1. Which of the following statements are true to explain Management as a "Pseudoscience"?
    1. Management Principles lack empirical evidence and are not testable
    2. Management is an art of decision making
    3. Management is what manager does
    4. Lack internal consistency in structure, goals and its methods

    A) 1 and 4 only   B) 2 and 3 only
    C) 2 and 4 only   D) 1 and 3 only

2. The Model for Analysing the Universality and Transferability of Management was propounded by:
    A) Farmer and Richman   B) Gonzalez and McMillan
    C) Harold Koontz   D) Peter F. Drucker

3. "Knowing exactly what you want men to do and then see in that they do it in the best and cheapest way" is the statement by:
    A) F.W. Taylor   B) Harold Koontz
    C) E.F.L. Brech   D) Henry Fayol

4. "Unity of Direction" is a principle of:
    A) Scientific Management B) Administrative Management
    C) Relationship Management D) None of the above

5. " Managing by Results" was written by:
    A) Henry Fayol   B) Peter F. Drucker
    C) Harold Koontz   D) E.F.L. Brech

6. The three basic motivating needs as identified by David C McClelland are:
    A) Physiological needs, Social Needs, Esteem Needs
    B) Expectancy, Relatedness, Growth
    C) Need of Achievement, Need for Affiliation, Need for Power
    D) Growth, Social needs, Relatedness

7. The penta forces model of competition within industry environment was developed by:
    A) Miachel E. Porter   B) C. K. Prahlad
    C) Peter F. Drucker   D) Henry Fayol

8. Turnaround strategy is a:
    A) Growth strategy   B) Diversification Strategy
    C) Retrenchment Strategy D) Marketing Strategy

9. Section 135 of Companies Act, 2013 deals with:
    A) Business Ethics
    B) Corporate Social Responsibility
    C) Winding up of Companies
    D) Divercification

10. Corruption practices is an example of:
    A) Supply Chain Risk   B) Political Risk
    C) Cultural Risk   D) Market risks

11. Planning Commission was set up in:
    A) 1956   B) 1951   C) 1950   D) 1952

12. An Economic system in which the means of production are owned and regulated by the state:
    A) Market Economy   B) Planned Economy
    C) Mixed Economy   D) None of the above

13. The first person to attempt National Income Accounting:
    A) Gregory King   B) J.M. Keynes
    C) D. R. Gadgil   D) Alfred Marshal

14. The Director General of WTO during June 2021:
    A) Pascal Lamy   B) Ngozi Okonjo Iweala
    C) Roberto Azevedo   D) Antonio Guterres

15. Match the following:
    a. IBRD   1.   Multilateral trade negotiation body
    b. IMF   2.   Facilitating lending and borrowing for reconstruction and development
    c. IDA   3.   Provides loans to address short-term balance of payment positions
    d. WTO   4.   Sanction of soft loans

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

16. SAARC was formed in the year:
    A) 1980   B) 1995   C) 1985   D) 1990

17. Graphical representation of Reciprocal demand is referred to as
    A) Demand Curve   B) Supply Curve
    C) Offer Curve   D) Contract Curve

18. FDI from a source country to a destination country for the purpose of exporting to a third country is known as
    A) Vertical FDI   B) Horizontal FDI
    C) Platform FDI   D) Conglomerate FDI

19. India's Consolidated FDI policy was passed in the year:
    A)   2020   B)   2021   C)   2019   D)   2010

20. The security attack in which the attacker overwhelms the organisation's server or
    other   hardware resources or telecommunication lines from the ISP
    A)   Ethical Hacking   B)   Cracking
    C)   Denial of Service   D)   Phreak

21. Contingent liability is shown in the balance sheet based on Convention of
    A)   Consistency   B)   Materiality
    C)   Full Disclosure   D)   Conservatism

22. The total number of International Financial Reporting Standards (IFRS):
    A)   15   B)   14   C)   17   D)   19

23. Statement of Affairs is prepared for calculating
    A)   Financial Position   B)   Capital
    C)   Assets   D)   Liabilities

24. Receipts and Payments account includes:
    A)   Capital Items only
    B)   Revenue Items only
    C)   Both A and B
    D)   Neither A nor B

