

# National Testing Agency

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## Online Refresher Course In Management

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## Online Refresher Course In Management

**Section Id :** 2886074  
**Section Number :** 1  
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**Mandatory or Optional:** Mandatory  
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**Sub-Section Number:** 1  
**Sub-Section Id:** 2886074  
**Question Shuffling Allowed :** Yes

**Question Number : 1 Question Id : 288607301 Question Type : MCQ Option Shuffling : No**  
**Correct Marks : 1 Wrong Marks : 0**

Jay recently was asked by his supervisor to plan and conduct a training course. He sat down with the reference manual and started to plan for his course. He knew that some notes will be required, so he developed a set of trainer's notes. He even put some of notes on a handout for participants. Jay knew that it was important to read notes in a clear voice. He also planned to stop periodically and ask if the participants had any questions. During the first session, he observed that the participants were not paying attention to the presentation. There were no questions being asked and the participants looked bored. After the presentation the participants left the room for a break. Jay had a feeling that the first presentation was a failure. He wondered if agreeing to deliver the course was a good decision. What could be the problem?

- i. The problem from the perspective of the participants is that the trainer is reading to them with little or no interaction
  - ii. The session was very boring, it is not interactive and it creates a very negative learning climate
  - iii. He observed another trainer, studied the reference manual to make sure he understood the information
- A. Only i  
B. Only iii  
C. i, ii, iii  
D. ii, iii

Options :

2886071201. 1

2886071202. 2

2886071203. 3

2886071204. 4

Question Number : 2 Question Id : 288607302 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Internships provide a learning experience for the student while helping your company build a pipeline of future talent. The 'Next Gen' talent is seeking meaningful work and a positive experience, which can become a branding opportunity for the employer. When a student has a great value adding experience as an intern, he/she will share it with others. Some main benefits of undertaking an internship are:

- i. Provide evidence of previous work experience to potential employers
  - ii. Enable students to explore a field of work/industry sector
  - iii. Enable students to reflect on their strengths and weaknesses and further improve essential transferable skills such as team-working and commercial awareness
  - iv. Enable students to build their confidence
  - v. Enable students to gain an understanding of how theory and research relates to practice in an employment context
- A. i, & iv  
B. i, ii, iii  
C. i, ii, iii, iv, v  
D. iv, v

Options :

2886071205. 1

2886071206. 2

2886071207. 3

2886071208. 4

Question Number : 3 Question Id : 288607303 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

Job rotation is a management training technique that involves providing opportunity to trainees to work in different departments to broaden their experience and identify strong and weak points. This process also enhances their understanding of all aspects of the business and at the same time helps in gauging their abilities. The benefits associated with job rotation are:

- i. Reduced exposure to focused physical demands of one job
- ii. Reduced physiological stress, strain, and fatigue to the muscle group used for one job
- iii. Increased innovation and improved work process efficiency
- iv. Improves employee skill base and increases job assignment flexibility over time
- v. Less fatigue and discomfort on the job often leads to productivity and quality gains

- A. i, ii, iii, iv
- B. iii, iv
- C. ii, iii
- D. ii, iii, iv

Options :

2886071209. 1

2886071210. 2

2886071211. 3

2886071212. 4

Question Number : 4 Question Id : 288607304 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

A training technique in which trainees are first shown good management techniques in a film, are asked to play roles in a simulated situation, are then given feedback and also praised by their supervisor. These model involve

- i. Showing trainees the right (model) way of doing something
- ii. Letting trainees practice that way
- iii. Giving feedback on the trainees on the trainee's performance
- iv. To create a realistic situation and then have the trainees assume the parts or roles of specific persons in that situation.

- A. ii, iv
- B. iii, i
- C. i, ii, iii
- D. ii, iii

Options :

2886071213. 1

2886071214. 2

2886071215. 3

2886071216. 4

Question Number : 5 Question Id : 288607305 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

After the training program has been completed, the effectiveness of the training is measured by a method called Controlled Experimentation, which is a formal method for testing the effectiveness of a training program, preferably with before-and-after tests and a control group.

The training effects can be measured by four basic categories: They are

- i. Reaction: Evaluate trainee's reaction to program
- ii. Response: Asking trainee's response to program
- iii. Learning: Testing the trainee whether they learned the knowledge and skills
- iv. Behavior: Asking the trainees whether the job behavior has changed because of the training?
- v. Evaluation: Checking and evaluating the training outcomes
- vi. Results: Checking whether the training outcomes or goals have achieved which has been planned before the training program.

A. i, ii, iii, iv, v, vi

B. i, iii, iv, vi

C. i, ii, iv, v, vi

D. i, iii, iv, v, vi

Options :

2886071217. 1

2886071218. 2

2886071219. 3

2886071220. 4

Question Number : 6 Question Id : 288607306 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Assume that one year forward rate for a share of stock is Rs. 45, the spot price is Rs. 41 and the risk free rate is 5% per annum. The observed forward price (Rs.) and the implied forward price (in Rs.) are:

A. 45, 41

B. 45, 43.05

C. 41, 45

D. 41, 43.05

Options :

2886071221. 1

2886071222. 2

2886071223. 3

2886071224. 4

Question Number : 7 Question Id : 288607307 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

A dealer in a commodity is considering a trade in a forward contract. The current spot price of the commodity is Rs. 500 per unit, the forward price for delivery in 1 year is Rs. 540 per unit and the annual inventory costs are 2% of the current spot price. The implied risk free rate, and the arbitrage profit that could be earned per unit of the commodity in period 1 (if the risk-free rate of return is 5% per annum in period 0) is:

- A. 4.0%, 4.20
- B. 5.5%, 5.09
- C. 5.5%, 2.70
- D. 6.0%, 5.00

Options :

2886071225. 1

2886071226. 2

2886071227. 3

2886071228. 4

Question Number : 8 Question Id : 288607308 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Assume you are holding treasury securities and have sold futures to hedge against interest rate risk. If interest rates fall:

- A. The increase in the value of the securities equals the decrease in the value of the futures contracts
- B. The decrease in the value of the securities equals the increase in the value of the futures contracts
- C. The increase in the value of the securities exceeds the decrease in the values of the futures contracts
- D. Both the securities and the futures contracts increase in value

Options :

2886071229. 1

2886071230. 2

2886071231. 3

2886071232. 4

Question Number : 9 Question Id : 288607309 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Suppose an investor buys an option for Rs. 1,000 premium on a Rs. 100,000 August T-bill futures contract with a strike price of Rs. 120. On the expiration date, the T-bill futures contract has a price of Rs. 115. (Recall that arbitrage will result in the spot price equaling the futures contract price.) What is the individual likely to do?

- A. He will buy the asset and make a profit of Rs. 5,000
- B. He will not buy the asset and thus suffer no loss
- C. He will buy the option but suffer a loss of Rs. 5,000
- D. He will not buy the option but he will suffer a loss of Rs. 1,000

Options :

2886071233. 1

2886071234. 2

2886071235. 3

2886071236. 4

Question Number : 10 Question Id : 288607310 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Banking means accepting of deposits of money from the public (for the purpose of lending or investment), repayable on demand or otherwise, and withdrawable by cheque, draft, pay order or otherwise. "Banking Company" means any company which transacts the business of banking in India. In addition to the business of banking, a banking company may engage in any one or more of the following forms of business, namely:

- A. Borrowing, raising, or taking up of money; the lending or advancing of money either upon or without security
- B. Acting as agents for any Government or local authority or any other person or persons
- C. Undertaking and executing the trust
- D. All of the above

Options :

2886071237. 1

2886071238. 2

2886071239. 3

2886071240. 4

Question Number : 11 Question Id : 288607311 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

\_\_\_\_\_ panel is an arrangement in some organizations where the employers permit the employees to present their issues before an internal committee comprised of the employees itself and its function is to evaluate disciplinary actions and make recommendations or take decisions.

