

# National Testing Agency

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## Entrepreneurship Management

<b>Group Number :</b>	1
<b>Group Id :</b>	603489242
<b>Group Maximum Duration :</b>	0
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<b>Show Attended Group? :</b>	No
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<b>Break time :</b>	0
<b>Group Marks :</b>	100
<b>Is this Group for Examiner? :</b>	No

## Entrepreneurship Management-1

<b>Section Id :</b>	603489352
<b>Section Number :</b>	1
<b>Section type :</b>	Online
<b>Mandatory or Optional :</b>	Mandatory

<b>Number of Questions :</b>	100
<b>Number of Questions to be attempted :</b>	100
<b>Section Marks :</b>	100
<b>Enable Mark as Answered Mark for Review and Clear Response :</b>	Yes
<b>Sub-Section Number :</b>	1
<b>Sub-Section Id :</b>	603489668
<b>Question Shuffling Allowed :</b>	Yes

**Question Number : 1 Question Id : 60348917182 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Who can be called an entrepreneur ?

1. Someone who invests time and money to start a business
2. Someone who is a billionaire
3. Someone who takes a risk to make a profit
4. Both Someone who invests time and money to start a business and is willing to take risk to make profit

**Options :**

60348964677. 1

60348964678. 2

60348964679. 3

60348964680. 4

**Question Number : 2 Question Id : 60348917183 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Entrepreneurs contribute to society in which of the following ways?

1. They change the community
2. They provide better standard of living
3. They provide job opportunities
4. All of these

**Options :**

60348964681. 1

60348964682. 2

60348964683. 3

60348964684. 4

**Question Number : 3 Question Id : 60348917184 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The process of creating something new is called

1. Innovation
2. Business Model
3. Entrepreneurship
4. Invention

**Options :**

60348964685. 1

60348964686. 2

60348964687. 3

60348964688. 4

**Question Number : 4 Question Id : 60348917185 Question Type : MCQ Option Shuffling : No Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which of these is not a well defined form of entrepreneurship?

1. Small business entrepreneur
2. Large business entrepreneur
3. Intrapreneurship
4. All of these are well-defined forms of entrepreneurship

**Options :**

60348964689. 1

60348964690. 2

60348964691. 3

60348964692. 4

**Question Number : 5 Question Id : 60348917186 Question Type : MCQ Option Shuffling : No Is**

**Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

"Innovation" can be termed as \_\_\_\_\_

1. doing new things or doing things differently
2. coming up with a new idea
3. generating idea
4. none of these

**Options :**

60348964693. 1

60348964694. 2

60348964695. 3

60348964696. 4

**Question Number : 6 Question Id : 60348917187 Question Type : MCQ Option Shuffling : No Is**

**Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

This is not a characteristic of an entrepreneur.

1. He is a self-starter
2. He is self-motivated
3. He is venturesome
4. He takes incalculable risks

**Options :**

60348964697. 1

60348964698. 2

60348964699. 3

60348964700. 4

**Question Number : 7 Question Id : 60348917188 Question Type : MCQ Option Shuffling : No Is**

**Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

An entrepreneur scans the external environment looking for \_\_\_\_\_

1. Political developments
2. Technological breakthroughs
3. Business opportunities
4. Cultural shifts

**Options :**

60348964701. 1

60348964702. 2

60348964703. 3

60348964704. 4

**Question Number : 8 Question Id : 60348917189 Question Type : MCQ Option Shuffling : No Is**

**Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

This is not a demographic variable.

1. Population density
2. Social class
3. Family composition
4. Educational attainment

**Options :**

60348964705. 1

60348964706. 2

60348964707. 3

60348964708. 4

**Question Number : 9 Question Id : 60348917190 Question Type : MCQ Option Shuffling : No Is**

**Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

An entrepreneur who faces industrial relations problems, needs to know \_\_\_\_\_

1. Company laws
2. Labour laws
3. Consumer protection laws
4. Criminal laws

**Options :**

60348964709. 1

60348964710. 2

60348964711. 3

60348964712. 4

**Question Number : 10 Question Id : 60348917191 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

How can the term "glocal" be best described as?

1. Global concept, local flavour
2. Local concept, global appeal
3. Global concept and flavour
4. Made abroad, sold locally

**Options :**

60348964713. 1

60348964714. 2

60348964715. 3

60348964716. 4

**Question Number : 11 Question Id : 60348917192 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Micro-environmental factors do not include \_\_\_\_\_.