25. For calculating purchase consideration, the assets are valued at
    A)   Book Value   B)   Average Price
    C)   Revalued Price   D)   None of the above

26. The formula for calculating Goodwill under capitalization method:
    A)   Super Profit X Rate of Return
    B)   Average Profit X Rate of Return
    C)   Super Profit divided by Rate of Return
    D)   Average Profit divided by Rate of Return

27. DCF methods and PEC are the two methods of valuation of shares under
    A)   Income Method   B)   Assets Method
    C)   Market Method   D)   Relative method

28. The accounting method followed for amalgamation in the nature of merger:
    A)   Equity Method   B)   Purchase Method
    C)   Pooling of Interest Method   D)   Consolidation Method

29. The accounting standard applicable for accounting amalgamation:
    A)   AS-14   B)   AS-12   C)   AS-15   D)   None of these

30. Accounting Standards Board (ASB) was constituted in the year
    A)   1970   B)   1975   C)   1977   D)   1980

31. Fair value method of valuation of shares is also known as:
   A) Intrinsic Value Method   B) Market Value Method
   C) Dual Method   D) None of the above

32. Ex-post facto research is also known as:
   A) Exploratory Research   B) Diagnostic Research
   C) Descriptive Research   D) Hypothesis Testing Research

33. Grouping the population and selecting the group rather than individual elements is:
   A) Stratified sampling   B) Sequential Sampling
   C) Quota Sampling   D) Cluster Sampling

34. To discover a solution for some pressing practical problems is the central aim of:
   A) Applied Research   B) Fundamental Research
   C) Descriptive Research   D) Exploratory research

35. Independent variables that are not related to the purpose of the study, but may affect the dependent variable are termed as:
   A) Exogenous Variables   B) Endogenous Variables
   C) Extraneous Variables   D) Non-random variables

36. Latin Square Design and Randomised Block Designs are
   A) Informal Experimental Designs
   B) Exploratory Designs
   C) Formal Experimental Designs
   D) Descriptive Designs

37. The sampling plan usually adopted in case of acceptance sampling plan in the case of SQC is:
   A) Systematic Sampling   B) Sequential Sampling
   C) Stratified Sampling   D) Simple Random Sampling

38. In which of the following purpose Chi-square have no application:
   A) To test homogeneity
   B) To test Independence of Attributes
   C) To test two population means
   D) To test population variance

39. The meaning of the term "homoscedasticity" is:
   A) All error variances are the same
   B) All error variances are different
   C) At least one error variance is different
   D) At the most one error variance is same.

40. The classification of a test statistic as Two –tailed or One –tailed is fixed based on
   A) The null hypothesis   B) The sign in Alternate hypothesis
   C) The sign in Null hypothesis   D) Size of the test

41. The OR model that helps in minimizing waiting time and service cost is:
    A)   Linear Programming   B)   Game Theory
    C)   Queuing Theory   D)   Replacement Theory

42. An activity that consumes neither any resource nor time is called:
    A)   Null Activity   B)   Dummy activity
    C)   Successor activity   D)   Predecessor activity

43. The costs for insurance and taxes are included in:
    A)   Carrying Cost   B)   Ordering Cost
    C)   Setup Cost   D)   Storage cost

44. Match the following:
    a.   Net Income Approach   1. Dividend Theory
    b.   Walters Model   2. Capital Structure Theory
    c.   Baumol's Model   3. Inventory Model
    d.   EOQ   4. Cash Model

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

45. Post Payback period is:
    A)   Period to recoup the Capital investment
    B)   Life of the Project- Payback period
    C)   Life of the project
    D)   None of the above

46. The time adjusted cash flow methods for capital budgeting is known as
    A)   Traditional methods   B)   DCF techniques
    C)   Formal methods   D)   ARR methods

47. In Certainty Equivalent approach, adjusted cash flows are discounted at
    A)   Risk free rate   B)   Internal Rate of Return
    C)   Accounting Rate of Return D)   Hurdle Rate

48. Decision tree approach is used in
    A)   Independent cash flows   B)   Proposals with longer life
    C)   Sequential decisions   D)   Accept-Reject proposals

49. MM explains theory irrelevance of capital structure through
    A)   Arbitrage Process   B)   Gambling Process
    C)   Investment Process   D)   Betting process

