a) and (c) (4) (a), (b), (c)

7. **Assertion (A):** Global warming is the increase in Earth's near-surface air and ocean temperatures.

Reason (R): The greenhouse effect is when water and carbon dioxide absorb outgoing infrared radiation, increasing the planet's temperature

Choose the correct code:

(1) Both (A) and (R) are correct (2) Both (A) and (R) are incorrect,

(3) (A) is true and (R) is true (4) (A) is false and (R) is true

8. Which of these pairs are correctly matched ?

a. The Vienna Convention : Protection of Ozone Layer

b. Montreal Protocol : Substances that Deplete the Ozone Layer

c. The Minamata Convention : Lead

(1) a only

(2) a and b only

(3) c only

9. Representation of the People (Amendment and Validation) Bill, 2013, brought two key changes. These changes were :

• Even if a person is prohibited from voting due to being in police custody or in jail, he can file nomination for an election.

• Definition of "disqualified" in the Act has been amended. disqualification has to be due to conviction for certain specified offences and can be on no other ground.

• Anyone in prison or on the lawful custody of the police (other than preventive detention) is not entitled to vote.

Select the correct answer using the codes given below.

(1) I and ii only (2) I and iii only

(3) ii and iii only (4) I, ii, iii

10. Match List – I and List – II and identify the correct code:

a. World Health Day i.16th September

b. World Population Day ii. 1st December

c. World Ozone Day iii. 11th July

d. World AIDS Day iv. 7th April

Codes:

	a	b	c	d
(1)	i	ii	iii	iv
(2)	iv	iii	i	ii
(3)	ii	iii	iv	i
(4)	iii	iv	ii	i

11. **Assertion (A):** Water Borne diseases are largely caused by micro-organisms present in human or animal waste

Reason (R): Typhoid fever is a Water Borne diseases.

Choose the correct code:

(1) Both (A) and (R) are correct

(2) Both (A) and (R) are incorrect,

(3) (A) is true and (R) is true

(4) (A) is false and (R) is true

12. Which of the following statements regarding the meaning of research are correct

a. Research refers to a series of systematic activity or activities undertaken to find out the solution of a problem

b. It is a systematic, logical and an unbiased process wherein verification of hypothesis data analysis, interpretation and formation of principles can be done

c. It is an intellectual enquiry or quest towards truth

d. It leads to enhancement of knowledge

(1) (a), (b) and (c)
(2) (b), (c) and (d)
(3) (a), (c) and (d)
(4) (a), (b), (c) and (d)

13. Below are given two seat – research methods (Set-I) and data collection tools (Set-II). Match the two sets and indicate your answer by selecting the correct code:

A Experimental method	i Using primary secondary sources
B Ex post-facto method	ii Questionnaire
C Descriptive survey method	iii Standardized tests
D Historical method	iv Typical characteristics tests

Codes:

A B C D

1. ii i iii iv

2. iii iv ii i

3. ii iii i iv

4. ii iv iii i

14. Consider the following statements :

a. Teaching is the stimulation, guidance, direction and encouragement of learning

b. Good teaching is as much about passion as it is about reason

c. Good teaching is also about bridging the gap between theory and practice

Which of the above statements are correct ?

(1) a and b (2) b and c

(3) a and c (4) a, b and c

15. Consider the following statements about NITI Aayog :

a. The National Institution for Transforming India, also called NITI Aayog, was formed via a resolution of the Union Cabinet on January 1, 2015

b. NITI Aayog fosters Cooperative Federalism

c. The President is its Chairman

Which of the statements given above is/are correct ?

(1) a and b only (2) b and c only

(3) a and c (4) a, b and c

16. Imagine you are working in an educational institution where people are of equal status. Which method of communication is best suited and normally employed in such a context?

(1) Horizontal communication (2) Vertical communication

(3) Corporate communication (4) Cross communication

17. An unsolicited e-mail message sent to many recipients at once is a

(1) Worm (2) Virus

(3) Threat (4) Spam

18. If the proposition 'All thieves are poor' is false, which of the following propositions can be claimed certainly to be true?

Propositions :

(1) Some thieves are poor. (2) Some thieves are not poor.

(3) No thief is poor. (4) No poor person is a thief.

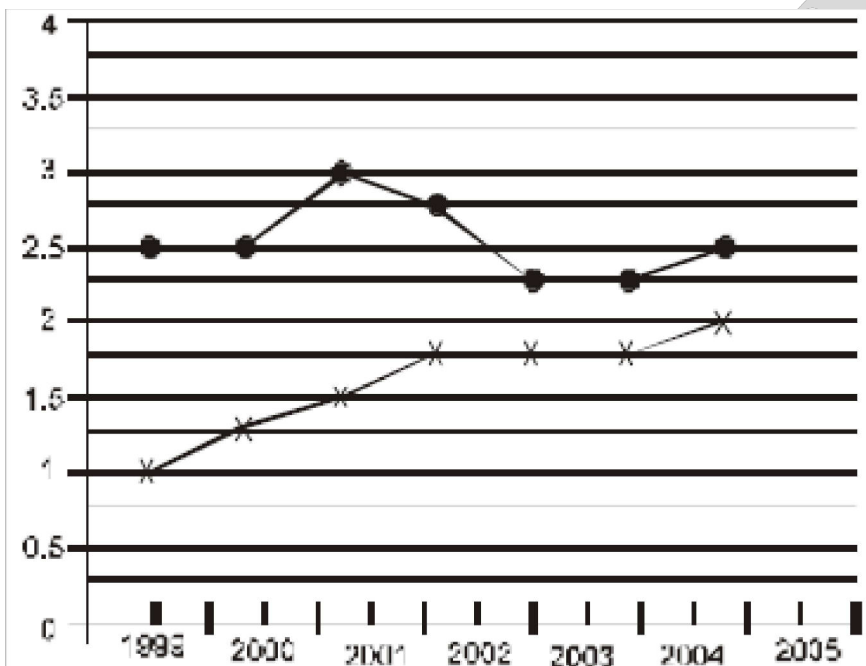
19. It is communication of feelings, emotions, attitudes, and thoughts through body movements / gestures / eye contact, etc." which type of communication is this?

(1) Oral communication (2) Written communication

(3) Non verbal communication (4) None

Questions20-24 Study the follow ing graph carefully to answer the given questions.

PRODUCTION OF TWO COMPANIES A AND B (IN CRORE UNITS) OVER THE GIVEN YEARS



20. For Company A, how much is the percent increase in production in 2000 from 1999?

(1) 0.25 (2) 2.5

(3) 25 (4)12.5

21. How many units is the total production of Company A for the given years?

(1) 9 crores (2) 17.75 crores

(3) 12.25 crores (4) 11 crores

22. What is the difference in units produced by the two companies in 1999?

(1) 1,50,000,000 (2) 15,00,00,000

(3) 15,00,000 (4) 15,000

23. How many units is the approximate average production of Company B for the given years?

(1) 3 crores (2) 2.55 crores

(3) 2.75 crores (4) 2.25 crores

24. In which year did both the companies have no change in production from the previous year?

(1) 2000 (2) 2002

(3) 2003 (4) 2004

25. Which of the following collection techniques were used as the primary research methods for this study?

(1) Qualitative (2) Quantitative

(3) Both (1) and (2) (4) None

26. Which of the follow ing problems was India faced with after Independence ?

(1) Military attack from a country across the border.

(2) Lack of coordination betw een the Central and State Governments.

(3) Improper coordination of various Government policies

(4) Increasing the production from a very low level

27. Which of the following issues w as not appropriately realized by the Central Government.

(1) Ethnic diversity of the people

(2) A national language for the country

(3) Implementation of the formulated policies

(4) Centre -State relations

28. Why was central economic planning found to be difficult?

(1) Multiplicity of States and Union Territories

(2) Lack of coordination in different Government departments

(3) Autonomy given to the States in certain matters

(4) Lack of will in implementing land reforms

29. Why was the linguistic reorganization of the State accepted?

(1) The States were not cooperating with the Central Government

(2) Non- Congress Governments in the States demanded such a reorganization of

the States

(3) No common national language emerged

(4) Strong pressure from the States was exerted on the Central Government to create such States

30. Which, according to the passage, can be cited as an exercise in democratic practice in India before Independence?

(1) The handing over of power by the British to India

(2) The Indianisation of the Indian Civil Service

(3) A neutral role played by the Army

(4) None of the above

31. The information to be collected in survey method are related to

(1) Present Position

(2) Aims of the research

(3) The attainment of aim of research

(4) All of the above

32. One of the essential characteristics of research is

(1) Sensitivity (2) Generalizability

(3) Usability (4) Replicability

33. Identify the main Principle on which the Parliamentary System operates.

(1) Responsibility of Executive to Legislature

(2) Supremacy of Parliament

(3) Supremacy of Judiciary

(4) Theory of Separation of power

34. Match list I with list II and select the correct f rom the code given below :

List I (Institutions)	**List II (Locations)**
1. Indian Veterinary Research Institute	i. Pune
2. Institute of Armament Technology	ii. Izat Nagar
3. Indian Institute of Science	iii. Delhi
4. National Institute for Educational Pannesi and Administrators	vi. Bangalore

(1) 1-ii, 2-i, 3-iv, 4-iii (2) 1-ii, 2-iv, 3-ii, 4-iii

(3) 1-ii, 2-iii, 3- I, 4- iv (4) 1-iv, 2-iii, 3-ii, 4-i

35. The prime minister of India is appointed from ______

(1) The leading Party in Lok Sabha

(2) The Leading Party in Rajya Sabha

(3) The leading party in Lok Sabha and Rajya Sabha combined

(4) None of the above

36. The study of interrelations between Organism and their environment is called___

(1) Biosphere (2) Ecology

(3) Synecology (4) Autecology

37. The term ICT is now also used to refer to the convergence of

(1) Audio visual (2) Telephone netw ork

(3) Both (1) and (2) (4) None

38. Fossil Fuels include

(1) Oil (2) Natural Gas

(3) Coal (4) All of the above

39. Noise in excess of ______ is called noise pollution

(1) 40-65 db (2) 60-70 db

(3) 80-100 db (4) None of the above

40. Effectiveness of teaching depends on ____

(1) Handwriting of Teacher (2) Speaking ability of Teacher

(3) Qualification of the Teacher (4) Subject Understanding of the Teacher

41. The participation of students will be maximum if ____ method is used for teaching.

(1) Text Books (2) Discussion Method

(3) Conference Method (4) Lectures

42. In following questions, number series is given. One of the numbers in each series is wrong. After searching wrong number find the correct number in its place.

510, 254, 126, 64, 30, 14, 6

(1) 252 (2) 62

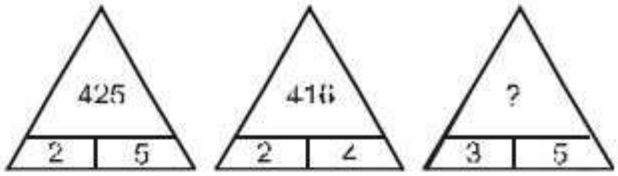
(3) 130 (4) 9

43. Which reasoning determines whether the truth of a conclusion can be determined for that rule, based solely on the truth of the premises?

(1) Deductive (2) Inductive

(3) Abductive (4) All

44. Insert the missing number or letter from among the given alternatives.



(1) 140 (2) 280

(3) 875 (4) 925

45. In the following question assuming the given statements to be true, find out which of the two assumptions I and II given below them is/are definitely true give answer as.

(1) Only assumption I is implicit

(2) Only assumption II is implicit

(3) Either I or II is implicit

(4) Neither I nor II is implicit

(E) Both I and II are implicit

Statement: The State government has decided to appoint four thousand primary school teachers during the next financial year.

Assumptions:

I. There are enough schools in the state to accommodate four thousand additional pr imary school teachers.

II. The eligible candidates may not be interested to apply as the government may not finally appoint such a large number of primary school teachers.

46. What is the latest write-once optical storage media?

(1) Digital paper (2) Magneto-optical disk

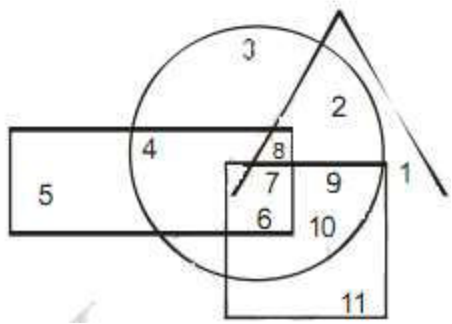
(3) WORM disk (4) CD- ROM disk

47. Which of the following identifies a specific web page and its computer on the Web?

(1) Web site (2) Web site address

(3) URL (4) Domain Name

Direction (48-49) In the following figure, rectangle, square, circle and triangle represents the regions of wheat gram, maize and rice cultivation respectively. On the basis of the figure, answer the follow ing questions.



48. Which of the area is cultivated for wheat and maize only?

(1) 8 (2) 6

(3) 5 (4) 4

49. Which of the area is cultivated for maize only?

(1) 10 (2) 2

(3) 3 (4) 4

50. Pointing to a photograph. Bajpai said, " He is the son of the only daughter of the father of my brother." How Bajpai is related to the man in the photograph?