1. Internal environment of firm
2. Socio-cultural factors
3. Suppliers
4. Customers

**Options :**

60348964717. 1

60348964718. 2

60348964719. 3

60348964720. 4

**Question Number : 12 Question Id : 60348917193 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

This is not a candidate for Internal Analysis.

1. Competition Analysis
2. Customer satisfaction levels
3. Innovativeness
4. Effectiveness of distribution

**Options :**

60348964721. 1

60348964722. 2

60348964723. 3

60348964724. 4

**Question Number : 13 Question Id : 60348917194 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which of these opportunities should a firm aggressively pursue?

1. Opportunities that are high in attractiveness and with a low success probability
2. Opportunities that are low in attractiveness and with a high success probability
3. Opportunities that are high in attractiveness and with high success probability
4. Opportunities that are low in attractiveness with low chance of success

**Options :**

60348964725. 1

60348964726. 2

60348964727. 3

60348964728. 4

**Question Number : 14 Question Id : 60348917195 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

For which of these opportunities, "Ignore for the time being" is the right strategy?

1. Opportunities that are high in attractiveness and with a low success probability
2. Opportunities that are low in attractiveness with low chance of success
3. Opportunities that are low in attractiveness and with a high success probability
4. Opportunities that are high in attractiveness and with high success probability

**Options :**

60348964729. 1

60348964730. 2

60348964731. 3

60348964732. 4

**Question Number : 15 Question Id : 60348917196 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**



The number of cells in an Opportunity Matrix is

1. 9
2. 4
3. 16
4. 20

**Options :**

60348964733. 1

60348964734. 2

60348964735. 3

60348964736. 4

**Question Number : 16 Question Id : 60348917197 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Who proposed the framework of Market Opportunity Analysis?

1. Peter Drucker
2. Theodore Levitt
3. Igor Ansoff
4. Philip Kotler

**Options :**

60348964737. 1

60348964738. 2

60348964739. 3

60348964740. 4

**Question Number : 17 Question Id : 60348917198 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What are the dimensions of the threat matrix ?

1. Source of the threat; level of competition
2. Seriousness of threat; probability of occurrence
3. The damage expected from the threat; level of competition
4. Seriousness of threat; Source of the threat

**Options :**

60348964741. 1

60348964742. 2

60348964743. 3

60348964744. 4

**Question Number : 18 Question Id : 60348917199 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

This cannot be considered as a strength of a firm.

1. Intellectual capital
2. Underutilized capacity
3. Proven Quality Systems
4. Low-cost Manufacturing Facilities

**Options :**

60348964745. 1

60348964746. 2

60348964747. 3

60348964748. 4

**Question Number : 19 Question Id : 60348917200 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

This is not a likely threat for a firm.

1. Actual or possible entry of new players
2. Substitute products
3. Intense competition
4. All of these are likely threats

**Options :**

60348964749. 1

60348964750. 2

60348964751. 3

60348964752. 4

**Question Number : 20 Question Id : 60348917201 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What is meant by an entrepreneur's Strategic Intent?

1. Business Definition
2. Mission
3. Vision
4. All of these

**Options :**

60348964753. 1

60348964754. 2

60348964755. 3

60348964756. 4

**Question Number : 21 Question Id : 60348917202 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The Vision of an entrepreneur means

1. The quality of his eyesight
2. The power of his lenses
3. His cherished dream
4. None of these

**Options :**

60348964757. 1

60348964758. 2

60348964759. 3

60348964760. 4

**Question Number : 22 Question Id : 60348917203 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

One of the following statements is true. Which one?

1. Vision is a plan to achieve the Mission
2. Mission is the plan to achieve the Business Definition
3. Vision is the plan to achieve the Business Definition
4. Mission is the plan to achieve the Vision

**Options :**

60348964761. 1

60348964762. 2

60348964763. 3

60348964764. 4

**Question Number : 23 Question Id : 60348917204 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Who is the author of the classic "Marketing Myopia"?