- A. Peer Review Panel
- B. Instructive Panel
- C. Constructive Panel
- D. Distributive Panel

Options :

2886071241. 1

2886071242. 2

2886071243. 3

2886071244. 4

Question Number : 12 Question Id : 288607312 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Procedure in which a dispute is submitted to third party usually neutral in nature, by agreement of the parties, looking for a binding decision on the dispute is termed as \_\_\_\_\_, where the parties opt for a private dispute resolution procedure instead of going to court.

- A. Procedural justice (related to discussions of the administration of justice and legal proceedings)
- B. An approach to justice in which one of the responses to a crime is to organize a meeting between the victim and the offender, sometimes with representatives of the wider community
- C. Arbitration (a process of bringing a business dispute before a disinterested third party for resolution)
- D. Ombudsman (an official, usually appointed by the government, who investigates complaints)

Options :

2886071245. 1

2886071246. 2

2886071247. 3

2886071248. 4

Question Number : 13 Question Id : 288607313 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Employees can resign because of one situation or a series of incidents and situations, in which employer makes conditions intolerable, intentionally for employee to quit job are classified as \_\_\_\_\_?

- A. Wrongful Discharge is a situation in which the termination breaches one or more terms of the contract of employment, or a statute provision or rule in employment law
- B. Distributive Discharge is defined as perceived fairness of how rewards and costs are shared by (distributed across) group members.
- C. Due Process Discharge deals with the administration of justice and thus the Due Process Clause acts as a safeguard from arbitrary denial of life, liberty, or property by the government outside the sanction of law.
- D. Constructive Discharge occurs when an employee resigns as a result of the employer creating a hostile work environment. Since the resignation was not truly voluntary, it is, in effect, a termination.

Options :

2886071249. 1

2886071250. 2

2886071251. 3

2886071252. 4

Question Number : 14 Question Id : 288607314 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Loss of customer contacts, break-in time of employees and unfamiliarity with products of organization is classified as \_\_\_\_\_?

- A. Separation Costs- the cost to separate or layoff employees in an organization
- B. Productivity Costs- - tracks the efficiency of goods and the labor cost attached to each output unit
- C. Training Costs- involves all the costs of training and education for a diversity of programs
- D. Hiring Costs- measures how much it costs a company to fill an open job position

Options :

2886071253. 1

2886071254. 2

2886071255. 3

2886071256. 4

Question Number : 15 Question Id : 288607315 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Employee morale, productivity and customer service levels are at their highest when employees work effectively as a team and practice basic tenets of civility and respect for each other. This, unfortunately, is not always the case when employees display inappropriate and disruptive behaviors. Hence disruptive leaves of employees are considered as turnover in the organization by the name of \_\_\_\_\_?

- A. Functional Turnover- happens when low-performing employees are terminated or are on leave of their own will
- B. Dysfunctional Turnover- involves the separation of employees who are highly skilled and perform well
- C. Involuntary Turnover- results when an employee is terminated or laid off
- D. Voluntary Turnover- involves employees who quit, retire, resign or pass away

Options :

2886071257. 1

2886071258. 2

2886071259. 3

2886071260. 4

Question Number : 16 Question Id : 288607316 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0



Vertical Integration in relation to HRM can be describe as which of the following?

- A. The relationship or integration between an organizations senior managers
- B. The relationship or integration between HR functional policies, e.g., employee development, employee reward and employee relations
- C. The relationship or integration between the internal HR processes, and the organization's business strategy and external market
- D. The relationship or integration between operational functions and policies

Options :

2886071261. 1

2886071262. 2

2886071263. 3

2886071264. 4

Question Number : 17 Question Id : 288607317 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Mahabharata describes what a king (leader) should do. It explains that a leader should try to satisfy the wishes of majority of people, realize his objectives, be vigilant, must honor the righteous and reprimand the unrighteous, build confidence among people and should consider that every labor is not alike and give task according to the nature of work involved. This concept of classification of work can be correlated to which modern day leadership style?

- A. Charismatic Leadership Style
- B. Participative Management Style
- C. Nurturing and Task Leadership Style
- D. Paternalistic Leadership Style

Options :

2886071265. 1

2886071266. 2

2886071267. 3

2886071268. 4

Question Number : 18 Question Id : 288607318 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

In the current time of industrial and IT growth, new avenues of business are opening with multiple job opportunities. The changing scenario requires new skills and expertise and the companies with such expertise are getting competitive advantage. Human resource has become the strategic partner and key competence for the organizations which creates 'War for Talent'. Which of these is not the unethical practice in this case as far as employee retention is considered?

- A. Head Hunting is the process of recruiting individuals to fill senior positions in organizations. This style of recruiting may be undertaken by an organization's board of directors, or HR executives, or by external executive recruitment
- B. While a person's loyalty to their employer is an admirable quality, it's not required by any means. Professionals are allowed to choose where they want to work and when it's time to move on to a new job. ... You should also be ready for your competitors to poach your employees
- C. In business, employee raiding is the practice of unlawfully inducing an employee to leave one employer and take up employment with another employer
- D. Take the form of extra compensation for employees who carry out the activities in their role description and meet their objectives

Options :

2886071269. 1

2886071270. 2

2886071271. 3

2886071272. 4

Question Number : 19 Question Id : 288607319 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

All the expectations unwritten between the employers and employees in a workplace regarding the performance of job are incidental in employee retention. All these unwritten expectations can be defined as \_\_\_\_\_:

- A. Psychological Contract
- B. Physiological Contract
- C. Esteem Need Contract
- D. Self Actualization Contract

Options :

2886071273. 1

2886071274. 2

2886071275. 3

2886071276. 4

Question Number : 20 Question Id : 288607320 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Knowledge, education, training, skills and expertise of a firm's worker is quite essential in determining success of a company. There is need to administer the competencies in a way where they can be put to use when and where required in an efficient manner. Which of these options identify this mechanism best?

- A. Physical Capital
- B. Competency Management
- C. Production Capital
- D. Human Capital

Options :

2886071277. 1

2886071278. 2

2886071279. 3

2886071280. 4

Question Number : 21 Question Id : 288607321 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

In employees' pension plan, a portion of employees' earnings contribution into fund is classified as:

- A. Plan in which a worker's ultimate benefits are stated as a lump-sum cash amount
- B. Retirement offer by an employer of a special incentive to retire at a particular time beyond that provided by the firm's pension plan
- C. Deferred profit sharing plan which is employer-sponsored
- D. It is a type of retirement investment program open to federal employees and members of the uniformed services

Options :

2886071281. 1

2886071282. 2

2886071283. 3

2886071284. 4

Question Number : 22 Question Id : 288607322 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Pension plan, in which specific amount of profit is transferred to employees account, that are payable at time of retirement or death is classified as

- A. deferred profit sharing plan which is employer-sponsored
- B. it is a type of retirement investment program open to federal employees and members of the uniformed services
- C. plan in which a worker's ultimate benefits are stated as a lump-sum cash amount
- D. retirement offer by an employer which is has a special incentive to retire at a particular time beyond that provided by the firm's pension plan.

Options :

2886071285. 1

2886071286. 2

2886071287. 3

2886071288. 4

Question Number : 23 Question Id : 288607323 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

A pension plan, an employer's acknowledgement of financial standing of employee's account, placing percentage on basis of annual compensation and interest, regarded as

- A. Plan in which a worker's ultimate benefits are stated as a lump-sum cash amount
- B. Severance pay plan
- C. Retirement benefit plan
- D. Employee stock ownership plan

Options :

2886071289. 1

2886071290. 2

2886071291. 3

2886071292. 4

Question Number : 24 Question Id : 288607324 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Kind of pension plan in which employer's contribution is specified in employee's retirement savings funds, is classified as:

- A. A type of pension plan in which an employer/sponsor promises a specified pension payment, lump-sum or combination thereof on retirement, that is predetermined by a formula based on the employee's earnings history
- B. Defined contribution pension plan, that is tax deferred
- C. A pension where the pensioner (or employee) makes no contributions
- D. A plan in which employees contribute a fixed amount or a percentage of their paychecks to an account that is intended to fund their retirement

Options :

2886071293. 1

2886071294. 2

2886071295. 3

2886071296. 4

Question Number : 25 Question Id : 288607325 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Arun Started a twenty years term insurance policy, once established, if at all, is the insurer entitled to ask him for proof of continuing good health?