(1) Nephew (2) Brother

(3) Father (4) Maternal Uncle

PAPER-II

1. There is acute shortage of electricity in some of the states in India. This reflects a problem in which type of business environment ?

(1) Economic (2) Demographic

(3) Politico-legal (4) Socio-cultural

2. Which of the following denote the structural changes in Indian economy?

(1) Primary sector contribution has gone down.

(2) Service sector contribution has gone up.

(3) Secondary sector has not changed much.

(4) All of the above

3. Consider the following statements in respect of 'stand up India'

(I) It was launched on 5 April 2016

(II) to support entrepreneurship among women and SC & ST communities

(III) to support young entrepreneurs

(IV) It is a scheme to help industrial development"

Which of the above statements are correct ?

(1) I and II only. (2) II and III only.

(3) I, II and III. (4) I, II and IV

4. Consider the following statements in respect of Consumer Protection Bill 2015

(I) It will replace the Consumer Protection Act, 1986

(II) Establishment of an executive agency 'Central Consumer Protection Authority' (CCPA).

(III) the bill proposes "concialation" as an alternative dispute resolution mechanism

(IV) the bill has provisions for "product liability"

Which of the above statements are correct ?

(1) I and II only. (2) II and III only.

(3) I, II and III. (4) I, II and IV

5. The accounting principle that states companies and owners should be accounted for separately.

(1) Business entity concept (2) Going concern comcept

(3) Monetary unit concept (4) Periodicity assumption

6. Compulsory winding up takes place under companies Act 2013 :

(I) If a company is unable to pay its debt

(II) If the company has by special resolution resolved that the company be wound up by the tribunal

(III) If the company has acted against the interest of the integrity or morality of India, security of the state

(IV) if there is Suspension of the business for one year from the date of incorporation

Which of the following is/are correct ?

(1) I and II (2) II and III (3) I, II, and III (4) I, II, III and IV

7. Consider the following statements with reference to Companies (Amendment) Act, 2015 :

(I) The minimum paid-up share capital requirement has been done away with

(II) The company cannot declare dividend for a financial year, unless the losses and depreciation carried over from past years have been set-off against the profits of the company,

(III) thresholds will be prescribed for reporting of frauds to the Central Government, or the audit committee or the board of directors.

(IV) Section 11 of CA 2013 has been retained

Which of the above statements are correct

(1) I and II (2) II and III (3) I, II and III (4) II, III and IV

8. Assertion (1): The demand curve has negative slope showing inverse relationship between price and the quantity demanded.

Reason (R): This applies only to Giffen goods.

Codes:

(1) Both (1) and (R) are true.

(2) (1) is true, but (R) is false.

(3) (1) is false, but (R) is true.

(4) Both (1) and (R) are false.

9. Match the items in List - I with those in List - II and select the correct code for the answer:

List - I	**List - II**
(1) Monopoly	(i) Price Taker
(2) Monopolistic competition	(ii) Homogeneous product's price maker
(3) Perfect competition	(iii) Heterogeneous product
(4) Oligopoly	(iv) Price Rigidity

Codes:

	(1)	(2)	(3)	(4)
(1)	a-(ii)	b-(iii)	c-(i)	d-(iv)
(2)	a-(i)	b-(ii)	c-(iv)	d-(iii)
(3)	a-(iii)	b-(iv)	c-(ii)	d-(i)
(4)	a-(iv)	b-(i)	c-(iii)	d-(ii)

10. "The life expectancy of people in Kerala is more than that of Tamil Nadu." This statement is an example of

(1) Descriptive Hypothesis (2) Causal Hypothesis

(3) Correlational Hypothesis (4) None of the above

11. Which one(s) of the following statements is (are) correct with respect to Decision Support System (DSS)?

(i) It (DSS) is used by middle level management.

(ii) DSS applies to mostly structured problems.

(iii) DSS relies on mathematical models for analysis.

(iv) DSS is largely heuristics based.

Codes:

(1) (i) and (ii) are correct. (2) (i) and (iii) are correct.

(3) (i), (ii) and (iii) are correct. (4) All the four are correct.

12. Black box model in marketing relates to :

(1) Marketing planning (2) Marketing mix

(3) Marketing control (4) Consumer behavior

13. Which one is not an important objective of Financial Management?

(1) Profit Maximisation (2) Wealth Maximisation

(3) Value Maximisation (4) Maximisation of social benefits

14. With reference to capital structure, consider the following statements :

(I) Capital structure is the mix of the long-term sources of funds used by a firm

(II) It is made up of debt and equity securities

(III) Capital structure maximizes the market value of a firm

(IV) Capital structure maximzes the firm's cost of capital or cost of financing

(1) I, II and III (2) II, III and IV

(3) I, II and IV (4) I, III and IV

15. Decision regarding demonetization is taken on the recommendation of :

(1) Finance Ministry. (2) Reserve Bank of India

(3) Parliament. (4) SBI.

16. Reserve Bank of India controls the activities of some of the following banks in India:

(i) Commercial Banks (ii) Cooperative Banks

(iii) Foreign Banks (iv) Rural Banks

Codes:

(1) (i), (ii) and (iii) (2) (i), (iii) and (iv)

(3) (ii), (iii) and (iv) (4) (i), (ii), (iii) and (iv)

17. Which of the following is not a feature of a development bank ?

(1) It is a specialised financial institution

(2) It provides medium and long term finance to business units

(3) it accepts deposits from the public

(4) It is essentially a development-oriented bank

18. Which of the following is not correct regarding balance of payment :

(1) Balance of payments records all international inflows and outflows of funds to and from foreign countries.

(2) It is a component of the balance of trade

(3) The balance of payments shows an overall view of the country's financial status.

(4) It takes in to account transfers of capital, transfers of assets and funds,

international investments, sales and purchases of assets etc

19. Name the two schemes introduced under the new foreign trade policy 2015-20?

(1) Merchandise Export from India Scheme & Services Export from India Scheme

(2) Services Export from India Scheme & Services Import from India Scheme

(3) Services Import from India Scheme & Merchandise Export from India Scheme

(4) Merchandise Import from India Scheme & Services Export from India Scheme

20. With reference to Exim policy of India , which of the following is not true ?

(1) Exim policy is also known as trade policy

(2) It is a set of guidelines and instructions established by the DGFT in matters related to the import and export of goods in India.

(3) It is regulated by Import and export Act 1948.

(4) The main objective of the Foreign Trade (Development and Regulation) Act is to provide the development and regulation of foreign trade

21. National treatment (NT) is an important policy of WTO. NT means

(1) All countries must not discriminate between imported and domestic product

(2) WTO members must not discriminate between imported and domestic product

(3) Exported products of a WTO member state must not be discriminate by other members via-a-vis domestic products

(4) Both (2) & (3)

22. With reference to Securities Laws (Amendment) Act, 2014, which of the following is not correct ?

(1) It gives new powers to SEBI to effectively pursue fraudulent investment schemes.

(2) It also provides guidelines for the formation of special fast trial courts..

(3) The new law gave SEBI the power to search and obtain information, including call records, about any suspected entity from within or outside the firm.

(4) SEBI may conduct searches without a warrant from a court

23. Key elements of ASEAN 2025 are :

(I) Political-Security Community Blueprint 2025

(II) Economic Community Blueprint 2025

(III) Socio-Cultural Community Blueprint 2025

(IV) Military community

(1) I, II and III (2) I, II and IV (3) II, III and IV (4) All

24. Which of the following is part of capital account of a country ?

(1) Export and import of goods

(2) Export and import of services

(3) unilateral transfers from one country to another

(4) NRI deposits

25. Assertion (1): Marginal cost and differential cost do not convey the same meaning in all the circumstances.

Reason (R): Differential cost increases or decreases due to change in fixed cost.

Codes:

(1) (1) is true but (R) is false

(2) (1) is false but (R) is true

(3) (1) and (R) are correct and (R) is correct explanation of (1).

(4) Both (1) and (R) are correct, but (R) is not the correct explanation of (1).

26. When the concept of ratio is defined in respect to the items shown in the financial statements, it is termed as

(1) Accounting ratio (2) Financial ratio

(3) Costing ratio (4) None of the above

27. Which of the following statements is not true about standard costing & budgetary control?

(1) Standard Costing and Budgetary Control are the two systems of costing

(2) The two aims at controlling costs and measuring the performance by fixing targets.

(3) Standard costing , forecasts, cost accounts but the budgetary control projects detail about financial accounts.

(4) These two systems are interdependent

28. Business ethics refers to :

(1) contemporary standards or sets of values that govern the actions and behavior of an individual in the business organization

(2) contemporary standards or sets of values that govern the actions and behavior of managers in the business organization

(3) sets of values that govern the actions and behavior of workers in the business organization

(4) Rules and regulations of a business organization

29. Which of the following terms includes the task, duties and responsibilities of a particular job?

(1) Job Evaluation (2) Job Enrichment

(3) Job Analysis (4) Job Enlargement

30. Which of the following principle states that the selection of a candidate for a position is based on the candidate's performance in their current role ?

(1) Promotion Principle (2) Drucker Principle

(3) Validity Principle (4) Peter Principle

31. With reference to marketing mix, consider the following statements :

(I) It is a set of marketing tools that the firm uses to pursue its marketing objectives in the target market

(II) It refers to four broad levels of marketing decision (4Ps), namely: product, price, promotion, and place

(III) It refers to five broad levels of marketing decision, namely: product, price, promotion, place and people

(IV) In 1981, Booms and Bitner proposed a model of 7 Ps, comprising the original 4 Ps plus process, people and physical evidence, as being more applicable for services marketing.

Which of the following statements are correct ?

(1) I , II and III (2) I, II and IV.

(3) II, III and IV (4) I, II , III and IV

32. Indian Accounting Standards (Ind AS) is applicable to:

(1) Individual (2) Partnership Firms (3) Companies (4) Trust

33. With reference to working of stock exchanges in India, consider the following statements :

(I) Stock exchange is an organization which interferes between company and investor to raise funds for the benefit of company as well as investor.

(II) In India,most Prominent stock exchanges are Bombay Stock Exchange (BSE) and National Stock Exchange (NSE)

(III) BSE is the oldest stock exchange in Asia established in 1875

(IV) Sensex is an index for NSE

Which of the following statements are correct ?

(1) I , II and III (2) I, II and IV. (3) II, III and IV (4) I, II , III and IV

34. With reference to social accounting, which of the following is correct ?

(1) It is the process of accountability of an organization to customers of its production actions.

(2) It is the process of communicating the social and environmental effects of organizations' economic actions

(3) It is the process of keeping financial accounts of expenditure on account of environmental factors.

(4) None of the above

35. According to the Purchasing Power Parity (PPP) theory,

(1) Exchange rates between two national currencies will adjust daily to reflect price level differences in the two countries

(2) In the long run, inflation rates in different countries will equalize around the world

(C) In the long run, the exchange rates between two national currencies will reflect price level differences in the two countries

(4) None of the above

36. International trade theory which provides that capital intensive country should export labour intensive goods and import capital goods is referred to as

(1) Leontief Paradox

(2) Heckscher-Ohlin Theory

(3) Mercantilism Theory

(4) Theory of Comparative Advantage

37. Business environment refers to :

(1) political environment of a country.

(2) The totality of exernal forces affecting a business.

(3) business activites

(4) legal environment of a country

38. Which of the following industries are reserved for public sector at present ?

(I) Defence. (II) electronics.

(III) Atomic energy (IV) Railways transport

Which of the above is/ are correct ?

(1) I and II only. (2) II and III only.

(3) III and IV only. (4) I, II and IV

39. What is Executive Information System (EIS) ?

(1) An Executive Information System (EIS) is a computer - based system intended to facilitate and support the information and decision making needs of senior executives

(2) It is commonly considered as a specialized form of Decision Support System (DSS).

(3) The emphasis of EIS is on graphical displays and easy-to-use user interfaces.

(4) All above

40. Assertion (1) : One can be sure about future course of actions by making good plans.

Reasoning (R) : Planning brings certainty in future course of actions of an organisation.

(1) (R) is correct but (1) is not correct.

(2) (1) is correct but (R) is not correct.

(3) Both (1) and (R) are correct.

(4) Both (1) and (R) are not correct.

41. Which of the following are elements of working capital management ?

(I) Working Capital ratio (II) The collection ratio.

(III) Inventory management (IV) Short term loans from Banks

(1) I, II and III. (2) I. II and IV.

(3) II, III and IV (4) I , III and IV.

42. Which of the following is suggested by Blake and Mouton as the best leadership behaviour?

(1) Low concern for people but high concern for production.

(2) Low concern for both people and production.

(3) High concern for both people and production.

(4) High concern for people and low concern for production.

43. With reference to the concept of accounting standards, consider the following statements :

(I) An accounting standard is a guideline for financial accounting, such as how a firm prepares and presents its business income, expenses, assets and liabilities.

(II) Accounting standards lay down the terms and conditions of accounting policies and practices

(III) Accounting standards do not facilitate intra-firm and inter-firm comparison

(IV) Accounting standards relate to all aspects of an entity's finances including assets, liabilities, revenue, expenditures and equity.