1. Peter Drucker
2. Theodore Levitt
3. Michael Porter
4. Igor Ansoff

**Options :**

60348964765. 1

60348964766. 2

60348964767. 3

60348964768. 4

**Question Number : 24 Question Id : 60348917205 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The subject of Marketing Myopia refers to

1. Marketing plans for the immediate short term
2. Marketing plans keeping customer needs in mind
3. Marketing plans stressing the firm's product features only
4. Long term marketing plans of the firm

**Options :**

60348964769. 1

60348964770. 2

60348964771. 3

60348964772. 4

**Question Number : 25 Question Id : 60348917206 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The Ansoff Matrix emphasizes

1. SWOT Analysis
2. Growth Strategies
3. Competency Mapping
4. Industry Analysis

**Options :**

60348964773. 1

60348964774. 2

60348964775. 3

60348964776. 4

**Question Number : 26 Question Id : 60348917207 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

One of these strategies involves the least amount of risk. Which one is it?

1. Diversification
2. Market Development
3. Product Development
4. Market Penetration

**Options :**

60348964777. 1

60348964778. 2

60348964779. 3

60348964780. 4

**Question Number : 27 Question Id : 60348917208 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

A firm is seeking out different markets for its existing products. What strategy is it pursuing?

1. Diversification
2. Market Development
3. Product Development
4. Market Penetration

**Options :**

60348964781. 1

60348964782. 2

60348964783. 3

60348964784. 4

**Question Number : 28 Question Id : 60348917209 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

A firm selling a well-known brand of toilet soap launches a liquid soap with the same brand name. What is the strategy it is adopting?

1. Diversification
2. Market Development
3. Product Development
4. Market Penetration

**Options :**

60348964785. 1

60348964786. 2

60348964787. 3

60348964788. 4

**Question Number : 29 Question Id : 60348917210 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which is the most risky among all growth strategies?

1. Diversification
2. Market Development
3. Product Development
4. Market Penetration

**Options :**

60348964789. 1

60348964790. 2

60348964791. 3

60348964792. 4

**Question Number : 30 Question Id : 60348917211 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Identify the one that is not a format of one-on-one interview.

1. Structured Direct
2. Projective Technique
3. Focus Group
4. Unstructured Direct

**Options :**

60348964793. 1

60348964794. 2

60348964795. 3

60348964796. 4

**Question Number : 31 Question Id : 60348917212 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**



Which is the most appropriate format of field interviews for a large scale sample survey?

1. Structured Direct
2. Unstructured Direct
3. Projective Techniques
4. Focus Group

**Options :**

60348964797. 1

60348964798. 2

60348964799. 3

60348964800. 4

**Question Number : 32 Question Id : 60348917213 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Identify the interviewing format that is best suited for an indirect probing of psychological characteristics.

1. Structured Direct
2. Unstructured Direct
3. Projective Techniques
4. Focus Group

**Options :**

60348964801. 1

60348964802. 2

60348964803. 3

60348964804. 4

**Question Number : 33 Question Id : 60348917214 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What will be your choice of interviewing medium if time is not much of a constraint but you have a tight budget and at the same time you need a lot of quality information from a large geographically scattered market?

1. Personal interview
2. Mail interview
3. Projective Technique
4. Telephone interview

**Options :**

60348964805. 1
60348964806. 2
60348964807. 3
60348964808. 4

**Question Number : 34 Question Id : 60348917215 Question Type : MCQ Option Shuffling : No**  
**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

While Interviews are suitable for obtaining \_\_\_\_\_ information, Panels are better suited to obtain \_\_\_\_\_ information.

1. qualitative, quantitative
2. longitudinal, cross-sectional
3. cross-sectional, longitudinal
4. reliable, accurate

**Options :**

60348964809. 1
60348964810. 2
60348964811. 3
60348964812. 4

**Question Number : 35 Question Id : 60348917216 Question Type : MCQ Option Shuffling : No**  
**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which one of the following would you use if you wish to get insights into buyers' brand-switching behaviour over time and across scattered markets?

1. Dealer Panel
2. Consumer Purchase Panel
3. Advertising audience panel
4. Direct Interviews

**Options :**

60348964813. 1

60348964814. 2

60348964815. 3

60348964816. 4

**Question Number : 36 Question Id : 60348917217 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What is the purpose of a project feasibility study?