- A. No, at no point
- B. Yes, after the end of the first twelve month
- C. Yes, at the time when he changes occupation or retire
- D. Yes, when a lapsed policy is revived

Options :

2886071297. 1

2886071298. 2

2886071299. 3

2886071300. 4

Question Number : 26 Question Id : 288607326 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Rahul is employed by Sunny. In respect of this employment, Rahul Automatically has an Insurable Interest in Sunny's life up to what limit, if any?

- A. Rahul's monthly salary
- B. Rahul's pension fund value
- C. Sunny's annual profit
- D. There is no limit

Options :

2886071301. 1

2886071302. 2

2886071303. 3

2886071304. 4

Question Number : 27 Question Id : 288607327 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

A policy document for a money back policy includes the statement of the proposal and declaration signed by the proposer from the basis of the contracts. In which main section of the policy document will this normally appear?

- A. Attestation
- B. Operative clause
- C. Preamble
- D. Terms and Condition

Options :

2886071305. 1

2886071306. 2

2886071307. 3

2886071308. 4

Question Number : 28 Question Id : 288607328 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

In pension plans for employees, special account through which funds are remained nontaxable until employee retires is classified as:

- A. 'Keogh' retirement account
- B. Vesting account
- C. Portability account
- D. Individual retirement account

Options :

2886071309. 1

2886071310. 2

2886071311. 3

2886071312. 4

Question Number : 29 Question Id : 288607329 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Kind of benefit plan in which employee is promised to get a pension amount based on service and age of employee is classified as:

- A. Defined contribution pension plan, that is tax deferred
- B. Pension plan in which an employer/sponsor promises a specified pension payment, lump-sum or combination thereof on retirement that is predetermined by a formula based on the employee's earnings history, tenure of service and age
- C. Plan in which employees contribute a fixed amount or a percentage of their paychecks to an account that is intended to fund their retirements
- D. A pension plan where the pensioner (or employee) makes no contributions

Options :

2886071313. 1

2886071314. 2

2886071315. 3

2886071316. 4

Question Number : 30 Question Id : 288607330 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Kind of benefit plan in which annual payment of pension is made to employee's pension account is classified as:

- A. A plan in which employees contribute a fixed amount or a percentage of their paychecks to an account that is intended to fund their retirements
- B. A pension plan where the pensioner (or employee) makes no contributions
- C. Defined contribution pension plan, that is tax deferred
- D. Pension plan in which an employer/sponsor promises a specified pension payment, lump-sum or combination thereof on retirement that is predetermined by a formula based on the employee's earnings history, tenure of service and age

Options :

2886071317. 1

2886071318. 2

2886071319. 3

2886071320. 4

Question Number : 31 Question Id : 288607331 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

A testator left his Mercedes to a friend, but by the time he died, he had sold the Mercedes. According to the doctrine of ademption, the beneficiary:

- A. Gets the cash equivalent
- B. Gets nothing
- C. Gets another car owned by the testator
- D. Gets property of the same value

Options :

2886071321. 1

2886071322. 2

2886071323. 3

2886071324. 4

Question Number : 32 Question Id : 288607332 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

At the time of maturity of the policy, a policyholder asked his insurance agent for guidance on submitting a claim for the maturity benefit under his life insurance policy. Due to some other work, the agent declined to assist his policy holder. Consequently, this action is deemed to be a breach of the \_\_\_\_\_

- A. General Insurance Council's guidelines on code of conduct for agents
- B. Insurance Ombudsman's protocols and code of conduct for agents
- C. Insurance Regulatory and Development Authority's code of conduct for agents
- D. Insurance Brokers Association of India's membership rules and code of conduct for agents

Options :

2886071325. 1

2886071326. 2

2886071327. 3

2886071328. 4

Question Number : 33 Question Id : 288607333 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Collection of cheques and bills is important service that a bank extends to its customers. A banker's services are a must for the collection of crossed cheques, which cannot be presented for cash at a counter of a bank. No protection in the collection of cheques clause is there. In which of the following scenario this condition will be applicable?

- A. Failing to exercise caution that would be required based on information available to the banker on the face of the cheque, e.g, where an agent or a power of attorney is using funds in the principal's account for his personal purposes.
- B. When due care to verify particulars is not taken while collecting a cheque for a customer's account which is endorsed to him.
- C. Both options are correct
- D. Both options are incorrect

Options :

2886071329. 1

2886071330. 2

2886071331. 3

2886071332. 4

Question Number : 34 Question Id : 288607334 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

A policy that is combination of protection against premature death with a savings and investment that can be invested in stocks, bonds, and money market at the policyholder's discretion is called \_\_\_\_\_

- A. Unit Linked Insurance Plan
- B. With Profit Policy
- C. Without Profit Policy
- D. Endowment Policy

Options :

2886071333. 1

2886071334. 2

2886071335. 3

2886071336. 4

Question Number : 35 Question Id : 288607335 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0



Vineet bought two policies, one is health insurance policy and another is personal accident policy. What main section of the insurance market do these products fall into?

- A. Non-life insurance for health and life insurance for personal accident
- B. Life insurance for health and non-life insurance for personal accident.
- C. Non-life insurance in both cases.
- D. Life insurance in both cases

Options :

2886071337. 1

2886071338. 2

2886071339. 3

2886071340. 4

Question Number : 36 Question Id : 288607336 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Match the following

|  |   |
|--|---|
| P. The Oriental Life Insurance Co. Ltd | 1. The first non-life insurer to be established in India                                      |
| Q. National Insurance Company Ltd.     | 2. The first Indian insurance company. It was formed in 1870 in Mumbai                        |
| R. Triton Insurance Co. Ltd.           | 3. The oldest insurance company in India. It was founded in 1906 and it is still in business. |
| S. Bombay Mutual Assurance Society Ltd | 4. The first life insurance company to be set up in India was an English company              |

- A. P-1, Q-2, R-4, S-4
- B. P-2, Q-3, R-1, S-1
- C. P-2, Q-3, R-4, S-1
- D. P-3, Q-2, R-4, S-1

Options :

2886071341. 1

2886071342. 2

2886071343. 3

2886071344. 4

Question Number : 37 Question Id : 288607337 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

In 1972, the non-life insurance business was nationalized and the General Insurance Corporation of India (GIC) and its four subsidiaries were set up. This was done with the enactment of \_\_\_\_\_

- A. General Insurance Business Nationalization act
- B. Insurance Business Nationalization act
- C. Both options A & B
- D. None of the above

Options :

2886071345. 1

2886071346. 2

2886071347. 3

2886071348. 4

Question Number : 38 Question Id : 288607338 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Under the recommendations of Dr. Nachiket Mor committee, a step for the financial inclusion was taken in the country. As per the recommendations, RBI set up the guidelines for the new categories of banks i.e. Payment Banks and Small Finance Banks and issued licenses to some Payment Banks and Small Finance Banks. These banks are called as-

- A. Differentiated Banks
- B. Unscheduled Banks
- C. Specialized Banks
- D. Non-scheduled Banks

Options :

2886071349. 1

2886071350. 2

2886071351. 3

2886071352. 4

Question Number : 39 Question Id : 288607339 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Many predict that the marketers who begin to deploy AI will see outsized benefits, in fact so great that inbound marketing without some type of AI won't make economic sense. AI can already produce results at all stages of the buyer journey:

- i. Natural Language Processing (NLP) and Natural Language Generation (NLG) used in AI can automate and accelerate content creation and scaling
- ii. AI systems can personalize and test landing pages, improving conversions at scale; it also has the power to remove forms altogether
- iii. AI excels at extracting insights from data that humans miss, which delivers new lead opportunities
- iv. AI-powered tools can improve customer experiences by giving buyers more of what they want

Choose the correct option

- A. only iii, iv & i
- B. only ii, iii & i
- C. only i & ii
- D. i, ii, iii, iv

Options :

2886071353. 1

2886071354. 2

2886071355. 3

2886071356. 4

Question Number : 40 Question Id : 288607340 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

The type of bank that participates in many kinds of banking activities and is a commercial bank and an investment bank, as well as providing other financial services such as insurance. These are also called full-service financial firms. Which of the following option is suitable for above description?