Which of the following statements are correct ?

(1) I , II and III
(2) I, II and IV.
(3) II, III and IV
(4) I, II , III and IV

44. With reference to applicability of Ind AS, which of the following is not correct ?

(1) Companies shall follow Ind AS either Voluntarily or Mandatorily

(2) Once a company follows Ind AS, either mandatorily or voluntarily, it can't revert back to old method of Accounting.

(3) Mandatory Applicability for the companies with Net worth of not less than ?5 billion after 1st April 2016

(4) Mandatory Applicability from Accounting Period beginning on or after 1st April 2016 for all companies

45. LIBOR term is used for :

(1) Deposit rate in European market

(2) Interest rate in Euro currency market

(3) Deposit rate applicable to interbank loans in London

(4) Interest rate in Euro bond market

46. The OTC Exchange Of India (OTCEI) is an exchange meant for :

(1) large enterprises
(2) small companies
(3) banks
(4) public sector large companies

47. With reference to Inflation accounting , which of the following is not correct ?

(1) Inflation accounting is a term describing a range of accounting models

(2) It is designed to correct problems arising from historical cost accounting in the presence of high inflation and hyperinflation

(3) Inflation accounting is used in countries experiencing high inflation or hyperinflation

(4) Inflation accounting is a fair value accounting

48. Assertion (A): The general weakness of the traditional accounting system is that it fails to reflect the price level changes in the financial statements as it is based on historical cost

Reason (R): Hence, the problems created by price changes in the historical-cost based accounts necessitate some methods to take care of inflation into the accounting system

Codes:

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

(2) Both (A) and (R) are true, but (R) is incorrect explanation of (A).

(3) (A) is true, but (R) is false

(4) (A) is false, but (R) is true.

49. Which of the following are reasons for Human resource accounting ?

(I) The productivity and profitability of a firm largely depends on the contribution of human assets

(II) All expenses on human resources are to be treated as investments, since the benefits are accrued over a period of time.

(III) without people the financial and physical resources cannot be operationally effective

(IV) the value of human assets is not important for total valuation of the firm.

Which of the following statements are correct ?

(1) I , II and III (2) I, II and IV.

(3) II, III and IV (4) I, II , III and IV

50. Match the items of List - I with those of the List - II and indicate the correct code for the following :

List - I	List - II
(1) Debtors Turnover Ratio	(i) Solvency Ratio
(2) Proprietary Ratio	(ii) Liquidity Ratio
(3) Operating Ratio	(iii) Activity Ratio

(4) Acid Test Ratio (iv) Profitability Ratio

Codes :

	(1)	(2)	(3)	(4)
(1)	A-(ii)	B-(iv)	C-(iii)	D-(i)
(2)	A-(iii)	B-(ii)	C-(i)	D-(iv)
(3)	A-(iii)	B-(i)	C-(iv)	D-(ii)
(4)	A-(iv)	B-(iii)	C-(ii)	D-(i)

51. Which of the following is not a tier of the Nasdaq Stock Market

(1) Capital Market (2) Global Market

(3) Global Select Market (4) national market

52. With reference to foreign portfolio investments (FPI),consider the following statements :

(I) FPIs are more volatile than loans from international financial institutions.

(II) Foreign Direct Investments are part of FPIs.

Which of the statements given above is/are correct ?

(1) I only (2) II only

(3) Both I and II (4) Neither I nor II

53. An economic agreement between countries in a geographic region to reduce tariff and non tariff barriers to the free flow of goods, services, and factors of production between each other is referred to as:

(1) regional economic integration.

(2) cross-cultural economic integration.

(3) geographic economic-political integration.

(4) cross-cultural economic-political integration.

54. WTO aims at:

(1) establishing rules for domestic trade

(2) restricting trade practices

(3) liberalising international trade

(4) none of these

55. With reference to SAARC,consider the following statements :

(I) The South Asian Association for Regional Cooperation (SAARC) is the regional intergovernmental organization and geopolitical union of nations in South Asia.

(II) The organization promotes development of economic and regional integration.

(III) It launched the South Asian Free Trade Area in 2006

(IV) Its secretariat is based in New Delhi

(1) I, II and III (2) I, II and IV (3) II, III and IV (4) All

56. With reference to foreign exchange market, consider the following statements :

(I) The foreign exchange market is a global decentralized market for the trading of currencies

(II) This includes all aspects of buying, selling and exchanging currencies at current or determined prices.

(III) The foreign exchange market works through financial institutions

(IV) The foreign exchange market determines the relative values of different currencies

Which of the following statements are correct ?

(1) I , II and III (2) I, II and IV.

(3) II, III and IV (4) I, II , III and IV

57. Both Foreign Direct Investment (FDI) and Foreign Institutional Investor (FII) are related to investment in a country. Which one of the following statements best represents an important difference between the two ?

(1) FII helps bring better management skills and technology, while FDI only brings in capital

(2) FII helps in increasing capital availability in general, while FDI only targets specific sectors

(3) FDI flows only into the secondary market, while FII targets primary market

(4) FII is considered to be more stable than FDI

58. With reference to Pradhan Mantri Garib Kalyan Yojana, 2016 (PMGKY), consider the following statements :

(I) Pradhan Mantri Garib Kalyan Yojana, 2016 (PMGKY) is an amnesty scheme launched by the Government in December 2016 on the lines of the Income declaration scheme, 2016 (IDS)

(II) the scheme provides an opportunity to declare unaccounted wealth and black money in a confidential manner

(III) An additional 25% of the undisclosed income is invested in the scheme which can be refunded after four years

(IV) the scheme can only be availed to declare income in the form of jewellery, stock, immovable property, or deposits in overseas accounts.

Which of the following are correct ?

(1) I and II only (2) I, II and III only

(3) I, II, and IV only (4) I, II, III and IV

59. Agriculture income is exempted from income tax under the following section of Income Tax Act, 1961 :

(1) 2 (1 A) (2) 10 (1) (3) 10 (2) (4) 10 (4)

60. What is GST ?

(1) Goods and Service Tax (2) General Sales Tax

(3) General Service Tax (4) Goods and service Tax

61. The basic conditions for determining the residential status of an individual are :

(1) He is in India in the previous year for a period of 182 days or more

(2) He is in India for a period of 365 days or more within 4 years preceding the assessment year and periods amounting to all to 60 days or more in India in that year

(3) He is in India in the previous year for a period of 60 days or more

(4) (1) and (2)

62. Which of the following is not applicable to responsibility accounting?

(1) Accounting Centre (2) Cost Centre

(3) Investment Centre (4) Profit Centre

63. Which of the following is 'true' regarding the Prudence Principle of Accounting?

(1) Taking care of the future losses

(2) Taking care of the future profits

(3) Taking care of bad debts

(4) Taking care of inventory and depreciation

64. The WTO follows the principle of 'self selection'. This means :

(1) countries decides to which agreement they want to be party.

(2) countries decide the rate of tariff and tariff reduction

(3) countries themselves decide whether they want to be in developed or developing categories.

(4) None of the above

65. For the purpose of extending rural banking and agro finance, the NABARD :

(1) Directly lends and monitors the rural borrowers

(2) Refinances the banks extending rural finance

(3) Refinances the rural borrowers obtaining credit from banks

(4) Directly finances the rural borrowers and gets refinance from government

66. In order to control inflation and ensure stability in money market :

(1) The RBI works under the direction of ministry of finance, government of India.

(2) The RBI acts independently and can refuse the government directive.

(3) The RBI acts under the board of directors.

(4) The RBI's board of governors shall abide by the government directive.

67. The chief components of international liquidity structure are :

(I). Gold reserves with the national monetary authorities

(II) Dollar reserves of countries other than the U.S.A

(III) £-Sterling reserves of countries other than U.K.

(IV) NRI's FDR

(1) I, II and III   (2) I, II, IV

(C) II, III and IV   (4) II and III

68. Which among the following are important Agencies of World Bank ?

(I) The International Financial Corporation (IFC),

(II) The International Bank of Reconstruction and Development (IBRD)

(III) The International Development Association (IDA),

(IV) SIDIBI

Which of the following statement/s is/are correct ?

(1) I, II and III   (2) I, II, III and IV

(3) II, III and IV   (4) II and III

69. The relationship between aggregate consumption expenditure and aggregate income of household sector is known as ____________ function.

(1) Consumption (2) Saving

(3) Expenditure (4) Income

70. The Terms refers to "Total Knowledge Skills, Creative Abilities, Talents and Aptitudes of an organization's work force as well as Values, Attitudes and Beliefs the individuals is valued.

(1) Human Resources (2) Human Resource Management

(3) Human Resource Planning (4) Human Relations

71. Financial Risk is defined as

(1) Uncertainties resulting in adverse variation of profitability or outright losses

(2) Uncertainties that result in outright losses

(3) Uncertainties in cash flow

(4) Variations in net cash flows

72. Foreign multinationals wishing to do business in China can be sure that:

(1) Their intellectual property rights will be rigorously protected by the Chinese legal system.

(2) They will never need to offer bribes to highly connected officials.

(3) Their operations will be heavily penalized if they result in a significant increase in pollution.

(4) The Chinese market is expanding very rapidly compared with those of the West.

73. Objective of liquidity management is to:

(1) Ensure profitability (2) Ensure liquidity

(3) Either of two (4) Both

74. Specific cultural dimensions that does not have a significant impact on cross national business interactions is

(1) Hofstede's five cultural dimensions

(2) Monochromatic vs polychromatic tune

(3) Communication

(4) Geography

75. B2B sector specific policy of Indian Government is

(1) FDI up to 100% subject to condition that they invest 26 % in favor of Indian Public within 5 yrs

(2) FDI up to 100%

(3) FDI up to 100% subject to condition that they invest 26 % in favor of Indian Public within 10 yrs

(4) FDI up to 49%

76. In hypothesis testing, the hypothesis which is tentatively assumed to be true is called the………………hypothesis.

(1) Correct hypothesis (2) Null hypothesis

(3) Alternative hypothesis (4) level of significance

77. The basic objective of export Promotion Council is to promote and develop

(1) Particular products of country

(2) Only attractive projects of the country

(3) Only services industry products of the country.

(4) Overall exports of the country.

78. Which of the following statements about differences between financial and managerial accounting is incorrect?

(1) Managerial accounting information is prepared primarily for external parties such as stockholders and creditors; financial accounting is directed at internal users.

(2) Financial accounting is aggregated; managerial accounting is focused on products and departments.

(3) Managerial accounting pertains to both past and future items; financial accounting focuses primarily on past transactions and events.

(4) Financial accounting is based on generally accepted accounting practices; managerial accounting faces no similar constraining factors.

79. Which is the best indicator of economic development of a developing country like India?

(1) National income deflator (2) GNP at current prices

(3) GDP deflator (4) Per capita real national income.

80. Cost accounting information can be used for:

(1) Budget control and evaluation.

(2) Determining standard costs and variances.

(3) Pricing and inventory valuation decisions.

(4) All of these

81. Manufacturing costs are also known as product costs. Which of the following best describes those costs which are considered to be manufacturing costs?

(1) Direct materials, direct labor, and factory overhead

(2) Direct materials and direct labor only.

(3) Direct materials, direct labor, factory overhead, and administrative overhead.

(4) Direct labor and factory overhead.

82. The ____function in human resource management is concerned with providing a work environment which is conductive to the employees and nurturing them to make them well committed and attached to the organization.

(1) Lineation (2) Development

(3) Motivation (4) Acquisition

83. The Market Value of the firm is result of

(1) Dividend decision

(2) Working capital decision.

(3) Capital budgeting decisions

(4) Trade off between risk and return.

84. Which of the following relationship is true?

(1) NBCR = BCR + I (2) NBCR = BCR -I

(3) NBCR = NPV + I (4) NBCR = NPV - I

85. A company issues one right shares for every 4 shares held at a subscription price of Rs. 60 per share. The current market prices of the share is Rs. 80. Value of share is

(1) Rs. 4 (2) Rs. 5 (3) Rs. 15 (4) Rs. 26

86. Which of the following involves the process of defining expectations for employee performance, measuring, evaluation and recording actual employee performance relative the these predetermined expectations, providing the employee relevant constructive feed back.

(1) Performance appraisal (2) Work appraisal

(3) Job appraisal (4) None of the above

87. The stage in the product life cycle that focuses on expending market and creating product awareness and trial is the

(1) Decline stage (2) Introduction stage

(3) Growth stage (4) Maturity

88. Big multinational pharmaceutical firms try to exercise influence over the policy decisions made by government departments and regulatory agencies. Which of the following does not reflect how the companies try to exercise their influence?

(1) Lobbying political representatives in the legislative branch

(2) Ignoring their regulatory agencies.

(3) Promising to increase their investment in R&D.

(4) Threatening to cut off the supply of important drugs.

89. Which of the following statement is/are true?

(1) For Non - simple mixed investment all the appraisal criteria can be applied.

(2) NPV is not suitable for the non - simple mixed investment.

(3) BCR and NBCR criteria are not suitable to evaluate non - simple mixed investment.