50. Gordons "Bird in Hand" approach suggests that:
    A)   A 100 per cent retention of earnings is preferred by investor
    B)   Investor prefers current dividends over retained earnings
    C)   Dividends are irrelevant
    D)   None of the above

51. Relevance theory of dividend was supported by:
    A)   M. Gordon   B)   J.Walter
    C)   Both A & B   D)   Neither A nor B

52. "Activities, benefits or satisfactions which are offered for sale or are provided in connection with sale of goods" is known as
    A)   Services   B)   Tangible products
    C)   Goods   D)   Profit

53. Marketing of family planning concept is an example of
    A)   Services Marketing   B)   Micro Marketing
    C)   Social Marketing   D)   Global Marketing

54. What are the sequences of various stages in buying process
    A)   Information Search-Problem Recognition- Purchase decision- Evaluation of alternatives- Post purchase reaction
    B)   Problem Recognition- Information Search- Evaluation of alternatives- Purchase Decision- Post purchase reaction
    C)   Evaluation of alternatives- Information search- Problem recognition- Purchase decision- Post purchase reaction
    D)   Post purchase reaction- Purchase decision- Information search- Problem recognition- Post purchase reaction

55. The process of creating an image or establishing a utility of a product among target customers is:
    A)   Target Marketing   B)   Market Segmentation
    C)   Market Positioning   D)   Micro marketing

56. The sequences of stages in Product Life Cycle (PLC) are:
    A)   Introduction-Growth-Maturity-Saturation-Decline
    B)   Introduction-Saturation-Growth-Maturity- Decline
    C)   Introduction- Maturity-Saturation-Growth- Decline
    D)   Introduction- Growth- Saturation- Maturity- Decline

57. A tender is an estimation of:
    A)   Cost   B)   Selling price C)   Production   D)   Profit

58. Purchase requisition should be made when the stock reaches
    A)   Danger Level   B)   Re-order Level
    C)   Minimum Stock Level   D)   Average Stock Level

59. Operating Costing is suitable for:
    A)   Oil refineries   B)   Contractors
    C)   Job order business   D)   Service organizations

60. What should be the profit for a job if the total cost incurred is Rs.4830/- and profit is 25 % on sales?
    A)   Rs.1200   B)   Rs.1610   C)   Rs.1630   D)   Rs.1220

61. At EBQ, -------cost will be the minimum.
    A) Storage
    B) Manufacturing
    C) Setting up
    D) Total

62. Match the following
    a. Operating Costing   1. Oil refineries
    b. Specific Order Costing   2. Service organizations
    c. Process Costing   3. Ship building industries
    d. Standard Costing   4. Variance Analysis

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

63. The concept of Management Accounting was coined by:
    A) James H. Bliss   B) ICMA
    C) R.N.Anthony   D) J. Batty

64. The net profit for the current year is Rs.50000/-. The gain on sale of a fixed asset is Rs. 10000. The depreciation charged on fixed assets is Rs. 20000/- What is the fund from operations?
    A) Rs.80000   B) Rs.60000
    C) Rs.70000   D) Rs.30000

65. Cash from operation =
    A) Closing Cash balance – Opening Cash balance
    B) Fund From Operations – Working capital changes
    C) Fund from operations – Closing balance of Cash
    D) Fund From Operations – Opening Cash balance

66. Match the following
    a. Current Ratio   1. Turnover Ratio
    b. Debt Equity Ratio   2. Profitability Ratio
    c. Return on Capital Employed 3. Liquidity Ratio
    d. Stock Velocity   4. Solvency Ratio

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

67. The fundamental purpose for the existence of any organization is described as:
    A) Policies   B) Programmes   C) Mission   D) Goals

68. The term "hot money" refers to:
    A) Foreign Portfolio investment
    B) Net GDR receipts
    C) Net FDI
    D) Currency + reserves with RBI

69. Share premium is shown in:
    A) Debit side of P&L account
    B) Credit side of P&L account
    C) Liability side of Balance Sheet
    D) Assets Side of Balance Sheet

70. Confounded relationship in research design means
    A) Correlation between variables
    B) Causality
    C) Relationship between dependent variable and extraneous variable
    D) Relationship between dependent and independent variable