- A. Differentiated Banks
- B. Unscheduled Banks
- C. Specialized Banks
- D. Private Universal Banks

Options :

2886071357. 1

2886071358. 2

2886071359. 3

2886071360. 4

Question Number : 41 Question Id : 288607341 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

The development of digital media and the rise of Web 2.0 (i.e. the social web) technology saw a further evolution in marketing away from a hierarchical one-sided mass communication model. Web 2.0 used more participatory technologies, (e.g. social channels and online communities), rather than just information or transactional channels. What is the focus of this social web?

- A. Marketer
- B. User
- C. System
- D. Web Platform

Options :

2886071361. 1

2886071362. 2

2886071363. 3

2886071364. 4

Question Number : 42 Question Id : 288607342 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

\_\_\_\_\_ is a form of digital marketing that describes the use of the social web and social media (e.g. social networks, online communities, blogs or wikis) or any online collaborative technology for marketing activities, be it sales, public relations, research, distribution or customer service.

- A. Pay per click
- B. Digital asset optimization
- C. Social media marketing
- D. Search engine optimization

Options :

2886071365. 1

2886071366. 2

2886071367. 3

2886071368. 4

Question Number : 43 Question Id : 288607343 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

This operates algorithmically or using a mixture of algorithmic and human input to collect, index, store and retrieve information on the web (e.g. web pages, images, information and other types of files). It makes the information available to users in a manageable and meaningful way in response to a search query. This is referred to as:

- A. Banner Ads
- B. Pop up ads
- C. Search engine
- D. Apps

Options :

2886071369. 1

2886071370. 2

2886071371. 3

2886071372. 4

Question Number : 44 Question Id : 288607344 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Match the following

|                        |   |
|------------------------|---|
| P. Viral Marketing     | 1. Earning commission for marketing another person's or company's products  |
| Q. SEO                 | 2. Consumers are encouraged to share information about a company's goods or services via the Internet.                                |
| R. Conversion          | 3. Through amplification additional back links can be generated as new influencer sites link back to content assets on the brand site |
| S. Affiliate Marketing | 4. Payment is by results (e.g. 10% of sales goes to referring website)  |

Choose the correct combination

- A. P-2, Q-3, R-4, S-1
- B. P-2, Q-3, R-1, S-2
- C. P-1, Q-3, R-3, S-1
- D. P-4, Q-2, R-1, S-3

Options :

2886071373. 1

2886071374. 2

2886071375. 3

2886071376. 4

Question Number : 45 Question Id : 288607345 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

The following are percentages of fat found in 5 samples of each of two brands of baby food:

A: 5.7, 4.5, 6.2, 6.3, 7.3 B: 6.3, 5.7, 5.9, 6.4, 5.1. Which of the following procedures is

appropriate to test the hypothesis of equal average fat content in the two types of ice cream?

- A. Sign Test
- B. Two sample T-test with 8 d. f
- C. Paired T-test with 5 d. f
- D. Paired T-test with 4 d. f

Options :

2886071377. 1

2886071378. 2

2886071379. 3

2886071380. 4

Question Number : 46 Question Id : 288607346 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Assume that the difference between the observed, paired sample values is defined in the same manner and that the specified significance level is the same for both hypothesis tests. Using the same data, the statement that “a paired/dependent two sample t-test is equivalent to a one sample t-test on the paired differences, resulting in the same test statistic, same p-value, and same conclusion” is:

- A. Always true
- B. Never true
- C. Sometimes true
- D. Not enough information

Options :

2886071381. 1

2886071382. 2

2886071383. 3

2886071384. 4

Question Number : 47 Question Id : 288607347 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

A type of planning that presents learners with an opportunity to discover relationships and patterns that cut across subject matter is called:

- A. Disciplinary planning
- B. Vertical planning
- C. Thematic planning
- D. Unit planning

Options :

2886071385. 1

2886071386. 2

2886071387. 3

2886071388. 4

Question Number : 48 Question Id : 288607348 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

A random sample of 20 observations produced a sample mean of  $\bar{x} = 92.4$  and  $s = 25.8$ . What is the value of the standard error of  $\bar{x}$ ?

- A. 4.6
- B. 15.9
- C. 1.3
- D. 5.8

Options :

2886071389. 1

2886071390. 2

2886071391. 3

2886071392. 4

Question Number : 49 Question Id : 288607349 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

A sociologist focusing on popular culture and media believes that the average number of hours per week (hrs/week) spent using social media is greater for women than for men. Examining two independent simple random samples of 100 individuals each, the researcher calculates sample standard deviations of 2.3 hrs/week and 2.5 hrs/week for women and men respectively. If the average number of hrs/week spent using social media for the sample of women is 1 hour greater than that for the sample of men, what conclusion can be made from a hypothesis test where:

$\{H_0: \mu_W - \mu_M = 0, H_1: \mu_W - \mu_M > 0\}$

- A. The observed difference in average number of hrs/week spent using social media is not significant
- B. The observed difference in average number of hrs/week spent using social media is significant
- C. A conclusion is not possible without knowing the average number of hrs/week spent using social media in each sample
- D. A conclusion is not possible without knowing the population sizes

Options :

2886071393. 1

2886071394. 2

2886071395. 3

2886071396. 4

Question Number : 50 Question Id : 288607350 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Perform a one-sample t-test using the following statistics:

$n = 5$        $\bar{x} = 3.871$        $s = 0.679$

The null hypothesis is  $\mu = 5.0$  is

- A. Accepted at the 5% level; accepted at the 1% level
- B. Accepted at the 5% level; rejected at the 1% level
- C. Rejected at the 5% level; accepted at the 1% level
- D. Rejected at the 5% level; rejected at the 1% level

Options :

2886071397. 1

2886071398. 2

2886071399. 3

2886071400. 4

Question Number : 51 Question Id : 288607351 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Job availability, wages, prices or availability of goods and services, and amount of capital investment funding available to minorities for business are best example of-

- A. Price discrimination is a selling strategy that charges customers different prices for the same product or service based on what the seller thinks they can get the customer to agree to
- B. Economic discrimination based on economic factors within the area of commerce
- C. Society discrimination is defined as sustained inequality between individuals
- D. Job discrimination is when an employee is treated badly by a supervisor or boss for something they cannot control

Options :

2886071401. 1

2886071402. 2

2886071403. 3

2886071404. 4

Question Number : 52 Question Id : 288607352 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

For discussion in classes or in examination, a convergent question requires:

- A. No interpretation
- B. Only recall
- C. One right answer
- D. The use of different data sources that point to the same answer

Options :

2886071405. 1

2886071406. 2

2886071407. 3

2886071408. 4

Question Number : 53 Question Id : 288607353 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0



Integrated reporting doesn't only mean merging financial and sustainability reports into one report. Its true meaning is to link sustainability strategy to business strategy and help the company and its stakeholders identify the non-financial priority areas. An integrated report that illustrates the financial and non-financial performance of a company is beneficial as it can help:

- i. Demonstrate that the company is serious about incorporating sustainability into its core business
- ii. Increase brand value and customer loyalty
- iii. Identify cost savings by analyzing financial and non-financial metrics together
- iv. Increase internal collaboration between different departments and create a more streamlined organization

Choose the correct alternative:

- A. Only ii and i
- B. i, ii, iii, iv
- C. Only iii and iv
- D. only ii, iii, iv

Options :

2886071409. 1

2886071410. 2

2886071411. 3

2886071412. 4

Question Number : 54 Question Id : 288607354 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Considering the current state of financial and sustainability reporting, it is said that integrated reporting framework is built on the concept of capital stewardship. Harvard Business School paper, 'The landscape of Integrated Reporting' defines capital stewardship as "the preservation and enlargement of multiple forms of capital, all of which contribute to long-term value creation by the firm." Various forms of capital would include...