(4) IRR is not suitable for simple investment.

90. Which of the following appraisal technique helps in achieving the objective of shareholders wealth maximization?

(1) IRR (2) Accounting Rate of Return

(3) NPV (4) Both (1) and (2) above

91. Credits transferable by original beneficiary in favor of secondary beneficiary are known as:

(1) Deferred credit (2) Transit credits

(3) Transferable credits (4) Installment credits

92. How does International law facilitate international trade and investment?

(1) It makes it easier to resolve contract disputes for firms involved in international trade and investment.

(2) It allows business to choose the most favorable national legal system to institute proceedings.

(3) The terms used in international conventions are open to differing interpretations.

(4) The Uniform Commercial Code favors big US multinationals

93. A firm will break even at

(1) TR = MC (2) MR = MC

(3) AR = AC (4) P = MC

94. What is Personal Disposable Income?

(1) Wage salary - Personal income tax.

(2) Wage & salary + dividends paid at home - personal income tax.

(3) Wage & Salary + dividend paid at home + Factor income received from abroad Transfer from Govt. personal income tax.

(4) Wage & salary + dividend paid at home + Factor income received from abroad Transfer from Govt. personal income tax.

95. Consider the following cash flow series of a project.

Which of the following is/are true?

(i) The maximum number of IRRs for the above series is limited to two.

(ii) The firm has withdrawn Rs. 1400 from the project at the end of year.

(iii) The above project can have only one IRR.

(1) Only (i) above (2) Only (ii) above

(3) Only (ii) above (4) Both (i) & (ii)

96. The Existence of different currencies is beneficial to private financial institutions because:

(1) Each country has its own currency.

(2) The exchange rate of each currency is fixed by the International Monetary Fund.

(3) A collapse in the exchange rate of a currency can cause economic disruption.

(4) Profits can be made from arbitrage.

97. The International Monetary Fund is important because:

(1) It has sufficient financial resources to deal with a major global financial crisis.

(2) It has sufficient financial resources to help individual countries facing balance of payments problems.

(3) Emerging economies can exercise significant influence on it.

(4) It fixes exchange rates

98. The Internet Facilitates Globalization by:

(1) Making it more difficult to contact potential customers abroad.

(2) Cutting the cost for firms of communicating across borders.

(3) Making it harder to send money from one country to another.

(4) Making it easier for governments to censor the information received by their citizens from abroad.

99. In the First stage of most grievances redressal procedure the grievance is verbally conveyed by the employee to the _______.

(1) HR representative on the arbitrator.

(2) Supervisor or the arbitrator.

(3) Supervisor on the designated officer.

(4) HR representative or the designated officer.

100. The Minimum number of persons required to form a private Ltd. company and a public Ltd company respectively are.

(1) 2 and 5 (2) 5 and 7 (3) 2 and 7 (4) 7 and 2

ANSWER KEY

PAPER-I

Question	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Answer	4	1	4	2	4	3	1	2	1	2	1	4	3	4	1	1	4	2	3	3
Question	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Answer	4	1	2	4	1	4	1	3	4	2	4	3	1	1	1	2	3	4	3	4
Question	41	42	43	44	45	46	47	48	49	50										
Answer	2	2	1	4	1	4	4	4	3	4										

PAPER-II

Question	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Answer	1	4	1	4	1	3	3	2	1	3	3	4	4	1	2	4	3	2	1	3
Question	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Answer	4	4	1	4	3	1	4	1	3	4	2	3	2	2	3	1	2	3	4	1
Question	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60
Answer	1	3	2	4	3	2	4	1	1	3	4	1	1	3	1	1	2	2	2	1
Question	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80
Answer	4	1	1	3	2	2	1	1	1	1	1	4	4	4	1	2	4	1	4	4
Question	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Answer	1	1	4	2	1	1	2	2	3	4	1	1	3	3	4	4	2	2	3	3

HINTS AND SOLUTIONS

PAPER-I

1.(4) Eklavya schools will be established for scheduled caste (SC) and schedule tribe students by 2022 on the lines of Navodaya schools.

They will be model residential schools set up in each Block. It will in areas with more than 50% tribal areas and 20,000 tribal people.

These schools will be part of Navodaya Vidyalayas. It will provide training in sports and skill development.

It has special facilities for preserving local art and culture.

2.(1) Revitalising Infrastructure and Systems in Education (RISE) Scheme :

RISE scheme aims to lend low-cost funds to government higher educational institutions. It will be launched with a total investment of Rs. 1 lakh crore in the next four years. It will be financed via restructured higher education financing agency (HEFA), a non-banking financial company.

3.(4) The World Sustainable Development Summit – 2018 was held in New Delhi on February 16.

The summit will address a wide variety of issues, including combating land degradation and air pollution,effective waste management and create financial mechanisms to enable effective climate change mitigation.

The theme of the 2018 Summit is – Partnerships for a Resilient Planet, which seeks to create action frameworks to resolve some of the most urgent challenges facing developing economies in the backdrop of climate change.

It seeks to bring together on a common platform, global leaders and thinkers in the fields of sustainable development, energy and environment sectors.

4.(2) The 9-member committee, headed by former ISRO chief K Kasturirangan, was constituted by the Union HRD Ministry to draft new National Education Policy (NEP) on June 2017.

The committee will submit its report by March 31, 2018. The existing NEP was framed in 1986 and revised in 1992.

5.(4) An historic agreement to combat climate change and unleash actions and investment towards a low carbon, resilient and sustainable future was agreed by 195 nations in Paris in Dec 2015.

The Paris Agreement for the first time brings all nations into a common cause based on their historic, current and future responsibilities.

The universal agreement's main aim is to keep a global temperature rise this century well below 2 degrees Celsius and to drive efforts to limit the temperature increase even further to 1.5 degrees Celsius above pre-industrial levels.

The 1.5 degree Celsius limit is a significantly safer defense line against the worst impacts of a changing climate.

6.(3) Under Part XXI of the Constitution of India, which deals with "Temporary, Transitional and Special provisions", the State of Jammu and Kashmir has been accorded special status under Article 370.

Even though included in 1st Schedule as15th state,all the provisions of the

Constitution which are applicable to other states are not applicable to J&K.

Special Features- J&K is the only state in India which has a Constitution of its own. The Constitution of J&K was enacted by a separate Constituent Assembly set up by the State and it came into force on 26th January 1957**.**

7.(1) Global warming is the increase in Earth's near-surface air and ocean temperatures.

The greenhouse effect is when water and carbon dioxide absorb outgoing infrared radiation, increasing the planet's temperature.

Greenhouse gases contribute to global warming.

What is determined to be a greenhouse gas is any heat-trapping gas present in the Earth's atmosphere.

The two most common greenhouse gases are water vapor and carbon. These gases help absorb infrared radiation and regulate the Earth's climate.

However, the increase in industrial production has increased the amount of greenhouse gases present in the atmosphere.

The increase in carbon dioxide emissions has made it difficult for heat to escape the atmosphere which in turn contributes to the warming effect.

8.(2) The Vienna Convention for the Protection of the Ozone Layer is a Multilateral Environmental Agreement. It was agreed upon at the Vienna Conference of 1985 and entered into force in 1988.

It acts as a framework for the international efforts to protect the ozone layer.

The Montreal Protocol on Substances that Deplete the Ozone Layer (a protocol to the Vienna Convention for the Protection of the Ozone Layer) is an international treaty designed to protect the ozone layer by phasing out the production of numerous substances that are responsible for ozone depletion.

The Minamata Convention on Mercury is an international treaty designed to protect human health and the environment from anthropogenic emissions and releases of mercury and mercury compounds.

The Convention was signed by delegates representing close to 140 countries on 19 January 2013 in Geneva and adopted later that year on 10 October 2013 on a Diplomatic Conference held in Kumamoto, Japan. The Convention is named after the Japanese city Minamata.

9.(1) In July 2013, Supreme Court had ruled that a person, who is in jail or in police custody, cannot contest elections to legislative bodies.

Representation of the People (Amendment and Validation) Bill, 2013 however,brought two key changes:

Firstly,even if a person is prohibited from voting due to being in police custody or in jail, as long as his name is entered on the electoral roll he shall not cease to be an elector.

This implies that he can file nomination for an election.Secondly,definition of “disqualified” in the Act has been amended.

Prior to this act, the definition of disqualified means disqualified for either being chosen as or being a MP or MLA.

Secondly, definition of “disqualified” in the Act has been amended.

The amendment adds a ground to the definition that the disqualification has to be due to conviction for certain specified offences and can be on no other ground.

Conviction for only these certain offences would result in the person’s name being removed from the electoral roll and he would cease to be an elector.

10.(2)

11.(1) Water Borne diseases are largely caused by micro-organisms present in human or animal waste, which find their way into human body.

These diseases are infectious, which means that they can spread from one person to another.So high standards of hygiene and sanitation are needed to stop the disease from spreading.

Waterborne diseases include:

(i) Typhoid fever

(ii) Giardia

(iii) Dysentery

(iv) Cholera

(v) Diarrhoea (caused by a variety of pathogens)

(vi) Hepatitis

(vii) Polio

(viii) Worms

12.(4) Research has been defined in a number of different ways.

A broad definition of research is given by Godwin Colibao: "In the broadest sense of the word, the definition of research includes any gathering of data, information, and facts for the advancement of knowledge."

Another definition of research is given by John W. Creswell, who states that "research is a process of steps used to collect and analyze information to increase our understanding of a topic or issue".

It consists of three steps: pose a question, collect data to answer the question, and present an answer to the question.

The Merriam-Webster Online Dictionary defines research in more detail as "a studious inquiry or examination; especially investigation or experimentation aimed at the discovery and interpretation of facts, revision of accepted theories or laws in the light of new facts, or practical application of such new or revised theories or laws.

13.(3) In **descriptive survey method**- we've to use questionnaires (Because it's 'survey).

Descriptive research is all about describing people who take part in the study.

There are three ways a researcher can go about doing a descriptive research project, and they are: Observational, Case study and Survey, defined as a brief interview or discussion with an individual about a specific topic

Historical method- we have to use primary and secondary sources.

Historical method comprises the techniques and guidelines by which historians use primary sources and other evidence, including the evidence of archaeology, to research and then to write histories in the form of accounts of the past.

In **experimental method**- we can collect data in a way that permit standardized tests.

The experimental method is a systematic and scientific approach to research in which the researcher manipulates one or more variables, and controls and measures any change in other variables.

An ex post facto research design is a method in which groups with qualities that already exist are compared on some dependent variable.

Also known as "after the fact" research, an ex post facto design is considered quasi-experimental because the subjects are not randomly assigned - **they are grouped**

based on a particular characteristic or trait.

14.(4) According to Burton,**Teaching is the stimulation, guidance, direction and encouragement of learning**.

Good teaching requires some basics that a teacher should follow to achieve the main goal of teaching.

Good teaching is as much about passion as it is about reason. It's about not only motivating students to learn, but teaching them how to learn, and doing so in a manner that is relevant, meaningful, and memorable.

It's about caring for your craft, having a passion for it, and conveying that passion to everyone, most importantly to your students.

Good teaching is also about bridging the gap between theory and practice.

It is about listening, questioning, being responsive, and remembering that each student and class is different. It is about caring, nurturing, and developing minds and talents.

Diagnosis, Remedy, Direction and Feedback are required for good teaching.

15.(1) The National Institution for Transforming India, also called NITI Aayog, was formed via a resolution of the Union Cabinet on January 1, 2015.

NITI Aayog is the premier policy 'Think Tank' of the Government of India, providing both directional and policy inputs.

While designing strategic and long term policies and programmes for the Government of India, NITI Aayog also provides relevant technical advice to the Centre and States.

The Government of India, in keeping with its reform agenda, constituted the NITI Aayog to replace the Planning Commission instituted in 1950.

An important evolutionary change from the past, NITI Aayog acts as the quintessential platform of the Government of India to bring States to act together in national interest, and thereby fosters Cooperative Federalism.

The Prime minister is its Chairperson.

16.(1) Horizontal communication is the communication where information or messages flows among the similar or same level statuses of people in the organizational structure.

Horizontal communication is the communication that flows laterally within the organization, involves persons at the same level of the organization. Horizontal communication normally involves coordinating information and allows people with the same or similar rank in an organization to cooperate or collaborate. Thus in terms of statuses horizontal method is used.

17.(4) Spam is an irrelevant or unsolicited messages sent over the Internet, typically to large numbers of users, for the purposes of advertising, phishing, spreading malware, etc.

Spam is flooding the Internet with many copies of the same message, in an attempt to force the message on people who would not otherwise choose to receive it. Most spam is commercial advertising, often for dubious products, get-rich-quick schemes, or quasi-legal services.

18.(2) Propositions are contradictory when the truth of one implies the falsity of the other, and conversely.

if 'All thieves are poor' is false, then the proposition 'Some thieves are not poor ' must be true**.**

19.(3) non verbal communication is communication of feelings, emotions, attitudes, and thoughts through body movements / gestures / eye contact, etc.

