

## SECTION-B

[Only for candidates appearing in QURAT July'19 -DEPARTMENT OF MANAGEMENT]

51. The only feasible purpose of financial management is-
- Wealth Maximization
  - Sales Maximization
  - Profit Maximization
  - Assets maximization
52. Financial management deals in the process of-
- Investments decisions
  - Financing decisions
  - Both a and b
  - None of the above
53. Capital Budgeting process deals in-
- Long term Investment Decision,
  - Working Capital Management,
  - Marketing Management,
  - Capital Structure.
54. Working capital deals in the process of-
- Long-term Decisions,
  - Short-term Decisions,
  - Both (a) and (b),
  - Neither (a) nor (b).
55. Dividend Payout Ratio is
- $PAT \div \text{Capital}$ ,
  - $DPS \div EPS$ ,
  - $\text{Pref. Dividend} \div PAT$ ,
  - $\text{Pref. Dividend} \div \text{Equity Dividend}$
56. In finance, the term 'working capital' deals with-
- Total assets
  - Fixed assets
  - Current Assets
  - None
57. Net working capital refers to-
- Total assets minus fixed assets.
  - Current assets minus current liabilities.
  - Current assets minus inventories
  - Current assets.
58. Management Accounting:
- Is a clerical work
  - Is accounting for future
  - Is a recording technique of the management related transactions
  - In an analysis of the past business activities
59. The process of recording financial data along with the preparation of trial balance is covered under:-
- Book Keeping
  - Accounting
  - Classifying
  - Summarizing
60. Rs. 5000 paid as rent of office premises in an/a \_\_\_\_\_
- Event
  - Transaction
  - Both
  - None
61. If owner's capital is Rs. 50000, liability is Rs. 30000 and fixed assets is Rs. 70000, then what is the value of current assets?
- Rs. 10000
  - Rs. 40000
  - Rs. 80000
  - Rs. 100000
62. Capital of business is Rs. 75000 and liability is Rs. 25000 then total assets of business would be :
- Rs. 50000
  - Rs. 15000
  - Rs. 75000
  - Rs. 100000
63. The Accounting Equation is based on:
- Going Concern Concept
  - Dual Aspect Concept
  - Money Measurement Concept
  - All of these
64. Cost concept basically recognizes
- Fair Market Value
  - Historical Cost
  - Realizable Value
  - Replacement Cost
65. Current liabilities of a business do not include
- Bank
  - Sundry Creditors
  - Unclaimed Dividend
  - All of the above
66. The four unique elements to services include:
- Independence, intangibility, inventory and inception
  - Independence, increase, inventory,

- and intangibility
  - c. Intangibility, inconsistency ,inseparability and inventory
  - d. Intangibility, independence , inseparability and inventory
67. “many people want BMW, only few are able to buy” this is an example of
- a. Need
  - b. Want
  - c. Demand
  - d. Status
68. It's combination of quality ,service & price
- a. Marketing Triad
  - b. Customer Value triad
  - c. Customer satisfaction triad
  - d. Service quality triad
69. The Solution to price competition is to develop a differentiated:
- a. Product ,price & promotion
  - b. Offer ,Delivery & image
  - c. Package & Label
  - d. International website
70. Which one of the following is not a type of marketing concept:
- a. Marketing concept
  - b. Selling concept
  - c. Societal marketing concept
  - d. Supplier concept
71. ....buys product&.....use product
- a. Consumer & customers
  - b. Customers & consumer
  - c. Buyers& sellers
  - d. Buyers& Customers
72. Testing before launching a product is known as .....
- a. Acid test
  - b. Concept testing
  - c. Market test
  - d. Test marketing
73. Marketing buzz means.....
- a. De-marketing
  - b. Social marketing
  - c. Viral marketing
  - d. Virtual marketing
74. Which is the feature of direct marketing:
- a. One to one communication
  - b. Open dialogue
  - c. Personal relationship
  - d. All of the above
75. Basic role of promotion is :
- a. Communication
  - b. Information
  - c. Interpretation
  - d. Manipulation
76. Which of the following is NOT a part of marketing communication mix?
- a. Advertising
  - b. Public relations
  - c. Sales promotion
  - d. Tele-marketing
77. The Term marketing myopia was given by
- a. Philip kotler
  - b. Royal Dutch shell
  - c. Theodore Levitt
  - d. Henry Ford
78. Which one of the following factors relates to family that influences consumer behavior?
- a. Cultural
  - b. Social
  - c. Personal
  - d. Business
79. What is the last stage of the consumer decision process?
- a. Problem recognition
  - b. Post purchase behavior
  - c. Alternative Evaluation
  - d. Purchase
80. Which of the following is NOT considered a type of reseller?
- a. Wholesaler
  - b. Retailer
  - c. Manufacturer
  - d. Distributor
81. Which of the following are not Central Organisation of Workers?
- a. Indian, National Trade Union Congress
  - b. Hind Mazdoor Sabha
  - c. Bhartiya Mazdoor Sangh
  - d. SAFTA, COSEFA
82. The components of the information systems should be made up only of information units which enhance effective
- a. Personnel Management Decision