71. PERT is a:
    A) Stochastic Model   B) Deterministic Model
    C) Iconic Model   D) Symbolic Model

72. Cross Selling means
    A) Selling to Employees
    B) Cross country Marketing
    C) Selling other products to existing customers
    D) Selling to foreigners

73. Which of the following statement/s are true?
    I.   A business unable to earn a fair rate of return on its outstanding securities is
         over capitalized
    II. Over capitalization refers to abundance of capital

    A) I is true and II is false
    B) I is false and II is true
    C) Both I & II are true
    D) Both I & II are false

74. State whether the following statements are true or false
    I.   Content Validity of a measuring instrument measures the extent to which an
         instrument provides adequate coverage of the topic under study
    II. The usefulness of a measuring instrument to predict some future performance
         is known as Predictive Validity

    A) I is true and II is false
    B) I is false and II is true
    C) Both I & II are true
    D) Both I & II are false

75. Father of modern management is?
    A) Henri Fayol   B) Koontz and O'Donnell
    C) F W Taylor   D) Stainley Vense

76. 'Management is an art of getting work done by others'. The statement belongs to
    A) Stainley Vense   B) Peter F Drucker
    C) Henry Fayol   D) Harold Koontz

77. All managerial functions are settled by managers with the tool of
A) Planning
B) Decision making
C) Effective control
D) Authority

78. The main advantage of functional organisation is
A) Simplicity
B) Specialization
C) Experience
D) Authority

79. The function of attracting, acquiring, retaining and developing human resources in an organisation is called:
A) Recruitment
B) Induction
C) Training and development
D) Staffing

80. The founder of Administrative Management:
A) Elton Mayo
B) F W Taylor
C) Max Weber
D) Henry Fayol

81. Which of the following is the most democratic form of organisation?
A) Line
B) Line and staff
C) Functional
D) Committee

82. Macro environment is also called ----- environment.
A) General
B) Operating
C) Economic
D) Political

83. Fiscal policy is called as------policy.
A) Monetary
B) Budgetary
C) Industrial
D) Economic

84. Environment which is beyond the control of the business:.
A) Internal
B) External
C) Micro
D) Macro

85. Economic planning is an essential feature of:
A) Capitalist Economy
B) Socialist Economy
C) Mixed Economy
D) Dual Economy

86. The main security guard of International trade is:
A) IMF
B) WTO
C) IFC
D) World Bank

87. Who is the nodal agency for disinvestment in India?
A) Department of Economic Affairs
B) Department of Financial Services
C) Department of Revenue
D) Department of Investment and Public Asset Management

88. Economic growth can be measured by?
A) CPI
B) CBI
C) GDP
D) MPC

89. The phase of system development associated with creation of the test data is
    A) System analysis   B) Physical design
    C) System acceptance   D) Logical design

90. Summary transaction data, high-volume data, and simple models are information inputs characteristic of?
    A) DSS   B) MIS   C) ESS   D) TPS

91. Which of these is accounting equation?
    A) Liability = Asset + Capital   B) Asset = Liability – Capital
    C) Capital = Asset + Liability   D) Asset = Liability + Capital

92. Which of the following are not current asset?
    A) Salary paid in advance   B) Preliminary expenses
    C) Inventory   D) Temporary investment

93. Sales +Closing stock – Purchases – Gross Profit =?
    A) Purchase returns   B) Sales returns
    C) Opening stock   D) Cost of goods sold

94. Purchase of office furniture on account is recorded in-----.
    A) Cash book   B) Purchase book
    C) General ledger   D) Journal proper

95. Share can be issued at a discount only after….year from the commencement of business
    A) One   B) One and a half
    C) Two   D) Three

96. Match the following:
    List I   **List II**
    a. Partly paid Preference shares   1. Premium on redemption of preference shares
    b Capital redemption reserve   2. Current liabilities
    c Security premium   3. Redemption out of free reserve
    d. Unclaimed dividend   4. Cannot be redeem

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

97. Match the following:
    a. Normal distribution   1. Mean and variance are equal
    b. Binomial distribution   2. Mean is larger than variance
    c. Baye's theorem   3. Mean, mode and median are equal
    d. Poisson distribution   4. Inverse probability

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

98. A candidate is selected for interview for three posts. For the first post there are 3 candidates, for the second there are 4 and for the third there are 5. What are the chances of his getting at least one post?