20.(3) % increase = $\frac{0.25 crore}{1\, crore} \times 100$

= 25%

21.(4) for company A

1 + 1.25 + 1.5 +1.75 + 1.75 + 1.75 +2

= 11 crore

22.(1) (2.5 – 1) crores = 1.5 × 100 00 000

= 150 00 000

23.(2) Total production of B

= 2.5 + 2.5 + 3 + 2.75 +2.25 + 2.25 +2.5

= 17.75

Average production = $\frac{17.75}{7} = 2.55$

24.(4) In year 2004.

25.(1) Qualitative data collection techniques w ere used as the primary research methods for this study. Participant and direct observation plus note taking w ere the most important techniques used.

26.(4) Production w as at very low level.

27.(1) Ethnic diversity of the people w as not appropriately realized by the Central Government.

28.(3) Central economic planning found to be difficult because autonomy was given to the States in certain matters

29.(4) Because that time no common language emerged.

30.(2) "The Indianisation of the Indian Civil Service" , can be cited as an exercise in democratic practice in India before Independence

31.(4) The information to be collected in survey method are related to present position, aims of the research &the attainment of aim of research

Exposure units must be defined must be considered in developing DQOs for project, or results may not be accepted.

Sufficient samples are required 8-10 samples w hen contaminant concentrations vary w ithin a narrow range 10-15 sample w hen concentrations are less predictable Calculate 90th Upper Confidence Limit (UCL)

32.(3) One of the essential characteristics of research is usability.

33.(1) A parliamentary system is a system of democratic government in w hich the ministers of the Executive Branch derive their legitimacy from and are accountable to a Legislature or parliament; the Executive and Legislative branches are interconnected. It is a political system in w hich the supreme pow er lies in a body of citizens w ho can elect people to represent them.

34.(1) IVRI is situated in Izat Nagar.

IAT is situated in Pune

IISc is situated in Banglore

NIEPA is situated in Delhi.

35.(1) The prime minister of India is appointed from the leading Party in Lok Sabha.

36.(2) The study of interrelations betw een Organism and their environment is called ecology.

37.(3) The term ICT is now also used to refer to the convergence of audio-visual and telephone networks w ith computer networks through a single cabling or link system.

38.(4) Fossil fuels are fuels made by natural processes such as anaerobic decomposition of buried dead organisms.

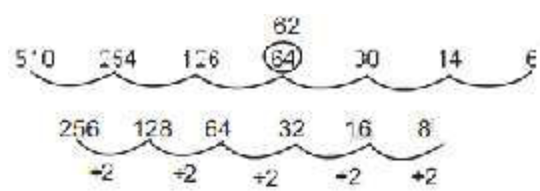
Ex. Oil, Natural gas, coal etc.

39.(3) Noise in excess of 80-100DB is called noise pollution.

40.(4) Effectiveness of teaching depends on Subject Understanding of the Teacher

41. (2) The participation of students w ill be maximum if Discussion Method is used for teaching.

42.(2)



“30, 64 is wrong & must be replaced by 62.

43.(1) Deductive reasoning determines w hether the truth of a conclusion can be determined for that rule, based solely on the truth of the premises.

44.(4) $(2)^2 = 4$, $(5)^2 = 25 \Rightarrow 425$

$(2)^2 = 4$, $(4)^2 = 16 \Rightarrow 416$

$(3)^2 = 9$, $(5)^2 = 25 \Rightarrow 925$.

45.(1) Such decisions as given in the statement are taken only after taking the existing vacancies into consideration. So, I implicit while II does not implicit.

46.(4) CD-ROM disk is the latest write-once optical storage media

47.(4) Domain Name identifies a specific web page and its computer on the Web.

48.(4) The required region is the one which is common only to the rectangle and circle and is not a part of either the triangle or square

49.(3) The required region is the one which lies inside the circle but outside the rectangle, square and triangle,

50.(4) The man in the photo is the son of the sister of Bajpai. Hence, Bajpai is the maternal uncle of the man in the photograph.

PAPER-II

1. (1) The above reflects a problem of economic environment.

Economic Environment refers to all those economic factors, which have a bearing on the functioning of a business.

Business depends on the economic environment for all the needed inputs. It also depends on the economic environment to sell the finished goods.

Naturally, the dependence of business on the economic environment is total and is not surprising because, as it is rightly said, business is one unit of the total economy.

Economic environment influences the business to a great extent. It refers to all those economic factors which affect the functioning of a business unit. Dependence of business on economic environment is total - i.e. for input and also to sell the finished goods.

2. (4) The pattern of structural transformation in India represents sectoral distribution of GDP and their respective share from 1950-51 to 20015-16.

At the onset of planned economic development in India primary sector was contributing 56.70 per cent of the GDP of the country in 1950-51, which continuously declined over the period to 17.4 % in 2015-16.

During the same period the share of industry, increased from a low level of 13.66per cent in 1950-51 to 24.2 per cent in 2015-16

On the other hand, services sector has been continuously growing since 1951. Its share in GDP went up from 29.64 per cent in 1950-51 to 57.9 per cent in 2015-16

3.(1) Standup India was launched on 5 April 2016 to support entrepreneurship among women and SC & ST communities

The scheme offers bank loans of between 10 lakh (US$15,000) and 1 crore (US$150,000) for scheduled castes and scheduled tribes and women setting up new enterprises outside of the farm sector

4.(4) The Union Cabinet has approved a new Consumer Protection Bill 2015 that seeks to replace a 29-year-old law and proposes to set up a regulatory authority which will have powers to recall products and initiate class suit against defaulting companies, including e-tailers (a retailer selling goods via electronic transactions on the Internet).

The new bill, provides for a comprehensive framework for protection of consumer interest and will replace the Consumer Protection Act, 1986.

The decision comes against the backdrop of emergence of complex products and services in the era of growing e-commerce business in India that has rendered consumers vulnerable to new forms of unfair trade and unethical business practices.

The key features of the new bill include establishment of an executive agency 'Central Consumer Protection Authority' (CCPA) which will protect and enforce the rights of consumers.

The authority will intervene when necessary to prevent consumer detriment arising from unfair trade practices and to initiate class action including enforcing recall, refund and return of products.

That apart, the bill has provisions for "product liability" if product/services causes personal injury, death or property damage and will take action against defaulting manufacturers or service providers.

5. (1) The business entity concept states that the transactions associated with a business must be separately recorded from those of its owners or other businesses.

Doing so requires the use of separate accounting records for the organization that completely exclude the assets and liabilities of any other entity or the owner.

6. (3) As per new Companies Act 2013, a company can be wound up by a tribunal in the below mentioned circumstances:

1. When the company is unable to pay its debts
2. If the company has by special resolution resolved that the company be wound up by the tribunal.
3. If the company has acted against the interest of the integrity or morality of India, security of the state, or has spoiled any kind of friendly relations with foreign or neighboring countries.
4. If the company has not filled its financial statements or annual returns for preceding five consecutive financial years.
5. If the tribunal by any means finds that it is just & equitable that the company should be wound up.
6. If the company in any way is indulged in fraudulent activities or any other unlawful business, or any person or management connected with the formation of company is found guilty of fraud, or any kind of misconduct.

7. (3) CA 2013 required all companies to file following additional declarations with the Registrar of Companies prior to commencement of business or exercising any borrowing power: (i) declaration by a director that minimum paid-up share capital has been paid; and (ii) company has filed verification of registered office.

The CA Amendment 2015 has removed the above requirements and deleted Section 11 of CA 2013. This reduces the filings to be made by companies in India.

8.(2) At higher prices, the quantity demanded is less than at lower prices. A demand schedule indicates that, typically, there is an inverse relationship between the price of a product and the quantity demanded.

Demand curves generally have a negative gradient indicating the inverse relationship between quantity demanded and price.

It is possible to identify some exceptions to the normal rules regarding the relationship between price and current demand.

Giffen goods are those which are consumed in greater quantities when their price rises. These goods are named after the Scottish economist Sir Robert Giffen

In essence, a Giffen good is a staple food, such as bread or rice, which forms are large percentage of the diet of the poorest sections of a society, and for which there are no close substitutes.

A rise in the price of such a staple food will not result in a typical substitution effect, given there are no close substitutes. If the real incomes of the poor increase they would tend to reallocate some of this income to luxuries, and if real incomes decrease they would buy more of the staple good, meaning it is an inferior good.

Assuming that the money incomes of the poor are constant in the short run, a rise in price of the staple food will reduce real income and lead to an inverse income effect.

However, most inferior goods will have substitutes, hence despite the inverse income effect, a rise in price will trigger a substitution effect, and demand will fall.

In the case of a Giffen good, this typical response does not happen as there are no substitutes, and the price rise causes demand to increase.

9. (1) 'Monopoly' is a market structure characterized by a single seller, selling a unique product in the market. In a monopoly market, the seller faces no competition, as he is the sole seller of goods with no close substitute.

Characteristics associated with a monopoly market make the single seller the market controller as well as the price maker. He enjoys the power of setting the price for his goods.

The term monopolistic competition represents the combination of monopoly and perfect competition. Monopolistic competition refers to a market situation in which there are a large number of buyers and sellers of products. However, the product of each seller is different in one aspect or the other.

The perfect competition is characterized by the presence of many firms. The all sell identical products. The seller is a price taker, not price maker.

The term oligopoly has been derived from two Greek words, oligoi means few and poly means control. Therefore, oligopoly refers to a market form in which there are few sellers dealing either in homogenous or differentiated products.

10. (3) A correlation is simply defined as a relationship between two variables. The whole purpose of using correlations in research is to figure out which variables are connected.

Correlational Hypothesis states merely that the variables occur together in some specified manner without implying that one causes the other.

For example: Level of job commitment of the officers is positively associated with their level of efficiency. Here we do not make any claim that one variable causes the other to change. That will be possible only if we have control on all other factors that could influence our dependent variable.

11.(3) DSSs include knowledge-based systems. A properly designed DSS is an interactive software-based system intended to help decision makers compile useful information from a combination of raw data, documents, and personal knowledge, or business models to identify and solve problems and make decisions.

DSS uses the summary information, exceptions, patterns, and trends using the analytical models. A decision support system helps in decision-making but does not necessarily give a decision itself. The decision makers compile useful information from raw data, documents, personal knowledge, and/or business models to identify and solve problems and make decisions.

Characteristics of a DSS

• Support for decision-makers in semi-structured and unstructured problems.

• Support for managers at various managerial levels, ranging from top executive to line managers.

• Support for individuals and groups. Less structured problems often requires the involvement of several individuals from different departments and organization level.

• Support for interdependent or sequential decisions.

• Support for intelligence, design, choice, and implementation.

• Support for variety of decision processes and styles.

• DSSs are adaptive over time.

12. (4) The Black Box Model of Buyer Behaviour identifies the process in which consumers will undertake when deciding whether to purchase a product or service. The first part of this model shows how consumers will begin by identifying the marketing stimuli which would be Product, Place, Price and Promotion. Other stimuli that the consumer may take into account during this process are PEST factors. This information is then put into the Buyer's Black Box, which is where the consumer's personal characteristics will be taken into account in order for them to begin the Buyer Decision Process. The characteristics that can have an effect on the behaviour of the buyer are:

Cultural - Such as specific cultures and religions

Social - Such as family and reference groups

Personal - Including age & lifecycle stage, economic circumstances and lifestyle

Psychological - Beliefs, perception, attitudes and motivation

13. (4) Financial management may be defined as planning, organising, directing and controlling the financial activities of an organisation.

Financial management is one of the functional areas of business. Therefore, its objectives must be consistent with the overall objectives of business.

The overall objective of financial management is to provide maximum return to the owners on their investment in the long- term. This is known as wealth maximisation. Maximisation of owners' wealth is possible when the capital invested initially increases over a period of time. Wealth maximisation means maximising the market value of investment in shares of the company.

Very often maximisation of profits is considered to be the main objective of financial management. Profitability is an operational concept that signifies economic efficiency. It leads to efficient allocation of resources and optimum use of capital.

14. (1) Capital structure is the mix of the long-term sources of funds used by a firm. It is made up of debt and equity securities and refers to permanent financing of a firm. It is composed of long-term debt, preference share capital and shareholders' funds. Capital structure is usually designed to serve the interest of the equity shareholders. Capital structure maximizes the market value of a firm, i.e. in a firm having a properly designed capital structure the aggregate value of the claims and ownership interests of the shareholders are maximized.

Capital structure minimizes the firm's cost of capital or cost of financing. By determining a proper mix of fund sources, a firm can keep the overall cost of capital to the lowest.

It also maximizes the company's market price of share by increasing earnings per share of the ordinary shareholders. It also increases dividend receipt of the shareholders.

15.(2) Demonetization is the act of stripping a currency unit of its status as legal tender. Demonetization is necessary whenever there is a change of national currency. The old unit of currency must be retired and replaced with a new currency unit.

The opposite of demonetization is remonetization where a form of payment is restored as legal tender.

There are multiple reasons why nations demonetize their local units of currency. Some reasons include to combat inflation, to combat corruption, and to discourage a cash system. The process of demonetization involves either introducing new notes or coins of the same currency or completely replacing the old currency with new currency.In 2016, the government decided to demonetize the 500- and 1000-rupee notes, the two biggest denomination notes.