- i. Intellectual capital (patents, software etc.) would include reporting issues such as expenditures on sustainability-related R&D, monitoring of sustainability related targets etc.
- ii. Natural capital (clean air, land, water, forests, biodiversity etc) would involve reporting issues related to company's understanding of scarcity of these natural resources, climate change strategy, carbon emission, water consumption and recycling etc.
- iii. Financial capital (funds owned or borrowed) would consist of reporting issues like financial risks and liabilities associated with government regulations, stock markets etc.
- iv. Organizational capital (systems and processes that enable smooth operations) would comprise of reporting issues such as existence and performance of occupational health and safety systems, compliance with established norms and code of operation etc.
- v. Social capital (employees, community, customers) would include reporting issues related to employee well-being such as, adoption and enforcement of human and labour rights, community engagement programs etc.

Choose the correct combination:

- A. ii. iii. iv.
- B. i, ii, iii
- C. i, ii, iii, iv, v
- D. iii, iv, v

Options :

2886071413. 1

2886071414. 2

2886071415. 3

2886071416. 4

Question Number : 55 Question Id : 288607355 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Integrated reporting has many challenges associated with it, especially considering the fact that very few companies across the world have actually adopted sustainability reporting. GRI, an internationally accepted standard on sustainability reporting had less than 450 registered sustainability reports from companies across the world in 2010. Collating sustainability and financial reporting has challenges like:

- i. The biggest challenge facing integrated reporting is the question of providing assurance for the reported data
- ii. Currently there is no internationally accepted standard/framework for integrated reporting
- iii. Financial reporting is much more mature and comparatively easier to capture
- iv. Data sources for sustainability reporting are diverse, inconsistent and systems for consolidation and reporting are less automated

Choose the correct alternative:

- A. Only i and ii
- B. i, ii, iii, iv
- C. only ii and iv
- D. only iii, ii, iv

Options :

2886071417. 1

2886071418. 2

2886071419. 3

2886071420. 4

Question Number : 56 Question Id : 288607356 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Research findings suggest that one of the ways effective teachers can increase learning time and more importantly, student engagement during learning is which of the following?

- A. Maintain a quiet classroom where students can concentrate and work undisturbed
- B. Provide tangible rewards for work well done
- C. Ensure that assignments are interesting, worthwhile and easy enough to be completed by each learner
- D. Demonstrate a commitment to group discussion and cooperative learning

Options :

2886071421. 1

2886071422. 2

2886071423. 3

2886071424. 4

Question Number : 57 Question Id : 288607357 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

To draw information from the wide range of data available on the various activities of the customers, the banks use the method of machine learning. Still it becomes tough to point out new need when it occurs, thus in such a case the banks have enabled a method which informs the bank that a new need from customer has occurred. Such a system is known as?

- A. Event trigger
- B. Need analyzer
- C. Need finder
- D. Solution binder

Options :

2886071425. 1

2886071426. 2

2886071427. 3

2886071428. 4

Question Number : 58 Question Id : 288607358 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

XY Corp is centering on the objective of low-cost, high quality, on-time production by curtailing idle productive facilities and workers. The company is taking advantage of a system known as:

- A. Just in Time
- B. Last In, First Out
- C. First In, First Out
- D. Highly Mechanized

Options :

2886071429. 1

2886071430. 2

2886071431. 3

2886071432. 4

Question Number : 59 Question Id : 288607359 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Assertion: (A) Organizational change is the system through which organizations move from their current state to a preferred future state in order to increase their efficiency.

Reason: (R) Organizational change is all about the process of upgrading the strategies and tactics, procedures, processes, innovations and cultural identity of an organization and the effects on the organization of such changes.

- A. Both (A) and (R) are true and (R) is the correct explanation of (A).
- B. Both (A) and (R) are true but (R) is the incorrect explanation of (A).
- C. (A) is false but (R) is true
- D. (A) is true but (R) is false

Options :

2886071433. 1

2886071434. 2

2886071435. 3

2886071436. 4

Question Number : 60 Question Id : 288607360 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Aside from the HR Manager, who can be involved in Health and Safety in the organization?

- A. Employees
- B. Line managers
- C. Top-level management
- D. All of the above

Options :

2886071437. 1

2886071438. 2

2886071439. 3

2886071440. 4

Question Number : 61 Question Id : 288607361 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Assertion: An engaged employee will align his goals along with organizational goals and work hard to attain them.

Reason: The psychological contract is the expectations of the employee from the organization.

- A. Both (A) and (R) are true and (R) is the correct explanation of (A).
- B. Both (A) and (R) are true but (R) is the incorrect explanation of (A).
- C. (A) is false but (R) is true
- D. (A) is true but (R) is false

Options :

2886071441. 1

2886071442. 2

2886071443. 3

2886071444. 4

Question Number : 62 Question Id : 288607362 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Data analytics plays a vital role in customer and credit management. In today's era, it is tough to think banking without the use of data analytics. The data analytics tools now a days are used for all the below functions except:

- A. Improved Customer Relations
- B. Internal Controls and Risk Management
- C. Customer Appeasement
- D. Help Small Business

Options :

2886071445. 1

2886071446. 2

2886071447. 3

2886071448. 4

Question Number : 63 Question Id : 288607363 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

While there are various avenues where machine learning is helping the banking system, but from the below given areas of banking the machine learning is most affective in:

- A. Fraud Detection
- B. Real time and Predictive Analytics
- C. Recommendations Engines
- D. A, B, & C

Options :

2886071449. 1

2886071450. 2

2886071451. 3

2886071452. 4

Question Number : 64 Question Id : 288607364 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

RBI has issued a cyber security policy for the banks in the year 2016, which states that :

- A. Bank has to form CSP (Cyber safety policy)
- B. CCMP (Cyber Crisis Modification plan) should be involved
- C. RBI to do Cyber Audits
- D. Both (a) and (b)

Options :

2886071453. 1

2886071454. 2

2886071455. 3

2886071456. 4

Question Number : 65 Question Id : 288607365 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Which of the following is NOT a situation in which an employer can make an employee redundant?

- A. The business ceases to continue
- B. A particular factory of the business is closed down due to downsizing
- C. An employer buys a new machine that renders an employee unneeded
- D. Employee is doing his job at too slow a pace

Options :

2886071457. 1

2886071458. 2

2886071459. 3

2886071460. 4

Question Number : 66 Question Id : 288607366 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Pragya is developing her personal budget. She intends to save 10% of her income, use 38% of her income for housing and utilities, spend 14% on food, devote 20% to transportation, and set aside the rest for clothing, recreation, and entertainment. She earns Rs. 958 per pay period. How much money does she plan to spend on clothing, recreation, and entertainment each pay period?

- A. Rs. 306.56
- B. Rs. 134.12
- C. Rs. 288.34
- D. Rs. 172.44

Options :

2886071461. 1

2886071462. 2

2886071463. 3

2886071464. 4

Question Number : 67 Question Id : 288607367 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Narendra invested Rs. 3,000 in the stock market. With the stock market's average yearly gain of 10 percent, his original Rs. 3,000 grew to Rs. 3300 after one year. In two years' time, his Rs. 3,000 became Rs. 3,630. The year after that, his original investment had become Rs. 3,990.

