

QNo	Question	Option	Correct
1	Frederick W Taylor is known for his pioneering work in _____.	Bureaucratic Management	
		Scientific Management	Correct
		Administrative Management	
		Innovation Management	
2	The process of creation, protection, development and sharing of information and intellectual assets is known as _____.	Intellectual Property Rights	
		Creativity Management	
		Knowledge Management	Correct
		Asset Management	
3	An organizational design wherein organizations subcontract some or many of its operations to other firms and coordinates them to achieve specific goals is called _____.	Functional Design	
		Decentralized Design	
		Operations Design	
		Network Design	Correct
4	The degree of responsiveness of demand for a commodity to a given change in price of some related commodity is referred to as _____.	Price Elasticity of Demand	
		Arc Elasticity of Demand	
		Cross Elasticity of Demand	Correct
		Income Elasticity of Demand	
5	Which of the following is NOT the characteristic of Perfect Competition ?	Large number of buyers & sellers	
		Sellers offer differentiated products	Correct
		Free entry and exit of firms	
		Perfect mobility of factors of production	
	A pattern of behavior involving high levels of competitiveness, time urgency and irritability is known as		

6	_____.	Type A behavior pattern	Correct
		Type B behavior pattern	
		Type X behavior pattern	
		Type Y behavior pattern	
7	The tendency of group members to exert less individual effort on an additive task as the size of the group increases is known as _____.	Work distribution	
		Cohesiveness	
		Social Loafing	Correct
		Group Think	
8	An approach to leadership that turns the traditional management hierarchy upside down by empowering people to make their own decisions is called _____.	Charismatic Leadership	
		Grass Root Leadership	Correct
		Transformational Leadership	
		Pragmatic Leadership	
9	An informal form of behavior in which people go beyond what is formally expected of them to contribute to the well-being of their organization and those in it, is called _____.	Deviant organizational behaviour	
		Organisational citizenship behavior	Correct
		Whistle – blowing	
		Co-operative behavior	
10	The organization culture that is characterized by a low degree of sociability and a low degree of solidarity is called _____.	Fragmented culture	Correct
		Mercenary culture	
		Networked culture	
		Communal culture	
11	The performance appraisal method which eliminates central tendency and leniency biases is called _____.	Graphical rating method	

		Free form appraisal	
		Forced distribution method	Correct
		Critical Incident method	
12	A work experience programme where students take up a job of a regular employee in a full or a part time for a short duration to gain practical knowledge and skills is called _____.	Job Analysis	
		Internship	
		On The Job Training	
		Job Shadowing	Correct
13	A cluster of self-perceived talents, motives and values that form the nucleus of a person's occupational self-concept based on which people make career choices is called _____.	Career Counseling	
		Career Management	
		Career Anchor	Correct
		Career Graph	
14	The managerial grid which aims at understanding and modifying behavior was developed by _____.	Hertzberg	
		Blake and Mouton	Correct
		Udai Pareek	
		Peter Drucker	
15	A performance planning and measurement framework / tool that helps in measuring strategy implementation is called _____.	Performance Planning and Review Technique	
		Balanced Score Card	Correct
		PERT	
		KRAs	
16	To prevent the industrial conflicts relating to employment conditions , _____ are formulated.	Standard Operating Procedures	
		Job description	

		Standing Orders	Correct
		Industrial Tribunals	
17	The merger in which the buying company retains its stock in the post-merger time frame and the purchased company's stock is retired, is called _____.	Consolidation	
		Triangular Merger	
		Reverse Merger	
		Forward Merger	Correct
18	Which of the following is NOT a non-marketable financial asset ?	National Savings Certificate	
		Company Deposits	
		Employee Provident Fund Scheme	
		Equity Shares	Correct
19	_____ helps in assessing the risk arising from the use of debt capital .	Leverage Ratios	Correct
		Liquidity Ratios	
		Turnover Ratios	
		Valuation Ratios	
20	Which of the following conditions do NOT relate to a PERFECT CAPITAL MARKET ?	Divisibility of Financial Assets	
		Tax and Information Asymmetries	Correct
		Large number of buyers & sellers	
		Absence of Transaction Cost	
21	The compilation and dissemination of credit information covering data on defaults of the financial system has been undertaken by _____.	RBI	
		Nationalised Banks	
		CIBIL	Correct