These notes accounted for 86% of the country's cash supply.

The government's goal was to eradicate counterfeit currency, fight tax evasion, eliminate black money gotten from money laundering and terrorist financing activities, and promote a cashless economy.

16. (4) The RBI is the supreme monetary and banking authority in the country and controls the banking system in India. It is called the Reserve Bank' as it keeps the reserves of all commercial banks.

Commercial banks may be defined as, any banking organization that deals with the deposits and loans of business organizations.

Scheduled commercial banks (SCBs) account for a major proportion of the business of the scheduled banks. SCBs in India are categorized into the five groups based on their ownership and/or their nature of operations.

Scheduled commercial banks include public and private sector banks, foreign banks, regional rural banks and cooperative banks.

17. (3) Development bank is essentially a multi-purpose financial institution with a broad development outlook.

A development bank may be defined as a financial institution concerned with providing all types of financial assistance (medium as well as long term) to business units, in the form of loans, underwriting, investment and guarantee operations, and promotional activities-economic development in general, and industrial development, in particular.

Following are the main characteristic features of a development bank:

1. It is a specialised financial institution.
2. It provides medium and long term finance to business units
3. Unlike commercial banks, it does not accept deposits from the public.
4. It is not just a term-lending institution. It is a multi-purpose financial institution.
5. It is essentially a development-oriented bank. Its primary object is to promote economic development by promoting investment and entrepreneurial activity in a developing economy. It encourages new and small entrepreneurs and seeks balanced regional growth.
6. It provides financial assistance not only to the private sector but also to the public sector undertakings.

18. (2) Balance of payments records all international inflows and outflows of funds to and from foreign countries. The balance of trade is a component of the balance of payments and is recorded under one of the main components of the balance of payments; the current account.

While the balance of trade shows only the difference between the value of a country's total imports and exports of goods and services, the balance of payments shows an overall view of the country's financial status by taking into consideration transfers of capital, transfers of assets and funds, international investments, sales and purchases of assets, remittances, gifts, unilateral transfers, changes in reserves, etc.

The balance of trade is narrower in scope as it does not take into consideration the capital and financial transactions.

The balance of payments, on the other hand, is more comprehensive as it covers all international transactions and, therefore, offers a true and fair view of country's financial status and economic performance.

19. (1) The new trade policy introduced two new schemes; the first one is Merchandise Export from India Scheme (MEIS) for export of specific goods to specific markets. The other, Services Export form India Scheme (SEIS) to increase the export of notified services. These two schemes will replace multiple schemes with different conditions for eligibility and usage.

The Government of India has brought in the Merchandise Exports Incentive Scheme (MEIS), replacing five other similar incentive schemes present in the earlier Foreign Trade Policy 2009-14.

With the aim in making India's products more competitive in the global markets, the MEIS provides incentive in the form of duty credit scrip to the exporter to compensate for his loss on payment of duties.

20. (3) Exim policy is a set of guidelines and instructions established by the DGFT in matters related to the import and export of goods in India.

The foreign trade policy of India is guided by the Export Import in known as in short EXIM Policy of the Indian Government and is regulated by the Foreign Trade Development and Regulation Act, 1992.

The main objective of the Foreign Trade (Development and Regulation) Act is to provide the development and regulation of foreign trade by facilitating imports into, and augmenting exports from India.Foreign Trade Act has replaced the earlier law known as the imports and Exports (Control) Act 1947.

21. (4) National treatment: Treating foreigners and locals equally - Imported and locally-produced goods should be treated equally - at least after the foreign goods have entered the market.

The same should apply to foreign and domestic services, and to foreign and local trademarks, copyrights and patents.

National treatment only applies once a product, service or item of intellectual property has entered the market. Therefore, charging customs duty on an import is not a violation of national treatment even if locally-produced products are not charged an equivalent tax.

22. (4) Securities Laws (Amendment) Act, 2014 is a legislation in India which provided the securities market regulator Securities and Exchange Board of India (SEBI) with new powers to effectively pursue fraudulent investment schemes, especially ponzi schemes.The bill also provides guidelines for the formation of special fast trial courts.The new law gave SEBI the power to search and obtain information, including call records, about any suspected entity from within or outside the firm.

However, before conducting such searches SEBI must obtain a warrant from a Mumbai court.Depending on the nature of the crime, minimum penalties may range from ?1 lakh to ?10 lakh. The minimum penalty for securities related crimes was set at ?1 lakh. The minimum penalty for insider trading was at ?10 lakh.

The maximum penalty for insider trading was set at ?25 crore or three times the profit, whichever was higher. SEBI was given the authority to initiate recovery and sale of assets

23. (1) The ASEAN 2025 Document is the outcome of a year of planning and intense discussions, and reflects the determination of Member States to forge ahead with the next phase of ASEAN's evolvement.

ASEAN 2025 consists of specific action lines and strategic measures to realise the targets identified.The key aspirations across the three pillars are: Political-Security Community. Economic Community and Socio-Cultural Community.It is a forward looking roadmap that articulates ASEAN goals and aspirations to realise further consolidation, integration and stronger cohesiveness as a Community.

ASEAN is working towards a Community that is "politically cohesive, economically integrated, and socially responsible".

24. (4) The capital account is where all international capital transfers are recorded.

This refers to the acquisition or disposal of non-financial assets (for example, a physical asset such as land) and non-produced assets, which are needed for production but have not been produced, like a mine used for the extraction of diamonds.

The capital account is broken down into the monetary flows branching from debt forgiveness, the transfer of goods, and financial assets by migrants leaving or entering a country, the transfer of ownership on fixed assets (assets such as equipment used in the production process to generate income), the transfer of funds received to the sale or acquisition of fixed assets, gift and inheritance taxes, death levies and, finally, uninsured damage to fixed assets.

The current account, on the other hand, is used to mark the inflow and outflow of goods and services into a country. Earnings on investments, both public and private, are also put into the current account

25. (3) Marginal cost represents the increase or decrease in total cost which occurs with a small change in output say, a unit of output. In Cost Accounting variable costs represent marginal cost.

Differential cost is the change (increase or decrease) in the total cost (variable as well as fixed) due to change in the level of activity, technology or production process or method of production.

In other words, it can be defined as the cost of one unit of product or service which would be avoided if that unit was not produced or provided.

The main point which distinguishes marginal cost and differential as that change in fixed cost when volume of production increases or decreases by a unit of production. In the case of differential cost variable as well as fixed cost. i.e. both costs change due to change in the level of activity, whereas under marginal costing only variable cost changes due to change in the level of activity.

26. (1) Accounting ratios are an important tool of financial statements analysis.

A ratio is a mathematical number calculated as a reference to relationship of two or more numbers and can be expressed as a fraction, proportion, percentage and a number of times.

When the number is calculated by referring to two accounting numbers derived from the financial statements, it is termed as accounting ratio.

Accounting ratios assist in measuring the efficiency and profitability of a company based on its financial reports.

Also called financial ratios, accounting ratios provide a way of expressing the relationship between one accounting data point and another, which is intended to provide a useful comparison.

An accounting ratio compares two aspects of a financial statement, such as the relationship (or ratio) of current assets to current liabilities.

The ratios can be used to evaluate the financial condition of a company, including the company's strengths and weaknesses.

Examples of financial ratios include the gross margin ratio, operating margin ratio, the debt-to-equity ratio and the payout ratio. Each of these ratios requires the most recent data in order to be relevant.

27. (4) Standard Costing and Budgetary Control are the two systems of costing, which are quite similar to each other like both provides a benchmark which helps to compare the actual performance with the estimated figures.

The two aims at controlling costs and measuring the performance by fixing targets.

These two systems are neither alike nor interdependent. The former, forecasts, cost accounts but the later projects detail about financial accounts.

Budgetary control is the process of ascertaining several budgeted figure for the future of a business enterprise and then making comparison of budgeted and actual figure will allow the management to take curative actions at a proper time.

Whereas Standard costing is basically a technique of cost accounting which compares the "standard cost" of each product or service with the actual cost, to determine the efficiency of the operation, so that any remedial action may be taken immediately.

28. (1) Business ethics (also corporate ethics) is a form of applied ethics or professional ethics that examines ethical principles and moral or ethical problems that arise in a business environment.

• It applies to all aspects of business conduct and is relevant to the conduct of individuals and entire organizations.

• Business ethics refers to contemporary standards or sets of values that govern the actions and behavior of an individual in the business organization. "

• Business ethics reflects the philosophy of business, of which one aim is to determine the fundamental purposes of a company."

• If a company's purpose is to maximize shareholder returns, then sacrificing profits to other concerns is a violation of its fiduciary responsibility.

29. (3) Job analysis (also known as work analysis is a family of procedures to identify the content of a job in terms of activities involved and attributes or job requirements needed to perform the activities.

Job analysis provides information to organizations which helps to determine which employees are best fit for specific jobs.

Through job analysis, the analyst needs to understand what the important tasks of the job are, how they are carried out, and the necessary human qualities needed to complete the job successfully.

The process of job analysis involves the analyst describing the duties of the incumbent, then the nature and conditions of work, and finally some basic qualifications

30. (4) The Peter principle is a concept in management theory formulated by Laurence J. Peter and published in 1969.

It states that the selection of a candidate for a position is based on the candidate's performance in their current role, rather than on abilities relevant to the intended role.

Thus,employees only stop being promoted once they can no longer perform effectively, and "managers rise to the level of their incompetence."

In an organizational structure, assessing an employee's potential for a promotion is often based on their performance in the current job. This eventually results in their being promoted to their highest level of competence and potentially then to a role in which they are not competent, referred to as their "level of incompetence". The employee has no chance of further promotion, thus reaching their career's ceiling in an organization.

31. (2) The 'marketing mix' (also known as the four Ps) is a foundation concept in marketing.

The marketing mix has been defined as the "set of marketing tools that the firm uses to pursue its marketing objectives in the target market".

Thus the marketing mix refers to four broad levels of marketing decision, namely: product, price, promotion, and place.

The contemporary marketing mix, or the 4Ps, which has become the dominant framework for marketing management decisions, was first published in 1960.

In services marketing, a modified and expanded marketing mix is used, typically comprising 7 Ps made up of the original 4 Ps plus process, people, physical environment.

Occasionally service marketers will refer to eight Ps; comprising the 7 Ps plus performance.

32. (3) Indian Accounting Standards (abbreviated as Ind-AS) in India accounting standards were issued under the supervision and control of Accounting Standards Board (ASB), which was constituted as a body in the year 1977.

The new Ind AS was notified on February 16, 2015.

The Ind AS are named and numbered in the same way as the corresponding International Financial Reporting Standards (IFRS).

National Advisory Committee on Accounting Standards (NACAS) has recommended these standards to the Ministry of Corporate Affairs (MCA).

MCA has to spell out the accounting standards applicable for companies in India.

As on date MCA has notified 39 Ind AS.

This shall be applied to the companies of financial year 2015-16 voluntarily and from 2016-17 on a mandatory basis.

33. (2) Stock exchange is an organization which interferes between company and investor to raise funds for the benefit of company as well as investor.

India consists of 22 stock exchanges overall under government regulation. Most Prominent stock exchange is Bombay Stock Exchange (BSE) and National Stock Exchange (NSE) as most of the trading is done in these exchange.

BSE is the oldest stock exchange in Asia established in 1875 while NSE is established in mid 1990s.

Index is the benchmark of both stock exchanges for tracking of market status or checking upward or downward movement of stock.

It consists of basket of stocks of companies which are listed under exchange under regulation of SEBI.

Sensex is an index for BSE which comprises of 30 constituents while Nifty is an index for NSE which comprises of 50 constituents

34.(2) Social accounting (also known as social accounting and auditing, social and environmental accounting, corporate social reporting, corporate social responsibility reporting, non-financial reporting or accounting) is the process of communicating the social and environmental effects of organizations' economic actions to particular interest groups within society and to society at large.

It points to the fact that companies influence their external environment (some times positively and many a times negatively) through their actions and should therefore account for these effects as part of their standard accounting practices.

Social accounting is in this sense closely related to the economic concept of externality.

Main objectives of social accounting are to help society by providing different facilities by enterprise and to record them.

35. (3) Purchasing Power Parity (PPP) is an economic theory that compares different countries' currencies through a market "basket of goods" approach.

According to this concept, two currencies are in equilibrium or at par when a market basket of goods (taking into account the exchange rate) is priced the same in both countries.

Theories that invoke purchasing power parity (PPP) assume that in some circumstances (for example, as a long-run tendency) it would cost exactly the same number of, for example, US dollars to buy euros and then to use the proceeds to buy a market basket of goods as it would cost to use those dollars directly in purchasing the market basket of goods.

The concept of purchasing power parity allows one to estimate what the exchange rate between two currencies would have to be in order for the exchange to be at par with the purchasing power of the two countries' currencies.

36. (1) Leontief's paradox in economics is that the country with the world's highest capital-per worker has a lower capital/labor ratio in exports than in imports.

It was considered that a country will tend to export those commodities which use its abundant factors of production intensively and import those which use its scarce factor intensively.