1. In order to ensure there are enough people to work on the project
2. To provide detailed information on the budget required for the project
3. To provide accurate information as to whether the project will succeed
4. To conduct research on competitors

**Options :**

60348964817. 1

60348964818. 2

60348964819. 3

60348964820. 4

**Question Number : 37 Question Id : 60348917218 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

A Technical Analysis does not attempt to examine this.

1. Selecting technology
2. Measuring of works
3. Plant capacity
4. Location and the site

**Options :**

60348964821. 1

60348964822. 2

60348964823. 3

60348964824. 4

**Question Number : 38 Question Id : 60348917219 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Financial assistance will be extended by Financial institutions when they are convinced that a project idea is

1. feasible, viable and going to benefit the society
2. viable but may not benefit the society
3. feasible, viable but may not benefit the society
4. feasible, may not be viable, may or may not benefit society

**Options :**

60348964825. 1

60348964826. 2

60348964827. 3

60348964828. 4

**Question Number : 39 Question Id : 60348917220 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What are detailed feasibility studies used for?

1. Capital estimates, operating costs and overall economic viability
2. Only capital estimates
3. Overall economic viability and capital estimates only
4. All of the these

**Options :**

60348964829. 1

60348964830. 2

60348964831. 3

60348964832. 4

**Question Number : 40 Question Id : 60348917221 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Input Requirement of all kinds remains \_\_\_\_\_ through the life of the project.

1. same
2. not the same
3. maximum
4. minimum

**Options :**

60348964833. 1

60348964834. 2

60348964835. 3

60348964836. 4

**Question Number : 41 Question Id : 60348917222 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The purpose of Feasibility Report is mainly to obtain \_\_\_\_ from the Government authorities and \_\_\_\_ assistance from Financial Institutions.

1. appraisal, financial
2. inputs, advisory
3. advice, budgetary
4. funds, advisory

**Options :**

60348964837. 1

60348964838. 2

60348964839. 3

60348964840. 4

**Question Number : 42 Question Id : 60348917223 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The nature of a Feasibility Report is more like a/an

1. detailed report
2. overview of things
3. approval report
4. agenda

**Options :**

60348964841. 1

60348964842. 2

60348964843. 3

60348964844. 4

**Question Number : 43 Question Id : 60348917224 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

In preparing a Feasibility Report, which of these need(s) to be taken into consideration?

1. Technical Feasibility
2. Managerial Feasibility
3. Economic Feasibility
4. All round Feasibility

**Options :**

60348964845. 1

60348964846. 2

60348964847. 3

60348964848. 4

**Question Number : 44 Question Id : 60348917225 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Building of flyovers is one kind of \_\_\_\_\_ from the perspective of Social Cost Benefit Analysis.

1. charity to people
2. benefit to the government
3. social benefit
4. government expenditure

**Options :**

60348964849. 1

60348964850. 2

60348964851. 3

60348964852. 4

**Question Number : 45 Question Id : 60348917226 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

One of the following is a Discounted Cash Flow method. Which one is it?

1. Net Present Value
2. Pay back period
3. Cash inflow
4. Cost Benefit Analysis

**Options :**

60348964853. 1

60348964854. 2

60348964855. 3

60348964856. 4

**Question Number : 46 Question Id : 60348917227 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

If an investor invests a sum of money today, it is called \_\_\_\_\_.

1. Cash inflow
2. Final investment
3. Principal sum
4. Principal asset

**Options :**

60348964857. 1

60348964858. 2

60348964859. 3

60348964860. 4

**Question Number : 47 Question Id : 60348917228 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**



Select the correct statement among the following.

1. Capital Budgeting involves short term planning and monitoring of capital expenditure.
2. Capital budgeting involves long term planning and monitoring of capital expenditure.
3. Capital budgeting involves short term financing from loan.
4. Capital budgeting is the process of estimating the cost of the project.

**Options :**

60348964861. 1

60348964862. 2

60348964863. 3

60348964864. 4

**Question Number : 48 Question Id : 60348917229 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

An entrepreneur's decision to make an investment should be "Yes" if

1.  $0 < NPV < 1$
2.  $NPV < 0$
3.  $NPV = 0$
4.  $NPV >> 0$

**Options :**

60348964865. 1

60348964866. 2

60348964867. 3

60348964868. 4

**Question Number : 49 Question Id : 60348917230 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What should be the decision rule if the Internal Rate of Return exceeds the internally decided cut off rate of return ?