A) $\frac{47}{60}$ B) $\frac{2}{5}$ C) $\frac{3}{5}$ D) $\frac{13}{60}$

99. The strongest evidence for causality comes from which of the following research method?
A) Experimental   B) Causal-comparative
C) Correlational   D) Ethnography

100. State whether the following statements are true or false
I. Standard deviation and coefficient of variation are always expressed in the same unit
II. Absolute measures of variation are used for comparing variability in distributions

A) Both I & II are true
B) I is true & II is false
C) Both I & II false
D) I is false & II is true

101. Operations research approach is ------.
A) Multi-disciplinary   B) Scientific
C) Intuitive   D) Collect essential data

102. The difference between total float and head event slack is----.
A) Free float   B) Independent float
C) Interference float   D) linear float

103. If there is no non-negative replacement ratio in solving a linear programming problem then the solution is----.
A) Feasible   B) Bounded   C) Unbounded   D) Infinite

104. In marking assignments, which of the following should be preferred?
A) Only row having single zero
B) Only column having single zero
C) Only row/column having single zero
D) Column having more than one zero

105. ------- is a mathematical technique used to solve the problem of allocating limited resource among the competing activities.
A) Linear programming problem
B) Non linear programming problem
C) Assignment problem
D) Replacement problem

106. Which of the following is true about hypothesis testing?
A)   Answering yes/no questions about the data
B)   Estimating numerical characteristics of the data
C)   Describing associations within the data
D)   Modeling relationships within the data

107. The name of the conceptual framework in which the research is carried out:
A)   Research hypothesis   B)   Synopsis of Research
C)   Research paradigm   D)   Research Design

108. Which one among the following statement is true in the context of the testing of hypothesis?
A)   It is only the alternative hypothesis that can be tested
B)   It is only the null hypothesis that can be tested
C)   Both the alternative and the null hypothesis can be tested.
D)   Both the alternative and the null hypothesis cannot be tested.

109. The expression "Marketing Mix" was coined by?
A)   Henry Fayol   B)   James Cullitan
C)   Peter Drucker   D)   Abraham Maslow

110. The concept of four P's as elements of marketing mix was given by:
A)   Philip Kotler   B)   W J Stanton
C)   E J McCarthy   D)   Bruce J Walker

111. Match the following:
     List I   List II
a. Cost control Measures   1.   Reduction in prices
b. Managing assets properly   2.   Dividend
c. Raising of funds   3.   IPO
d. Forecasting cash flows   4.   Cash mobility

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

112. Which method of capital budgeting is called cash benefit ratio?
A)   Payback period   B)   Net present value
C)   Pay out period   D)   Profitability index number

113. Financial leverage is:
A)   EBIT/EBT   B)   Sales/Fixed Assets
C)   (EBIT/Sales) x 100   D)   (Profit/Sales) x 100

114. Capital employed is:
A)   Assets + Cash
B)   Shareholders funds + long term funds
C)   Cash and Bank
D)   Capital (current + fixed)

115. What is the effect of increase in fixed cost
   A) Reduces Profit volume ratio
   B) Raises breakeven point
   C) Increases margin of safety
   D) Reduces contribution

116. ------costing is suitable for mines, quarries, cement works etc.
   A) Process   B) Contract   C) Batch   D) Operation

117. Which of the following techniques is not meant for labour cost control?
   A) Budgetary control   B) Standard costing
   C) ABC analysis   D) Ratio analysis

118. Which of the following statement is not correct?
   A) P/V ratio can be improved by reducing fixed cost
   B) Contribution is also known as gross margin
   C) P/V ratio can be improved by increasing the selling price
   D) Margin of safety can be improved by reducing the fixed cost

119. What does financial leverage mean?
   A) High degree of solvency
   B) Use of more debt capital to increase profit
   C) Low bank finance
   D) High bank loan

120. ROI is computed by:
   A) Profit and sales   B) Profit and Investment
   C) Cost of capital and sales D) Profit and loss

_____