Narendra's investment grew as a result of:

- A. Globalization
- B. Opportunity cost
- C. Banking services
- D. Compounding

Options :

2886071465. 1

2886071466. 2

2886071467. 3

2886071468. 4

Question Number : 68 Question Id : 288607368 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Hypothesis is often described as a hunch or a guess; it is actually much more specific. A hypothesis can be defined as an educated guess about the relationship between two or more variables. For example, a researcher might be interested in the relationship between study habits and test anxiety. The researcher would propose a hypothesis about how these two variables are related, such as test anxiety decreases as a result of effective study habits. In order to form a hypothesis, you should take these steps:

- i. Start by collecting as many observations about something as you can
- ii. Evaluate these observations and look for possible causes of the problem
- iii. Create a list of possible explanations that you might want to explore
- iv. It is important to think of ways that you could confirm or disprove each hypothesis through experimentation

- A. ii, iii,iv
- B. i, ii, iii,iv
- C. i, ii, iii,
- D. i, iii, iv

Options :

2886071469. 1

2886071470. 2

2886071471. 3

2886071472. 4

Question Number : 69 Question Id : 288607369 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Which of the following best explains why an employee behaves as he does?

- A. The environment is the most important consideration in understanding individual employee behaviour
- B. Both, the environment and the individual differences are important considerations in understanding individual employee behaviour
- C. Employee personality and attitudes are primarily dictated by the environment
- D. None of the above is a correct statement

Options :

2886071473. 1

2886071474. 2

2886071475. 3

2886071476. 4

Question Number : 70 Question Id : 288607370 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Hypotheses are of different types and kinds and it is not easy to develop a good hypothesis. But a question arises as to what is its utility in research. There are not one but many advantages of hypothesis in research. These are:

- i. It becomes easy to decide as to what type of data is to be collected and what type of data is simply to be ignored
- ii. It makes clear as what is to be accepted, proved or disproved and that what is the main focus of study.
- iii. It helps the investigator in knowing the direction in which he is to move. Without hypothesis it will be just duping in the dark and not moving in the right direction
- iv. A clear idea about hypothesis means saving of time money and energy which otherwise will be wasted, thereby botheration of trial and error will be saved

- A. only ii, iii
- B. i, ii, iii, iv
- C. only iii, iv
- D. only ii, iii, iv

Options :

2886071477. 1

2886071478. 2

2886071479. 3

2886071480. 4

Question Number : 71 Question Id : 288607371 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0



The government has recently notified rules on microdot identifiers. What purpose is this used for?

- A. Vehicle ID
- B. Surveillance
- C. Navigation
- D. E-Banking

Options :

2886071481. 1

2886071482. 2

2886071483. 3

2886071484. 4

Question Number : 72 Question Id : 288607372 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

Generally, in research and teaching, case studies have been seen as a precursor to legitimate scientific research or as a way of studying extremely rare, "one shot" phenomena. An alternative view, however, suggests that cases can describe real-world contextual problems that are probably too complex and unique to approach experimentally. Rationales for incorporating real-world situations in pre service and novice teacher education vary, but generally incorporate the following:

- i. Teacher education research has consistently acknowledged that classroom events are contingent on a host of interrelated contributory factors that are mutually influential, to a greater or lesser extent, in producing teacher and student performance
- ii. There is a pivotal need to ensure that pre service and novice teachers are able to apply what they have learned from research on teaching and learning to complex classroom situations, thereby narrowing the research-to-practice gap
- iii. The characteristically complex nature of the case study reflects situations and vectors of influence likely to be found in the real-world setting of the classroom
- iv. The complexity of classroom interactions quickly, in many instances, erodes firm boundaries of all-or-nothing thinking, and teachers are compelled to use highly developed skills and behaviors for effective teaching and classroom management

- A. ii, iii
- B. ii, iv
- C. i, ii, iii, iv
- D. iii, iv

Options :

2886071485. 1

2886071486. 2

2886071487. 3

2886071488. 4

Question Number : 73 Question Id : 288607373 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

Teachers are compelled to use many available sources of information and skill sets to judge any given teaching and learning situation, all contextually nested in the common teaching and learning relationships of the classroom. Cases use multiple sources of evidence to describe the phenomenon under investigation and to unpack complex activities into more manageable subsets. The use of cases, therefore, might be summarized as follows. Characteristically:

- i. The non-linear, complex realities of professional classroom practice are quite different from the cause-effect linear relationships of experimental research. Case-based instruction emphasizes context-dependent practical problem solving
- ii. Case teaching emphasizes the centrality of professional decisions and actions and their variance according to distinctive case situations
- iii. To survive the contextual unpredictability of the classroom, teachers use practical knowledge to cue professional decisions and actions for appropriate problem-solving
- iv. The unique situational circumstances of teaching reflect the rich, contextual qualities of teaching, as do cases

- A. i, ii, iii, iv
- B. ii, iv
- C. iii, iv
- D. ii, iii

Options :

2886071489. 1

2886071490. 2

2886071491. 3

2886071492. 4

Question Number : 74 Question Id : 288607374 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Given the versatility of case-based instruction, there are many teaching configurations that instructors might employ. However, the sequence of preparation and analysis usually occurs as follows. Mark the right sequence:

- i. Are completely familiar with the facts and content of the case
- ii. Have reflected on and identified obvious or potential problems within the case
- iii. Have studied ways of matching the course content to each obvious or potential problem case problem
- iv. Have reflected on potential solutions or plans of action

- A. ii, iii, i, iv
- B. i, ii, iii, iv
- C. i, iv, ii, iii
- D. i, iii, ii, iv

Options :

2886071493. 1

2886071494. 2

2886071495. 3

2886071496. 4

Question Number : 75 Question Id : 288607375 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

The complex problems could be used in teaching. These complex problems are rooted in cooperative group problem solving, which is characterized by the following traits:

- i. Positive interdependence among group members
- ii. Individual accountability
- iii. Monitoring of interpersonal skills
- iv. Frequent processing of group interactions and functioning

Choose the correct alternative:

- A. ii, iv
- B. iii, iv
- C. i, ii, iii, iv
- D. ii, iii

Options :

2886071497. 1

2886071498. 2

2886071499. 3

2886071500. 4

Question Number : 76 Question Id : 288607376 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

The indigenous literature of India consists of in-depth knowledge for drawing lessons for management. However, only a few researchers from our country explore these areas and develop theories and frameworks. This problem is majorly because \_\_\_\_\_ and solution can be initiated through \_\_\_\_\_. Choose the most appropriate option.

- A. Globalization, Exceptionalism
- B. Government policies, Protests
- C. Cognitive Dominance, Mind liberation
- D. Mind Domination, Cognitive Blinding

Options :

2886071501. 1

2886071502. 2

2886071503. 3

2886071504. 4

Question Number : 77 Question Id : 288607377 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Which of the following is (are) most likely to be categorized under colonization of mind for an Indian researcher?

- i. Teaching concepts in classes, even if not relevant in Indian context
- ii. Conducting research on Indian population with scales and questionnaire developed in West
- iii. Developing indigenous theories and models using grounded theory approach
- iv. Creating theories with synthesis of Western concepts and indigenous ideas

Choose the correct alternative:

- A. Only i and iii
- B. Only ii and iii
- C. i and ii but not iii and iv
- D. ii and iv but not i and iii

Options :

2886071505. 1

2886071506. 2

2886071507. 3

2886071508. 4

Question Number : 78 Question Id : 288607378 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Which of these can be considered as an example of anti-benchmarking (as discussed in module on creative thinking techniques)?