1. drop the project for the time being
2. to keep the project in abeyance
3. accept the project
4. reject the project

**Options :**

60348964869. 1

60348964870. 2

60348964871. 3

60348964872. 4

**Question Number : 50 Question Id : 60348917231 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The most significant value addition made by the Discounted Cash Flow Techniques is that they take into consideration the

\_\_\_\_\_.

1. risk and uncertainty
2. different rates of return
3. time value of money
4. probability factor

**Options :**

60348964873. 1

60348964874. 2

60348964875. 3

60348964876. 4

**Question Number : 51 Question Id : 60348917232 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Two major weaknesses of the Discounted Cash Flow Techniques are \_\_\_\_\_.

1. Fixed investment rate, no coverage for risk and uncertainty
2. Varying rate of return, probabilities
3. Net Present Value, Internal rate of return
4. Time value of money, probability factor

**Options :**

60348964877. 1

60348964878. 2

60348964879. 3

60348964880. 4

**Question Number : 52 Question Id : 60348917233 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

No measurement can ever be \_\_\_\_\_.

1. incorrect
2. perfect
3. precise
4. accurate

**Options :**

60348964881. 1

60348964882. 2

60348964883. 3

60348964884. 4

**Question Number : 53 Question Id : 60348917234 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What will be the impact on business if there is a significant change in the political environment?

1. uncertainty
2. turbulence
3. unstable administration
4. lack of good governance

**Options :**

60348964885. 1

60348964886. 2

60348964887. 3

60348964888. 4

**Question Number : 54 Question Id : 60348917235 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

When too much money chases too few goods, the economic situation can be described as \_\_\_\_\_.

1. deflationary
2. monopoly
3. perfect competition
4. inflationary

**Options :**

60348964889. 1

60348964890. 2

60348964891. 3

60348964892. 4

**Question Number : 55 Question Id : 60348917236 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

One of the \_\_\_\_\_ models for making a decision is Ratio Analysis.

1. forecasting
2. modern
3. conservative
4. non- conservative

**Options :**

60348964893. 1

60348964894. 2

60348964895. 3

60348964896. 4

**Question Number : 56 Question Id : 60348917237 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What should be the treatment for the Cost of Land?

1. an asset cost
2. working capital cost
3. a liability
4. an item in the PL statement

**Options :**

60348964897. 1

60348964898. 2

60348964899. 3

60348964900. 4

**Question Number : 57 Question Id : 60348917238 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What is the function of Operating Costs?

1. to run the industry
2. to run the plant
3. to run the private affairs of the owner
4. to meet the capital expenses of the business

**Options :**

60348964901. 1

60348964902. 2

60348964903. 3

60348964904. 4

**Question Number : 58 Question Id : 60348917239 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The term "depreciation" is directly associated with \_\_\_\_\_.

1. Liabilities
2. Assets
3. Income
4. Profits

**Options :**

60348964905. 1

60348964906. 2

60348964907. 3

60348964908. 4

**Question Number : 59 Question Id : 60348917240 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The full form of PAT is \_\_\_\_\_.

1. Profits, Advances & Taxes
2. Profit Apportioned & Tax
3. Profit & Advance Tax
4. Profit After Tax

**Options :**

60348964909. 1

60348964910. 2

60348964911. 3

60348964912. 4

**Question Number : 60 Question Id : 60348917241 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Land, Building, Plant & Machinery, Furniture and Fittings are examples of

1. Fixed Assets
2. Current Assets
3. Intangible Assets
4. Fixed Liabilities

**Options :**

60348964913. 1

60348964914. 2

60348964915. 3

60348964916. 4

**Question Number : 61 Question Id : 60348917242 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Money required for conducting the day-to-day business operations is called \_\_\_\_\_.

1. Short Term Loan
2. Fixed Capital
3. Working Capital
4. Long Term Loan

**Options :**

60348964917. 1

60348964918. 2

60348964919. 3

60348964920. 4

**Question Number : 62 Question Id : 60348917243 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which of these is not a source of short term finance?

1. Trade credit
2. Factoring
3. Shares
4. Bill discounting

**Options :**

60348964921. 1

60348964922. 2

60348964923. 3

60348964924. 4

**Question Number : 63 Question Id : 60348917244 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**



The requirement for fixed capital in a business will depend on

1. size of the business
2. leasing arrangements
3. international condition
4. all of these

**Options :**

60348964925. 1

60348964926. 2

60348964927. 3

60348964928. 4

**Question Number : 64 Question Id : 60348917245 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What is Lease financing?