By common consent the United States is the only country that is most abundantly endowed with capital. Therefore, one would expect the United States to export capital intensive goods and import labour intensive goods.

The Leontief conclusion that in the international division of labour, the U.S. specialized in labour intensive rather than capital intensive goods contradicted the widely accepted view derived from the H.O. (Heckscher-Ohlin) theory.

Leontief argued that American labour could not really be compared to labour in other countries, because the productivity of an American worker is substantially higher (three times higher, suggested Leontief) than that of foreign workers.

37. (2) Business environment refers to the totality of all individuals, institutions and other forces that are outside a business enterprise but that may affect its functioning and performance.

38. (3) Now there are only following 2 industries reserved for public sector at present:

i. Atomic energy - Production,separation or enrichment of special fissionable materials and substances and operation of the facilities, specified in DIPP Notification No. S.O.2630 (E) dated 19.10.2009 and

ii. Railway transport.

39. (4) EISs are end-user computerized information systems operated directly by executive managers. They utilizes newer computer technology in the form of data sources, hardware and programs, to place data in a common format, and provide fast and easy access to information

They integrate data from a variety of sources both internal and external to the organization. They focus on helping executives assimilate information quickly to identify problems and opportunities. In other words.EISs help executives track their critical success factors. Each system is tailored to the needs and preferences of an individual users, and information is presented in a format which can most readily be interpreted.

40. (1) Planning begins with determination of objectives.

It highlights the purposes for which various activities are to be undertaken.

In fact, it makes objectives more clear and specific.

Planning helps in focusing the attention of employees on the objectives or goals of enterprise.

Planning compels manager to prepare a Blue-print of the courses of action to be followed for accomplishment of objectives.

Therefore, planning brings order and rationality into the organization.

Planning minimizes uncertainties. There are risks of various types due to uncertainties.

Planning helps in reducing uncertainties of future as it involves anticipation of future events.

Although future cannot be predicted with cent percent accuracy but planning helps management to anticipate future and prepare for risks by necessary provisions to meet unexpected turn of events.

41. (1) The working capital ratio, calculated as current assets divided by current liabilities, is considered a key indicator of a company's fundamental financial health since it indicates the company's ability to successfully meet all of its short-term financial obligations.

The collection ratio, also known as the average collection period ratio, is a principal measure of how efficiently a company manages its accounts receivables.

The collection ratio calculation provides the average number of days it takes a company to receive payment, in other words, to convert sales into cash. The lower a company's collection ratio, the more efficient its cash flow.

The final element of working capital management is inventory management. To operate with maximum efficiency and maintain a comfortably high level of working capital, a company has to carefully balance sufficient inventory on hand to meet customers' needs while avoiding unnecessary inventory that ties up working capital for a long period of time before it is converted into cash.

Companies typically measure how efficiently that balance is maintained by monitoring the inventory turnover ratio.

42. (3) The x-y axis on the Blake and Mouton Managerial Grid consists of two behavior dimensions, concern for people and concern for production.

Concern for people is the degree to which a leader considers the needs of employees when deciding how tasks or jobs should be done. This can be personal or professional development. This behavior dimension moves along the y-axis vertically from bottom to top of the grid.

Concern for production is the degree to which a leader emphasizes objectives and productivity goals when deciding how tasks or jobs should be done. This can be rules, policies or performance standards. This behavior dimension moves horizontally along the x-axis from left to right.

43.(2) Accounting standards are the written statements consisting of rules and guidelines, issued by the accounting institutions, for the preparation of uniform and consistent financial statements and also for other disclosures affecting the different users of accounting information.

Accounting standards lay down the terms and conditions of accounting policies and practices by way of codes, guidelines and adjustments for making the interpretation of the items appearing in the financial statements easy and even their treatment in the books of account.

Accounting standards relate to all aspects of an entity's finances including assets, liabilities, revenue, expenditures and equity.

Specific examples of an accounting standard include revenue recognition, asset classification, allowable methods for depreciation, what is considered depreciable, lease classifications and outstanding share measurement.

44. (4) Companies shall follow Ind AS either Voluntarily or Mandatorily. Once a company follows Ind AS, either mandatorily or voluntarily, it can't revert back to old method of Accounting.

Mandatory Applicability from Accounting Period beginning on or after 1st April 2016 Every Company with Net worth of not less than ?5 billion ($ 73.4 million).

45. (3) LIBOR stands for London Inter Bank Offered Rate. LIBOR is an indicative average interest rate at which a selection of banks (the panel banks) are prepared to lend one another unsecured funds on the London money market.

It means the London Interbank Offered Rate is the average of interest rates estimated by each of the leading banks in London that it would be charged were it to borrow from other banks.

Libor rates are calculated for 5 currencies and 7 borrowing periods ranging from overnight to one year and are published each business day by Thomson Reuters.[4]

Many financial institutions, mortgage lenders and credit card agencies set their own rates relative to it.

46. (2) The OTC Exchange Of India (OTCEI), also known as the Over-the-Counter Exchange of India, is based in Mumbai, Maharashtra.

It is India's first exchange for small companies, as well as the first screen-based nationwide stock exchange in India.

OTCEI was set up to access high-technology enterprising promoters in raising finance for new product development in a cost-effective manner and to provide a transparent and efficient trading system to investors.

It facilitates faster transactions, greater liquidity in the market and transparency in transactions

OTCEI is promoted by the Unit Trust of India, the Industrial Credit and Investment Corporation of India, the Industrial Development Bank of India, the Industrial Finance Corporation of India, and other institutions, and is a recognised stock exchange under the SCR Act.

47. (4) Inflation accounting is a term describing a range of accounting models designed to correct problems arising from historical cost accounting in the presence of high inflation and hyperinflation.

Inflation accounting is used in countries experiencing high inflation or hyperinflation.

Inflation accounting is not fair value accounting.

Inflation accounting, also called price level accounting, is similar to converting finan cial statements into another currency using an exchange rate.

Under some (not all) inflation accounting models, historical costs are converted to price-level adjusted costs using general or specific price indexes.

48. (1) The general weakness of the traditional accounting system is that it fails to reflect the price level changes in the financial statements as it is based on historical cost.

The American Institute of Certified Public Accountants defines the Inflation accounting as a system of accounting, which purports to record as a built-in mechanism, all economic events in terms of current cost.

In the traditional accounting, assets are shown in the financial statements year after year on the basis of acquisition prices or at historical cost.

During the inflationary period, historical-cost based depreciation would be highly insufficient to replace the existing assets at current costs.

Items like depreciation, cost of goods sold, and inventory are understated and the profit figure and financial position of the business units are highly distorted.

Current revenues for the period are not properly matched with current cost of operation.

Hence, the problems created by price changes in the historical- cost based accounts necessitate some methods to take care of inflation into the accounting system. Inflation accounting is such method.

49. (1) Behavioural scientists concerned with management of organizations pointed out the following reasons for HRA:

1. Under conventional accounting, no information is made available about the human resources employed in an organization, and without people the financial and physical resources cannot be operationally effective.

2. The expenses related to the human organization are charged to current revenue instead of being treated as investments, to be amortized over a period of time, with the result that magnitude of net income is significantly distorted. This makes the assessment of firm and inter-firm comparison difficult.

3. The productivity and profitability of a firm largely depends on the contribution of human assets. Two firms having identical physical assets and operating in the same market may have different returns due to differences in human assets. If the value of human assets is ignored, the total valuation of the firm becomes difficult.

4. If the value of human resources is not duly reported in profit and loss account and balance sheet, the important act of management on human assets cannot be perceived

5. Expenses on recruitment, training, etc. are treated as expenses and written off

against revenue under conventional accounting. All expenses on human resources are to be treated as investments, since the benefits are accrued over a period of time.

50. (3) Debtors Turnover Ratio : Activity Ratio

Activity ratios are accounting ratios that measure a firm's ability to convert different accounts within its balance sheets into cash or sales. Activity ratios are used to measure the relative efficiency of a firm based on its use of its assets, leverage or other such balance sheet items. These ratios are important in determining whether a company's management is doing a good enough job of generating revenues, cash, etc. from its resources.

Proprietary Ratio : Solvency Ratio

The solvency ratios will highlight the long term creditors about the ability of the firm to pay off its interest as soon as it matures for payments together with the principal as per terms and conditions so stipulated.

Proprietary Ratio or Equity Ratio or, Net Worth to Total Assets Ratio is a solvency ratio.

Operating Ratio : Profitability Ratio

A profitability ratio is a measure of profitability, which is a way to measure a company's performance. Profitability is simply the capacity to make a profit, and a profit is what is left over from income earned after you have deducted all costs and expenses related to earning the income.

Common profitability ratios used in analyzing a company's performance include gross profit margin (GPM),operating margin (OM), return on assets (ROA) , return on equity (ROE), return on sales (ROS) and return on investment (ROI).

Acid Test Ratio : Liquidity Ratio

Liquidity ratios are a class of financial metrics used to determine a company's ability to pay off its short-terms debts obligations. Generally, the higher the value of the ratio, the larger the margin of safety that the company possesses to cover short-term debts.

Common liquidity ratios include the current ratio, the quick ratio , Acid Test Ratio and the operating cash flow ratio.

51. (4) The Nasdaq Stock Market is an American stock exchange. It is the second-largest exchange in the world by market capitalization, behind only the New York Stock Exchange.

The Nasdaq Stock Market has three different market tiers:

Capital Market (small cap) is an equity market for companies that have relatively small levels of market capitalization. Listing requirements for such "small cap" companies are less stringent than for other Nasdaq markets that list larger companies with significantly higher market capitalization.

Global Market (mid cap) is made up of stocks that represent the Nasdaq Global Market. The Global Market consists of 1,450 stocks that meet Nasdaq's strict financial and liquidity requirements, and corporate governance standards.

Global Select Market (NASDAQ-GS large cap) is a market capitalization-weighted index made up of US-based and international stocks that represent the Global Select Market Composite.The Global Select Market consists of 1,200 stocks that meet Nasdaq's strict financial and liquidity requirements and corporate governance standards. The Global Select Market is more exclusive than the Global Market.

Every October, the Nasdaq Listing Qualifications Department reviews the Global Market Composite to determine if any of its stocks have become eligible for listing on the Global Select Market

52. (1) Foreign portfolio investment (FPI) consists of securities and other financial assets passively held by foreign investors.It does not provide the investor with direct ownership of financial assets and is relatively liquid depending on the volatility of the market.

Foreign portfolio investment differs from foreign direct investment (FDI), in which a domestic company runs a foreign firm, because although FDI allows a company to maintain better control over the firm held abroad, it may face more difficulty selling the firm at a premium price in the future.

FPI is also called Foreign institutional Investments (FIIs).

Because of their volatility they are also called hot money. Loans from international financial institutions are given for a fixed tenure and hence are stable.

FDI is not part of FPI, but are accounted separately.

53. (1) Economic integration is an economic arrangement between different regions, marked by the reduction or elimination of trade barriers and the coordination of monetary and fiscal policies.

The aim of economic integration is to reduce costs for both consumers and producers, and to increase trade between the countries taking part in the agreement.

There are varying levels of economic integration, including preferential trade agreements (PTA), free trade areas (FTA), customs unions, common markets, economic and monetary unions, and political unions.

54. (3) The World Trade Organization (WTO) is an inter governmental organization which regulates international trade.

The WTO officially commenced on 1 January 1995 under the Marrakesh Agreement, signed by 123 nations on 15 April 1994, replacing the General Agreement on Tariffs and Trade (GATT).

The WTO deals with regulation of trade between participating countries by providing a framework for negotiating trade agreements and a dispute resolution process aimed at enforcing participants' adherence to WTO agreements.

The WTO is run by its member governments. All major decisions are made by the membership as a whole, either by ministers (who usually meet at least once every two years) or by their ambassadors or delegates (who meet regularly in Geneva).

The WTO agreements cover goods, services and intellectual property. They spell out the principles of liberalization, and the permitted exceptions.

They include individual countries' commitments to lower customs tariffs and other trade barriers, and to open and keep open services markets.

They set procedures for settling disputes. These agreements are not static; they are renegotiated from time to time and new agreements can be added to the package.

55. (1) The South Asian Association for Regional Cooperation (SAARC) is the regional intergovernmental organization and geopolitical union of nations in South Asia.

Its member states include Afghanistan, Bangladesh, Bhutan, India, Nepal, the Maldives, Pakistan and Sri Lanka.

SAARC comprises 3% of the world's area, 21% of the world's population and 3.8% of the global economy, as of 2015.

SAARC was founded in Dhaka on 8th December,1985. Its secretariat is based in Kathmandu, Nepal.

The organization promotes development of economic and regional integration.

It launched the South Asian Free Trade Area in 2006.

SAARC maintains permanent diplomatic relations at the United Nations as an observer and has developed links with multilateral entities, including the European Union.

56. (1) The foreign exchange market (forex, FX, or currency market) is a global decentralized market for the trading of currencies.

This includes all aspects of buying, selling and exchanging currencies at current or determined prices.

In terms of volume of trading, it is by far the largest market in the world, followed by the Credit market.