- i. Arrival of best to lead the rest as compared to survival of fittest
- ii. Basket of needs as compared to hierarchy of needs
- iii. Considering work as load instead of 'yog'.

Choose correct alternative:

- A. Only i and iii
- B. Only i and ii
- C. Only ii and iii
- D. None of these

Options :

2886071509. 1

2886071510. 2

2886071511. 3

2886071512. 4

Question Number : 79 Question Id : 288607379 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

As discussed in the module of Management insights from Indian scriptures, that even after strong determination of following the path of Self Realization, the learned person should follow the guidelines of scriptures, otherwise there is possibility of downfall. Which of the following is most appropriate learning that can be drawn from this idea?

- i. A teacher should not waste time in acquiring knowledge and skills, rather focus on teaching effectively
- ii. A teacher should spent time in revising and brushing concepts from time to time even he/she is well versed with it
- iii. A teacher should question the ideas mentioned in scriptures by becoming successful through violating every norm mentioned in the scripture
- iv. Scriptures have no relevance in developing capacities of people and thus it leads to downfall

Choose the most appropriate option:

- A. Only i and ii
- B. i is true, ii and iii are partially true and iv is false
- C. iv is definitely not true, i and iii also do not reflect the meaning
- D. ii is not true, however i and iii make sense.

Options :

2886071513. 1

2886071514. 2

2886071515. 3

2886071516. 4

Question Number : 80 Question Id : 288607380 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Meaning of one Sanskrit saying goes like – “After knowing about the virtuous acts and vice acts through the scriptures, one should shun the vice acts, and should adopt the virtuous acts.” This idea highlights the importance of moving from theoretical orientation to practical orientation. Which of the following is most appropriate for a management teacher in this regard?

- A. Management teacher should avoid discussing theories in classes
- B. The teacher should upgrade knowledge and share the same with students through case studies and simulations
- C. Management teacher should take sabbatical and conduct research for 2-3 years and then teach in classes only through case studies
- D. There is no concern for management teacher as it is highly practice oriented

Options :

2886071517. 1

2886071518. 2

2886071519. 3

2886071520. 4

Question Number : 81 Question Id : 288607381 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

The ancient wisdom of our country suggests that reading only one scripture, one should not decide upon an action (or about the truth) at the same time just after pondering over many scriptures, one should not be attached to egoism and fanaticism. Rather, one should continue to thoroughly read and analyze multiple scriptures.

This ancient wisdom has lot to offer insights for researchers and teachers in contemporary world. Which of the following are suitable insights that can derived from above statements?

- i. A teacher is learner for life
- ii. A teacher should avoid specializing and develop expertise in maximum possible domains
- iii. The teacher need not study in such depth, but should include a large number of reference books in syllabus so that students follow the above approach
- iv. Such approaches are only good for theory, today's digital era do not require individual to gain this level of knowledge as online education is sufficient to deliver results

Choose the correct alternative

- A. Only i and iv
- B. only i seems appropriate
- C. i and ii are partially correct and iii is best possible strategy
- D. iii and iv are most appropriate

Options :

2886071521. 1

2886071522. 2

2886071523. 3

2886071524. 4

Question Number : 82 Question Id : 288607382 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Through the introduction of courses like self-management, spirituality in business, ethos in management etc., solution to which of the major problem of management education was attempted?

- i. No such initiative is visible in the management research and teaching
- ii. Management education was doing already well and these courses weren't needed
- iii. The students did not get time to reflect on real purpose of their life and used to ignore the social responsibility
- iv. A potential manager had little training on managing self, emotions, and on ensuring healthy lifestyle for long term success.

Choose the most suitable alternative:

- A. i and iii appear reasonable
- B. Only ii is reasonable
- C. iii and iv are most appropriate
- D. ii and iii are most appropriate

Options :

2886071525. 1

2886071526. 2

2886071527. 3

2886071528. 4

Question Number : 83 Question Id : 288607383 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

In ancient sayings and from experiences of elders one get an idea that “Speak truth, speak in a pleasant manner, do not speak a truth, which is not pleasant, and do not also speak which is pleasant to hear but is not truth.” This lesson holds true for communication, at the same time which of following inherent lessons can be drawn for research output?

- i. The research output should be communicated in proper language at proper forum
- ii. The research output that has potential to harm society should be communicated after taking utmost care to moderate the unintended outcomes
- iii. The researcher has no such responsibility of communicating research findings

Choose the suitable alternative:

- A. Only iii is correct
- B. Only ii is correct
- C. Both i and ii are correct
- D. Both i and iii are correct

Options :

2886071529. 1

2886071530. 2

2886071531. 3

2886071532. 4

Question Number : 84 Question Id : 288607384 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

As discussed in one of the modules on communication, ancient wisdom from Bharat suggest that “Either do not go to a meeting, or if you decide to go, speak what is appropriate. A person commits sin by not speaking at all or by speaking too much.” Which of the following can be linked to the idea mentioned in above statement?

- i. The teacher gets opportunity to create positive impact in life of a student through effective communication in classroom / interaction with the students
- ii. The teacher can contribute to betterment of student through effectively communicating their needs during Board of Studies, Annual Review Meetings, Accreditations etc.
- iii. For teaching only quality of content matters, not the communication
- iv. For teaching only communication matters, not the content

Choose the correct alternative:

- A. Only iii is correct
- B. Only iv is correct
- C. Only i and ii are reasonable
- D. Only ii and iv are reasonable

Options :

2886071533. 1

2886071534. 2

2886071535. 3

2886071536. 4

Question Number : 85 Question Id : 288607385 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

In the era of round the clock access to unlimited data, the students today sit on huge loads of information. Studies have shown that large numbers of students are unable to decipher fake news. In this regard, the role of teacher becomes more important. Which of the following strategies are likely to address this problem:

- i. Organizing special sessions on digital literacy
- ii. Integrating current affairs with topics discussed in classes
- iii. No such challenge exists because students are mature enough
- iv. No such challenge exists because it does not impact teaching

Choose the correct alternative:

- A. i is suitable, however ii is definitely not a good approach
- B. i and ii
- C. Only ii is suitable
- D. iii and iv

Options :

2886071537. 1

2886071538. 2

2886071539. 3

2886071540. 4

Question Number : 86 Question Id : 288607386 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

There is a growing concern about the students that their alignment with values, ethics and social responsibility needs to be reinforced. As a result their family, society and nation face many challenges. The academic institutions have attempted to address this problem by introducing various courses on values and ethics. Which of the following could be next step to address this issue:

- i. Introduce more courses on values and ethics
- ii. Integrate values and ethics with subject disciplines
- iii. Including inspiration stories, biographies, case studies from corporate to highlight positive cases
- iv. Nothing significant can be achieved and therefore discard all such initiatives

Choose the correct alternative:

- A. i and iii are most appropriate and definitely ii is not a good option.
- B. ii and iii are most appropriate
- C. Only iii is appropriate
- D. Only iv is appropriate

Options :

2886071541. 1

2886071542. 2



2886071543. 3

2886071544. 4

Question Number : 87 Question Id : 288607387 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

The post-colonial studies critique the colonial intervention for the destruction for indigenous knowledge traditions. Later, academic imperialism took over and indigenous theories and frameworks were superseded by so called “global” theories. Which of the following options is most appropriate:

- A. The young researchers have golden opportunity to address this gap and develop indigenous theories
- B. The Western theories will become irrelevant on their own and thus researchers need not worry
- C. Do nothing and keep following the path as its very difficult to challenge western universalism
- D. Academic research is so sacrosanct that there can't be any such deviation

Options :

2886071545. 1

2886071546. 2

2886071547. 3

2886071548. 4

Question Number : 88 Question Id : 288607388 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

The current socio-political and economic environment is generally termed as VUCA coined by Bob Johansen. In one of the videos of the module, Prof. Harsh Purohit added two more dimensions to the concept and made it VUCA-NW. Here NW stands for \_\_\_\_\_ and \_\_\_\_\_ and it was linked it to concept of \_\_\_\_\_?