1. medium term source of finance
2. long term source of finance
3. short term source of finance
4. immediate source of finance

**Options :**

60348964929. 1

60348964930. 2

60348964931. 3

60348964932. 4

**Question Number : 65 Question Id : 60348917246 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What is the purpose of procuring term loans?

1. for acquisition of current assets
2. for acquisition of manpower
3. for acquisition of fixed assets
4. for acquisition of raw materials & other inputs

**Options :**

60348964933. 1

60348964934. 2

60348964935. 3

60348964936. 4

**Question Number : 66 Question Id : 60348917247 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The definition of Working Capital can be said to \_\_\_\_\_.

1. excess of assets over liabilities
2. fixed assets over fixed liabilities
3. the sum of reserves and surpluses
4. excess of current assets over current liabilities

**Options :**

60348964937. 1

60348964938. 2

60348964939. 3

60348964940. 4

**Question Number : 67 Question Id : 60348917248 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which of these factors has a role to play in determining the working capital?

1. Technology
2. Debentures
3. Equity Shares
4. Preference shares

**Options :**

60348964941. 1

60348964942. 2

60348964943. 3

60348964944. 4

**Question Number : 68 Question Id : 60348917249 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Business credit extended by entrepreneurs to customers can help forecast \_\_\_\_\_.

1. fixed capital requirement
2. share capital requirement
3. working capital requirement
4. share value of the business

**Options :**

60348964945. 1

60348964946. 2

60348964947. 3

60348964948. 4

**Question Number : 69 Question Id : 60348917250 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Advance received by a business from its buyers can be considered as \_\_\_\_\_.

1. secured non – bank short term source of finance
2. unsecured non – bank short term source of finance
3. unsecured non – bank long term sources of finance
4. secured non – bank long term sources of finance

**Options :**

60348964949. 1

60348964950. 2

60348964951. 3

60348964952. 4

**Question Number : 70 Question Id : 60348917251 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

When a firm makes a short term deposit in another firm or vice versa, then it is a case of \_\_\_\_\_.

1. public deposit
2. term deposit
3. inter – company deposit
4. intra-company deposit

**Options :**

60348964953. 1

60348964954. 2

60348964955. 3

60348964956. 4

**Question Number : 71 Question Id : 60348917252 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

For an entrepreneur, the most important asset is \_\_\_\_\_.

1. mechanical power
2. electrical power
3. manpower
4. solar power

**Options :**

60348964957. 1

60348964958. 2

60348964959. 3

60348964960. 4

**Question Number : 72 Question Id : 60348917253 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

To which of these are biographical characteristics associated?

1. Animal behaviour
2. Human talent
3. Organisational behaviour
4. Human behaviour

**Options :**

60348964961. 1

60348964962. 2

60348964963. 3

60348964964. 4

**Question Number : 73 Question Id : 60348917254 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which one of these is an important positive quality of aged employees ?

1. experience
2. hard working
3. creative
4. health

**Options :**

60348964965. 1

60348964966. 2

60348964967. 3

60348964968. 4

**Question Number : 74 Question Id : 60348917255 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What is the role in which an aged employee can be better utilized?

1. follower
2. disciplinarian
3. trainer
4. leader

**Options :**

60348964969. 1

60348964970. 2

60348964971. 3

60348964972. 4

**Question Number : 75 Question Id : 60348917256 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Generally, women have been seen to exhibit higher levels of \_\_\_\_\_.

1. attendance
2. job focus
3. absenteeism
4. leadership

**Options :**

60348964973. 1

60348964974. 2

60348964975. 3

60348964976. 4

**Question Number : 76 Question Id : 60348917257 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Women and men are \_\_\_\_\_ in terms of parameters like Problem Solving Ability, Analytical Skill, Motivation and Sociability.

1. equal
2. not equal
3. almost equal
4. very different

**Options :**

60348964977. 1

60348964978. 2

60348964979. 3

60348964980. 4

**Question Number : 77 Question Id : 60348917258 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which are the abilities that are required to perform functions of mental activities and reasoning?