- b. Project
  - c. Human Resources Decision
  - d. None of these
83. Redressal of employee grievances covers
- a. Equitable wages and salary system
  - b. Institutionalising an expeditions machinery for resolving employees grievances
  - c. Positive attitude towards employee grievances and readiness to help
  - d. Both (b) and (c)
84. Which are the objectives of training?
- a. To arouse loyalty towards the institution
  - b. Awareness of the problems
  - c. Increase in employee morale, confidence skill and productivity
  - d. All of the above
85. Which of the following is not machinery for settlement of ID in India?
- a. Board of conciliation
  - b. Labour court
  - c. Collective bargaining
  - d. National Tribunal
86. Which statement is true?
- a. Job analysis is a group of positions, that are similar as to kind and level of work
  - b. A promotion is the advancement of an employee to a better job better in terms of greater responsibilities, more prestige or status, greater skill and especially, increase rate of pay or salary
  - c. A promotion is the transfer of an employee to a job that pays more money or that enjoys some preferred status
  - d. All of the above
87. Grievance is affecting one or more individual workers in respect of their conditions of work and not disputes over matters of general applicability to all
- a. Complaint
  - b. Claims
  - c. Information
  - d. Order
88. Job analysis is a systematic procedure for
- a. securing and reporting information defining a
  - b. Specific Product
  - c. Specific Job
  - d. Specific Goods or Service
  - e. All these
89. Which is the function of Industrial Psychologist?
- a. Consulting
  - b. Individual evaluation
  - c. Research
  - d. All of the above
90. Job design is affected by
- a. Organisational, environmental and behavioural fact
  - b. Price
  - c. Study
  - d. Process
91. Which is the method of wage payment?
- a. Time wage
  - b. Piece wage
  - c. Debt wage
  - d. All of these
92. Human resource planning includes
- a. Creating a climate of opportunity and professional challenge
  - b. Recognition of excellence in performance
  - c. Improvement of excellence in performance
  - d. All of the above
93. Which items below are forms of perceptual errors made during the selection process?
- a. Like-me judgements
  - b. A candidate's time-keeping
  - c. The interview setting
  - d. The time of day
94. The most prominent system in the retail sales industry is the \_\_\_\_\_ system.
- a. POS (point-of-scale)
  - b. COBOL
  - c. ACM
  - d. All of the above

95. Human Resource Audit is an audit of
- Human Resource of the Organisation
  - Cost of Production
  - Goodwill
  - Plant
96. The actual achievements compared with the objectives of the job is
- Job performance
  - Job evaluation
  - Job description
  - None of the above
97. Majority of the disputes in industries is (are) related to the problem of
- Wages
  - Salaries
  - Benefits
  - All of the above
98. An agreement consists of reciprocal promises between at least
- Four parties
  - Six parties
  - Three parties
  - Two parties
99. Every promise and every set of promise forming the consideration for each other is a/an
- Contract
  - Agreement
  - Offer
  - Acceptance
100. Valid contracts
- Are made by free consent.
  - Are made by competent parties.
  - Have lawful consideration and lawful object.
  - All of the above