- A. Neutrality, Wisdomlessness, Kaliyug
- B. Nature Apathy, Wisdomlessness, Kaliyug
- C. Neutrality, Wisdom, Satyug
- D. Nature Apathy, Wisdom, Kaliyug

Options :

2886071549. 1

2886071550. 2

2886071551. 3

2886071552. 4

Question Number : 89 Question Id : 288607389 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Which of the following statements about leadership is (are) false?

- A. Leadership does not necessarily take place within a hierarchical structure of an organization
- B. When people operate as leaders their role is always clearly established and defined
- C. Not every leader is a manager
- D. Both A and C

Options :

2886071553. 1

2886071554. 2

2886071555. 3

2886071556. 4

Question Number : 90 Question Id : 288607390 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

CBCS might lead to increase in the workload of teachers' as they may end up in preparing different assessments and evaluating them, so \_\_\_\_\_ assisted systems can be good help in this pursuit and it will also enhance \_\_\_\_\_.

- A. Clerk, Quality of Evaluation
- B. Artificial Intelligence, Quality of Evaluation
- C. Clerk, workload of teachers
- D. Artificial Intelligence, workload of teachers

Options :

2886071557. 1

2886071558. 2

2886071559. 3

2886071560. 4

Question Number : 91 Question Id : 288607391 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Which of the following activities can help the institution in enhancing quality of education ultimately leading to good score in accreditation and rankings like NAAC/NBA?

- i. Not wasting time in maintaining detailed records of student progression
- ii. Promoting research environment amongst the scholars and faculty members
- iii. Continuous improvement in Teaching Learning and Evaluation
- iv. Faculty members cannot play any role as it is more of administrative activity

Choose the correct alternative

- A. i and iii are not true, ii and iv are partially true
- B. ii and iv are not true, i and iii are partially true
- C. i and iv are not true, ii and iii are largely true
- D. i and iv are partially true, ii and iii are not true

Options :

2886071561. 1

2886071562. 2

2886071563. 3

2886071564. 4

Question Number : 92 Question Id : 288607392 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

Which of the following is an important learning from Vedant at work?

- A. Internal Dynamism-Outward poise
- B. Internal and External Dynamism
- C. Internal Poise-Outward Dynamism
- D. Internal and External Poise

Options :

2886071565. 1

2886071566. 2

2886071567. 3

2886071568. 4

Question Number : 93 Question Id : 288607393 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

Connecting with alumni is extremely important for educational institutions. Today, social media can play very significant role in establishing this connect. However, the faculty members need to proceed very carefully. Which of the following approaches can a faculty member adopt to establish good connect between institution and alumni?

- i. Share views on social media portal freely, as it is personal space and does not impact professional relationships
- ii. Share views on social media after thoughtful consideration as students and alumni form opinion based on social media behavior of the faculty member
- iii. If teacher has a good reputation on online world and adds value even to ex-students, they would be happy to connect and contribute to institution
- iv. Faculty member cannot play significant role in alumni connect as it is more of an administrative function

Choose the most appropriate alternative

- A. i, ii, iv are correct
- B. ii and iii are correct
- C. i and iii are not correct
- D. iii and iv are correct and ii is not correct

Options :

2886071569. 1

2886071570. 2

2886071571. 3

2886071572. 4

Question Number : 94 Question Id : 288607394 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

The accreditation and rankings are not needed for the institutions which are contributing relentlessly for quality education. They should not put efforts for going for NAAC / NBA or other accreditations. With respect to the above statement, choose the suitable alternative:

- A. No, accreditations are mandatory even if redundant for quality education
- B. Yes, institutions should not waste time and energy for accreditation
- C. Yes, institutions should approach government to avoid channeling energy and resources in accreditations.
- D. No, accreditations help institutions by giving an opportunity for self-reflection and quality improvement

Options :

2886071573. 1

2886071574. 2

2886071575. 3

2886071576. 4

Question Number : 95 Question Id : 288607395 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

Improvement in the quality and quantum of student placement is the sole responsibility of the placement cell members. With respect to the above statement, choose the suitable alternative:

- A. Yes, only placement cell can play role to enhance placement numbers
- B. No, every faculty has an important role to play as it is related to overall educational quality
- C. Yes, dedicated team has all the resources, so other members cannot play any role
- D. No, even placement cell cannot contribute to placements

Options :

2886071577. 1

2886071578. 2

2886071579. 3

2886071580. 4

Question Number : 96 Question Id : 288607396 Question Type : MCQ Option Shuffling : No  
Correct Marks : 1 Wrong Marks : 0

Involving students in socially responsible activities is a good approach to enhance quality of education. Choose the suitable alternative with respect to above statement.

- A. No, there does not appear any need to involve students in socially responsible activities
- B. Yes, the socially responsible behavior is important aspect of the education
- C. Yes, the government and rating agencies also emphasize the role of such activities in quality enhancement
- D. Both B and C

Options :

2886071581. 1

2886071582. 2

2886071583. 3

2886071584. 4

Question Number : 97 Question Id : 288607397 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

E. Sreedharan, famously known as 'The Metro Man of India' has delivered exceptional quality projects in the interest of society. Be it Pamban Railway Bridge or Delhi Metro, the projects under his leadership have been outstanding. In public interviews and discussion he has shared the motivation for the same to be coming from Bharatiya culture. Which is that concept?

- A. Loksangrah (contributing to social development and welfare) from Bhagwad Gita
- B. Vasudhiav Kutumabakkam (whole world is a family) from Upanishad
- C. Ram – Rajya (model of good governance) from Ramayan
- D. He has not shared any such motivation

Options :

2886071585. 1

2886071586. 2

2886071587. 3

2886071588. 4

Question Number : 98 Question Id : 288607398 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

The economic environment is becoming more and more competitive and same is being faced by the banking sector. It is becoming a challenge for many banks to achieve high growth. Facing tough competition from external and internal factors, many times banks fail to meet the performance expectations because of poor understanding of their customer's needs, inability to make the most of their staff and not responding swiftly to new opportunities. In continuation, which of the following is not a major challenge for banks?

- A. Interest income under pressure
- B. Low Importance of other streams of income
- C. Technology advancements
- D. Enhanced customer's expectations

Options :

2886071589. 1

2886071590. 2

2886071591. 3

2886071592. 4

Question Number : 99 Question Id : 288607399 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Marketing concept is a customer orientation, backed by integrated marketing, aimed at generating customer satisfaction as the key to satisfying organizational goals. If applied to Banking sector, which of following is least appropriate?

- A. Know thyself (branch internal environment)
- B. Know to be unique (realize the importance of being different)
- C. Know thy buy (who are our buyers / where do we buy?)
- D. Know thy competitor (who else is taking the market share?)

Options :

2886071593. 1

2886071594. 2

2886071595. 3

2886071596. 4

Question Number : 100 Question Id : 288607400 Question Type : MCQ Option Shuffling : No

Correct Marks : 1 Wrong Marks : 0

Harish wants to sell his one room flat. He tries to contact a large number of potential buyers. Mohan shows interest in his flat. The color of Harish's flat is pink and the interior is very attractive including false ceiling, modular kitchen etc. Mohan seems interested to buy the flat. How Harish should try to convince Mohan to buy the flat? Choose the most appropriate alternative.

- A. Describing all the features in detail to Mohan and leave upto him to decide
- B. He should invite Mohan to see the flat and just describe all the features in details and leave upto Mohan to decide
- C. He should try to give more and more incentive to allure Mohan and recover amount through hidden charges
- D. He should invite Mohan to see the flat and at that time, try to assess Mohan's requirements and describe all facilities and features accordingly

Options :

2886071597. 1

2886071598. 2

2886071599. 3

2886071600.4