1. Physical abilities
2. Creative abilities
3. Numerical abilities
4. Intellectual abilities

**Options :**

60348964981. 1

60348964982. 2

60348964983. 3

60348964984. 4

**Question Number : 78 Question Id : 60348917259 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which of these is a very common ability required in many jobs?

1. numerical ability
2. intellectual ability
3. psychological ability
4. creative ability

**Options :**

60348964985. 1

60348964986. 2

60348964987. 3

60348964988. 4

**Question Number : 79 Question Id : 60348917260 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**



People may interpret the same situation differently. This is attributable to \_\_\_\_\_.

1. intelligence
2. attitude
3. perception
4. heredity

**Options :**

60348964989. 1

60348964990. 2

60348964991. 3

60348964992. 4

**Question Number : 80 Question Id : 60348917261 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

The ability to function successfully in cross cultural situations is termed as \_\_\_\_\_.

1. Emotional Intelligence
2. Cognitive Intelligence
3. Cultural Intelligence
4. Social Intelligence

**Options :**

60348964993. 1

60348964994. 2

60348964995. 3

60348964996. 4

**Question Number : 81 Question Id : 60348917262 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Identify the correct statement.

1. A leader has only formal power
2. A manager has only informal power
3. A manager can have both formal & informal power, not a leader.
4. Both the leader & the manager can have both formal & informal powers.

**Options :**

60348964997. 1

60348964998. 2

60348964999. 3

60348965000. 4

**Question Number : 82 Question Id : 60348917263 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Identify the incorrect statement.

1. A manager is formally appointed
2. A leader derives power from his followers
3. A manager cannot become a leader
4. A manager has tasks to accomplish

**Options :**

60348965001. 1

60348965002. 2

60348965003. 3

60348965004. 4

**Question Number : 83 Question Id : 60348917264 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

A/An \_\_\_\_\_ person is one who abides by rules & laws.

1. Extravert
2. Conscientious
3. Gregarious
4. Open to experiences

**Options :**

60348965005. 1

60348965006. 2

60348965007. 3

60348965008. 4

**Question Number : 84 Question Id : 60348917265 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Leaders are looked up to by their followers during crises because of their \_\_\_\_\_.

1. willingness to experiment
2. agreeableness
3. emotional stability
4. extraversion

**Options :**

60348965009. 1

60348965010. 2

60348965011. 3

60348965012. 4

**Question Number : 85 Question Id : 60348917266 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which of the following are the Big five Personality Traits?

1. Agreeableness, Conscientiousness, Ambition, Energy, Emotional Stability
2. Emotional Stability, Conscientiousness, Openness to experiences, Agreeableness, Extraversion
3. Extraversion, Ambition, Agreeableness, Emotional stability, Openness to experiences
4. Energy, Ambition, Extraversion, Agreeableness, Conscientiousness

**Options :**

60348965013. 1

60348965014. 2

60348965015. 3

60348965016. 4

**Question Number : 86 Question Id : 60348917267 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which of these is a leadership trait that enables one to reach out and communicate with all kinds of people?

1. Emotional stability
2. Extraversion
3. Conscientiousness
4. Ambition

**Options :**

60348965017. 1

60348965018. 2

60348965019. 3

60348965020. 4

**Question Number : 87 Question Id : 60348917268 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

From among the alternatives, identify the option that is not an outcome of the Ohio Studies?

1. 2 dimensions of leader behaviour
2. Consideration
3. Situational Factors
4. Initiation of Structures

**Options :**

60348965021. 1

60348965022. 2

60348965023. 3

60348965024. 4

**Question Number : 88 Question Id : 60348917269 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

How many cells are there in the Managerial Grid?

1. 36
2. 100
3. 81
4. 25

**Options :**

60348965025. 1

60348965026. 2

60348965027. 3

60348965028. 4

**Question Number : 89 Question Id : 60348917270 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Based on which of these does the leader derive the ability to influence subordinate behaviour through reward or punishment?

1. Position Power
2. Leader-Member Relations
3. Task structure
4. All of these

**Options :**

60348965029. 1

60348965030. 2

60348965031. 3

60348965032. 4

**Question Number : 90 Question Id : 60348917271 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What are the scores of "Authority-Compliance" style of Management on concern for results and on concern for people?