		CAG	
22	_____ undertakes inspection of RRBs, StCBs and CCBs.	NABARD	Correct
		EXIM	
		SIDBI	
		IDFC	
23	As the number of observations and classes increases, the shape of a frequency polygon _____.	Tends to become increasingly smooth	Correct
		Tends to become jagged	
		Stays the same	
		Varies only if the data becomes more reliable	
24	When calculating the average rate of debt expansion for a company, the correct Mean to use is the _____.	Arithmetic Mean	
		Weighted Mean	
		Geometric Mean	Correct
		Either Arithmetic Mean or Weighted Mean above	
25	A binomial distribution may be approximated by a Poisson distribution if _____.	n is large and p is small	
		n is small and p is large	
		n is small and p is small	
		None of these	Correct
26	A border patrol check point that stops every passenger van is using _____.	Simple random sampling	
		Systematic sampling	
		Stratified sampling	
		Complete enumeration	Correct

27	A major automobile manufacturer has had to recall several models from its 1993 line due to quality control problems that were not discovered with its random final inspection procedure . This is an example of _____.	Type I Error	
		Type II Error	Correct
		Both Type I and Type II Error	
		Neither type of Error	
28	The value of r square for a particular situation is 0.49. What is the coefficient of correlation ?	0.49	
		0.7	
		0.07	
		Cannot be determined from information given	Correct
29	Which of the following terms do not belong with the others ?	Ishikawa Diagram	
		Pareto Diagram	Correct
		Fishbone Diagram	
		Cause and Effect Diagram	
30	Which Control Chart patterns indicate that the process is out of control ?	Decreasing trends	
		Cycles	
		Hugging the Center line	
		All of these	Correct
31	The Taguchi method includes all EXCEPT which of the following major concepts ?	Employee involvement	Correct
		Remove the effects of adverse conditions	
		Quality loss function	
		Target specifications	
32	A process oriented layout _____.	Groups workers to provide for movement of information	

		Addresses the layout requirements of large bulky projects like ships / buildings.	
		Seeks the best machine utilization in continuous production	
		Deals with low volume, High variety production	Correct
33	Which of the following is NOT true ?	Manager is a job provider	Correct
		Entrepreneur is an employer	
		An entrepreneur assumes more risk	
		An entrepreneur creates wealth	
34	The following is important for improving the performance of family business :	Shared vision	
		Professionalism	
		Promoting family values across the organization	
		All of these	Correct
35	When a wealthy individual who invests in entrepreneurial firms usually during start ups and takes equity in return, it is called :	Debt financing	
		Equity financing	
		Angel investing	Correct
		None of these	
36	Serving a narrowly defined customer group which seeks a distinctive mix of benefits is called _____.	Direct marketing	
		Social marketing	
		Niche marketing	Correct
		Ambush marketing	
37	Which of the following CANNOT be said to be contribute to the organic growth of any organization ?	Diversification	

		Strategic Alliance	Correct
		Expansion	
		Modernization	
38	Personal selling makes use of interpersonal communication whereas advertising, sales promotion and public relations are _____ techniques.	Integrated communication	
		Social communication	
		Business communication	
		Mass communication	Correct
39	When an existing Brand Name is extended to a product of different category, it is called _____.	Line extension	
		Brand overlap	
		Brand extension	Correct
		Brand Identity	
40	The term used for spotting, from among the public, individuals with adequate means for buying the product and also having the need of the product, is called _____.	Consumer Panel	
		Primary Data Collection	
		Consumer Audit	
		Prospecting	Correct
41	India is a party (member) to which of the following Trade Agreements ?	CAFTA	
		SAFTA	Correct
		EFTA	
		GAFTA	
42	FDIs influence growth by _____.	Contributing to the volume of investment	Correct
		Country's money flowing out	

		Inviting foreign nationals to India	
		None of these	
43	The statement meant to inform insiders and outsiders of what the company stands for – its purpose , image & character and also its unique aim that differentiates it from similar organizations , is known as _____.	Vision Statement	
		Policy Statement	
		Mission Statement	Correct
		Marketing Statement	
44	HRM and Technology Development are _____ in the Value Chain Display of an organization .	Primary activities	
		Support activities	Correct
		Outsourcing activities	
		Economic activities	
45	The strategy which relates to a particular S.B.U. and invites the strategic initiatives of functional departments within the S.B.U. is known as _____.	Business strategy	Correct
		Corporate strategy	
		Functional strategy	
		Operational strategy	
46	Which of the following components is not a part of the McKinsey 7 – S framework of organizational activity ?	Strategy	
		Structure	
		Style	
		Service	Correct
47	Which of the following is NOT a non-tariff barrier ?	Anti Dumping	
		Subsidies and Counter vailing duties	
		Taxes levied on exports	Correct