The main participants in this market are the larger international banks. Financial centres around the world function as anchors of trading between a wide range of multiple types of buyers and sellers around the clock, with the exception of weekends.

The foreign exchange market does not determine the relative values of different currencies, but sets the current market price of the value of one currency as demanded against another.

The foreign exchange market works through financial institutions, and it operates on several levels.

57. (2) Direct investment targets a specific enterprise, with the aim of increasing its capacity/ productivity or changing its management control.

Direct investment to create or augment capacity ensures that the capital inflow translates into additional production.

In the case of FII investment that flows into the secondary market, the effect is to increase capital availability in general , rather than availability of capital to a particular enterprise.

FDI is preferred over FII investments since it is considered to be the most beneficial form of foreign investment for the economy as a whole.

58. (2) Pradhan Mantri Garib Kalyan Yojana, 2016 (PMGKY) is an amnesty scheme launched by the Government in December 2016 on the lines of the Income declaration scheme, 2016 (IDS) launched earlier in the year.

A part of the Taxation Laws (Second Amendment) Act, 2016, the scheme provides an opportunity to declare unaccounted wealth and black money in a confidential manner and avoid prosecution after paying a fine of 50% on the undisclosed income. An additional 25% of the undisclosed income is invested in the scheme which can be refunded after four years.

Valid from December 16, 2016 to March 31, 2017, the scheme can only be availed to declare income in the form of cash or bank deposits in Indian bank accounts and not in the form of jewellery, stock, immovable property, or deposits in overseas accounts.

59. (2) As per section 10(1) of Income Tax Act , agricultural income earned by the taxpayer in India is exempt from tax.

Agricultural income is defined under section 2(1A) of the Income-tax Act. As per section 2(1A), agricultural income generally means: (1) Any rent or revenue derived from land which is situated in India and is used for agricultural purposes. (2) Any income derived from such land by agriculture operations including processing of agricultural produce so as to render it fit for the market or sale of such produce. (3) Any income attributable to a farm house subject to satisfaction of certain conditions specified in this regard in section 2(1A).

Any income derived from saplings or seedlings grown in a nursery shall be deemed to be agricultural income

60. (1) Goods and Services Tax (GST) is a proposed system of indirect taxation in India merging most of the existing taxes into single system of taxation.

It was introduced The Constitution (One Hundred and First Amendment) Act 2016.

GST would be a comprehensive indirect tax on manufacture, sale and consumption of goods and services throughout India, to replace taxes levied by the central and state governments.

Goods and Services Tax would be levied and collected at each stage of sale or purchase of goods or services based on the input tax credit method

61. (4) Under the Income Tax Act, 1961 every assessee is required to pay income tax on the income earned during the previous year at the rates announced in the Annual Finance Act.

According to Section 5 of the Income Tax Act the scope of total income of a assessee depends on his residential status.

The residential status is determined on the basis of assessee's period of residence in India during the previous year.

Section 6 of the Income Tax Act, 1961 describes the rules for determining the residential status of various assesses e.g. Individual. Hindu Undivided Family, Firm and Company.

An individual is said to be resident of India if-

He is in India in the previous year for a period of 182 days or more (60 days if the person is a member of the crew of an Indian ship)

He is in India for a period of 365 days or more within 4 years preceding the assessment year AND periods amounting to all to 60 days or more in that year

The exception is given to member of the crew of an Indian ship because they work for moths together on duty on the seas

62. (1) The term 'responsibility accounting' refers to the accounting process that reports how well managers (of responsibility centres) have fulfilled their responsibility.

It is a system that measures the plans (by budgets) and actions (by actual results) of each responsibility centre.

Also known as activity or profitability accounting, it is an information system that personalises control reports by accumulating and reporting cost and revenue information according to defined responsibility centres within a company.

For effective planning and control purposes,responsibility centres are,usually, classified under three categories:

(i) cost centres; (ii) profit centres; and (iii) investment centres.

63. (1) Prudence principle is the rule of becoming carefulness. In accounting, we can become careful from future losses. For facing the losses without tension, it is very easy to separate of profit's some part for this. Every type of loss will increase our liability.

As per prudence principle, we should make and record all estimated future loss and forget all estimated future gains. By doing this, we have to make the provisions for future losses. For example, there is the risk of defaulting the some debtors. For tolerating this loss, it is good, if we make the provision for doubtful debt. This reserve will deduct our total profit. If this loss will happen, we can easy buy new stock through this provision.

This provision is also called principle of conservatism because this rule is not new. Every time, businessman wants to play his investment in safe side. He also wants to control every type of risk through making reserve. At that time of making of reserve, he should estimate the future loss correctly, otherwise, it will become secrete reserve and it is against the principle of full disclosure.

64. (3) Countries themselves decide whether they want to be in developed or developing categories.

There are no WTO definitions of "developed" or "developing" countries.

Developing countries in the WTO are designated on the basis of self-selection although this is not necessarily automatically accepted in all WTO bodies.

65. (2) For the purpose of extending rural banking and agro finance, the NABARD Refinances the banks extending rural finance.

NABARD's refinance is available to State Co-operative Agriculture and Rural Development Banks (SCARDBs), State Co-operative Banks (SCBs), Regional Rural Banks (RRBs), Commercial Banks (CBs) and other financial institutions approved by RBI.

While the ultimate beneficiaries of investment credit can be individuals, partnership concerns, companies, State-owned corporations or co-operative societies, production credit is generally given to individuals.

66. (2) RBI controls the supply of money and bank credit. The Central bank has the duty to see that legitimate credit requirements are met and at the same credit is not used for unproductive and speculative purposes. In order to control inflation and ensure stability in money market The RBI acts independently and can refuse the government directive.

Financial stability means the ability of the economy to absorb shocks and maintain confidence in financial system. Thus, greater importance is being given to RBI's role in maintaining confidence in financial system through proper regulation and controls, without sacrificing the objective of growth.

Therefore, RBI is focusing on regulation, supervision and development of financial system. RBI has now adopted the policy of 'Growth with Stability'. This means sufficient credit will be available for growing needs of different sectors of economy and at the same time, inflation will be controlled with in a certain limit.

67. (1) In its simplest form, international liquidity comprises of all reserves that are available to the monetary authorities of different countries for meeting their international disbursement.

In short, the term 'international liquidity' connotes the world supply of reserves of gold and currencies which are freely usable internationally, such as dollars and sterling, plus facilities for borrowing these.

Thus, international liquidity comprises two elements, viz., owned reserves and borrowing facilities.

Under the present international monetary order, among the member countries of the IMF, the chief components of international liquidity structure are taken to be:

1. Gold reserves with the national monetary authorities - central banks and with the IMF.
2. Dollar reserves of countries other than the U.S.A.
3. £-Sterling reserves of countries other than U.K.

It should be noted that items (2) and (3) are regarded as 'key currencies' of the world and their reserves held by member countries constitute the respective liabilities of the U.S. and U.K.

68. (1) The World Bank group is a group of five international organizations responsible for providing finance and advice to counties for the purposes of economic development and eliminating poverty.

Its five agencies are:

The World Bank Group consists of:

i. The International Bank of Reconstruction and Development (IBRD), established in 1945, which provides debt financing on the basis of sovereign guarantees;

ii. The International Financial Corporation (IFC), established in 1956, which provides various forms of financing of without sovereign guarantees, primarily to the private sector;

iii. The International Development Association (IDA), established in 1960, which provides concessional financing (interest-free loans or grants), usually with sovereign guarantees;

iv. The Multilateral Investment Guarantee Agency (MIGA), established in 1988, which provides insurance against certain types of risks, including political risk, primarily to the private sector; and,

v. The International Centre for Settlement of Investment Disputes (ICSID), established in 1966, which works with governments to reduce investment risk.

The term "World Bank" generally refers to the IBRD and IDA, whereas the World Bank Group is used to refer to the institutions collectively.

69. (1) While the consumption function explains how the income is spend on consumption, the saving function describes what part of income is saved.

70.(1) Human Resource refer to " the total knowledge, skill, creative abilities, talent and aptitudes of an organization's work force as well as the value, attitudes and beliefs of the individuals involved this to a definition by Leon C. Magginson.

71. (1) Uncertainties resulting in adverse variation of profitability or outright losses is Financial Risk.

72. (4) The Chinese Market is expanding very rapidly compared with those of the West. The Chinese economy has expanded very rapidly compared to those in the West where many markets are mature. There is a relatively high level of corruption in Chinese officialdom which foreign multinationals are likely to encounter. As regards polluting industries, the Chinese authorities have a history of not enforcing environmental laws.

73. (4) Objective of Liquidity Management is to ensure profitability as well as to ensure Liquidity

74. (4) When a company enters a new product category for which its current brand names are not appropriate, will likely follow new brands.

75.(1) FDI up to 100% subject to condition that they invest 26 % in favor of Indian Public within 5 yrs

76. (2) A Proposition that undergoes verification to determine it should be accepted or rejected in favour of an alternative proposition. Often the null hypothesis is expressed as 'There is no relationship between two quantities." It is presumed to be true until statistical evidence nullifies it for alternative hypothesis.

77.(4) The Basic objective of export Promotion Council is to promote and develop overall exports of the country.

78.(1) Managerial Accounting Information is prepared for internal users, while Financial Accounting Information is directed primarily at external users such as stockholders and creditors.The other statements are all correct.

79.(4) Per capita National Income is the best indicator because an increase in per capita real national income would mean that goods are available per head, which would mean the standard of living has increased.

80. (4) All these functions are served by, and in fact depend on, solid cost Accounting Information.

81. (1) Direct Materials,Direct Labor, and Factory Overhead are all included as a Manufacturing Cost. Administrative Overhead is not included.

82. (1) Lineation function is a process in human resources management which is concerned with providing a conductive work environment to the employees and nurturing them to make them fell committed and attached to the organization.

83. (4) The Trade off between risk and return is a central concept of financial management since the objective of the firm is to maximize its value to its share holders.

84. (2) NBCR = NPV/I NBCR = BCR -1

85. (1) Theoretical value of the right

86.(1) Performance Appraisal is defined as the formal evaluation of an individual's Job Performance. It also involves giving feedback to the individual concerned and developing constructive solutions for further improvement.

87. (2) In PLC, introduction stage is a period of slow sales growth as the product is introduced in the market, profits are nonexistent because of the heavy expenses of product introduction. In this stage promotional expenditure are at their highest ratio to sales because of the need to

(1) inform potential consumers
(2) induce product trial and
(3) secure distribution in retail outlets.

88.(2) Ignoring their Regulatory Agencies.
Pharmaceutical do not ignore regulatory agencies. They usually spend much time effort trying to influence the decisions made by them e.g. to get approval for the use of their drugs. The firms also go in for lobbying and may, at times, use threat or promises to achieve their desired

89. (3) BCR & NBCR criteria are not suitable to evaluate a non - simple mixed investment.

90.(4) Both the methods required rate of earning of investment made on a project is compared with the return and their time value. Thus, if the return crosses the requisite only then it is accepted.

91.(1) Deferred Credits could mean money received in advance of it being earned, such as deferred revenue or customer advances. It could also result from complicated transaction. Where a credit amount arises but the amount is to revenue. It is reports as a liability in balance sheet.

92.(1) It makes it easier to resolve contract disputes for firms involved in international trade and investment.International law, by setting down a standard set of rules, can facilitate the resolution of disputes especially where it avoids disagreement over which national system of laws applies to the case. Where international law applies, firms can not select the national legal system most favorable to their side of the dispute.The fact that different interpretations can be made of international law impedes its ability to facilitate international trade and investment. There is no evidence that the Uniform Commercial Code favors US multinational interests.

93. (3) Break Even of a firm occurs when there is a no profit no loss situation happens. This can be possible only when AR = AC.

94. (3) Personal Disposable Income = Wage & Salary + Dividend paid at home + Factor income received from abroad + Transfer from govt. personal income tax.

95. (4) As the no. of times of change in signs are two i.e. from -1000 to 1400 and 1400 to - 100, we can derive that the maximum no. of IRRs for the series is two. At the end of the first year, there is an inflow of Rs. 1400 in the project. If the firm has withdrawn Rs. 1400 from the project, it would also become an inflow.

96. (4) Profits can be made from Arbitrage.

Financial Institutions make money from buying in the market where the price is low and selling at a profit in markets where price is higher - this activity is called arbitrage. Not all countries have their own currency e.g. members of the Euro zone and exchange rates are not fixed by the IMF. A collapse in the exchange rate of a currency can cause economic disruption e.g. a large increase in the rate of inflation, and a big increase in the value of debt held in foreign currency as occurred in Iceland in 2008. Such economic disruption does not guarantee benefits to financial institutions.

97.(2) It has sufficient financial resources to help individual countries facing balance of payments problems.

98. (2) Cutting the cost for firms of communicating across borders.

The internet offers a cheap and easy way for business to send and receive information across borders

99. (3) The first stage in grievance redressal is usually handled by supervisor or the designated officer.

100. (3) Acc. to Section 3 (1) (iii) of companies Act, 1956 the minimum no. of persons required to form a private and public ltd. company are 2 and 7.