1. 1, 9
2. 9, 1
3. 1, 1
4. 9, 9

**Options :**

60348965033. 1

60348965034. 2

60348965035. 3

60348965036. 4

**Question Number : 91 Question Id : 60348917272 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

What are the contributions made by the Fiedler Contingency Model?

1. The Least Preferred Co-worker (LPC) questionnaire
2. Assessment of leadership style
3. A set of sixteen bipolar adjectives to assess Situational Factors
4. All of these

**Options :**

60348965037. 1

60348965038. 2

60348965039. 3

60348965040. 4

**Question Number : 92 Question Id : 60348917273 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Identify the one that is not a Situational Theory of Leadership.

1. Hersey & Blanchard's Model
2. Blake & Mouton's Managerial Grid
3. Path-Goal Theory
4. Leader-Member Exchange Theory

**Options :**

60348965041. 1

60348965042. 2

60348965043. 3

60348965044. 4

**Question Number : 93 Question Id : 60348917274 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

For which type of followers, "Participating" is the recommended Leadership Style?

1. Able but unwilling to carry out the task
2. Able & willing to carry out the task
3. Unable but willing to carry out the task
4. Unable & unwilling to carry out the task

**Options :**

60348965045. 1

60348965046. 2

60348965047. 3

60348965048. 4

**Question Number : 94 Question Id : 60348917275 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which are the prescribed leadership styles according to the Path-Goal Theory?

1. Directing, Coaching, Participating, Delegating
2. Telling, Selling, Participating, Delegating
3. Directive, Supportive, Participative, Achievement oriented
4. Telling, Coaching, Selling, Delegating

**Options :**

60348965049. 1

60348965050. 2

60348965051. 3

60348965052. 4

**Question Number : 95 Question Id : 60348917276 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**



When handling sub-ordinates with external locus of control, what is the prescribed style of leadership?

1. Participative
2. Supportive
3. Achievement-oriented
4. Directive

**Options :**

60348965053. 1

60348965054. 2

60348965055. 3

60348965056. 4

**Question Number : 96 Question Id : 60348917277 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Under Factories Act, 1948, 'adolescent' means a person who has completed \_\_\_\_\_.

1. fourteenth year of age
2. Eighteenth year of age
3. fifteenth years of age but has not completed eighteenth year
4. fifteenth year of age

**Options :**

60348965057. 1

60348965058. 2

60348965059. 3

60348965060. 4

**Question Number : 97 Question Id : 60348917278 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

To which of these establishments is the Factories Act, 1948, is applicable?

1. Factories
2. Mines
3. Shops
4. Plantations

**Options :**

60348965061. 1

60348965062. 2

60348965063. 3

60348965064. 4

**Question Number : 98 Question Id : 60348917279 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Which one of these is an objective of the Factories Act, 1948?

1. regulate the working conditions of the contractors engaged in the factory
2. regulate the working conditions of the owners of the Factory
3. regulate the working conditions of the workers in the Factory
4. regulate the working conditions of the Chief Inspector of Factories

**Options :**

60348965065. 1

60348965066. 2

60348965067. 3

60348965068. 4

**Question Number : 99 Question Id : 60348917280 Question Type : MCQ Option Shuffling : No**

**Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Section 2(m) of Factories Act, 1948 defines a Factory as follows

1. Where 20 or more workers are working on any day of preceding twelve months and in any part of which a manufacturing process is being carried on with the aid of power
2. Where 30 or more workers are working on any day of preceding twelve months and in any part of which a manufacturing process is being carried on with the aid of power
3. Where ten or more workers are working on any day of preceding twelve months and in any part of which a manufacturing process is being carried on with the aid of power
4. Where 40 or more workers are working on any day of preceding twelve months and in any part of which a manufacturing process is being carried on with the aid of power

**Options :**

60348965069. 1

60348965070. 2

60348965071. 3

60348965072. 4

**Question Number : 100 Question Id : 60348917281 Question Type : MCQ Option Shuffling : No  
Is Question Mandatory : No**

**Correct Marks : 1 Wrong Marks : 0**

Under the Factories Act, it is necessary to supply cold drinking water during summer for a factory employing \_\_\_\_\_.

1. 150 workers or more
2. 200 workers or more
3. 250 workers or more
4. 300 workers or more

**Options :**

60348965073. 1

60348965074. 2

60348965075. 3

60348965076. 4