		Safeguards	
48	With regard to Corporate Governance , what does CAPM stand for :	Collective Assessment of Performance of Corporate	
		Critical Assessment of Performance of Corporate	
		Critical Audit for Performance Monitoring	
		Capital Asset Pricing Model	Correct
49	A shipping document issued to the exporting firm or it's bank by a common carrier that transports the goods is called _____.	Bill of Lading	Correct
		Letter of Credit	
		Draft	
		None of these	
50	In the context of Manpower Planning, TCN stands for :	Third Country Nationals	Correct
		Tertiary Circle of Nations	
		Territorial Country Nationals	
		Total Count of Nationals	
51	A detailed description of the methodology of research is included in,	Conference paper	
		Thesis	Correct
		Article	
		Journal paper	
52	Research ethics include,	Honesty	Correct
		Accuracy	
		Data collection method	

		None of these	
53	The purpose of the bibliography in a report is:	Useful for extended research	
		Provides authenticity to report	
		Helpful in looking different perspectives of research	
		All of these	Correct
54	Questionnaires that offer the flexibility to respondent to answer in their own words is called,	Open –ended questions	Correct
		Schedule	
		Closed ended questions	
		Combined questionnaire	
55	The observer is a part of the phenomena or group which is observed and he acts as both an observer and a participant is called,	Participant observation	Correct
		Sampling	
		Coding	
		Direct observation	
56	Data entails measurement in which numbers are used directly to represent properties of things are:	Primary data	
		Qualitative data	
		Secondary data	
		Quantitative data	Correct
57	Description of things made without assigning numeric value is called,	Secondary data	
		Qualitative data	Correct
		Primary data	
		Quantitative data	
58	Which one of these is called territorial data?	Resources endowment	Correct

		Ownership	
		Age	
		Gender	
59	Which of the following is not covered under Intellectual Property Rights?	Copyrights	
		Patents	
		Trade marks	
		Thesaurus	Correct
60	An appropriate source to find out descriptive information is.....	Bibliography	
		Directory	
		Encyclopedia	Correct
		Dictionary	
61	In the process of conducting research 'Formulation of Hypothesis' is followed by,	Statement of Objectives	
		Analysis of Data	
		Selection of Research Tools	Correct
		Collection of Data	
62	A reasoning where we start with certain particular statements and conclude with a universal statement is called,	Deductive Reasoning	
		Inductive Reasoning	Correct
		Abnormal Reasoning	
		Transcendental Reasoning	
63	Which of the following is the first step in starting the research process?	Searching sources of information to locate problem	
		Survey of related literature	
		Identification of problem	Correct

		Searching for solutions to the problem	
64	In relations to research related data, Mean, Median and Mode are:	Measures of deviation	
		Measures of error	
		Ways of sampling	
		None of these	Correct
65	M is the son of Q. N is M's sister and she has a daughter R and a son E. Y is maternal aunt of R. How is Y related to N? If N has only one brother.	Brother in law	
		Sister	
		Mother	
		Sister in law	Correct
66	Find the missing term in the given number series. 5, 25, 7, , 9, 19	28	
		27	
		22	Correct
		23	
67	Find the missing term in the given number series. 5, 11, 21, 35,	53	Correct
		55	
		57	
		63	
68	Find the missing term in the given number series. 1, 10, 25, 46,	83	
		73	Correct
		77	

		86	
69	Find the missing term in the given number series. 62, 64, , 32, 14, 16	28	
		27	
		30	Correct
		32	
70	Find the missing term in the given number series. 2, 10, 30, , 130	66	
		86	
		78	
		68	Correct
71	Find the missing term in the given alphabet series. ACG, DGL, GKQ,	MPY	
		JOV	Correct
		LOS	
		IMV	
72	Sampling which provides for a known non zero chance of selection is:	Probability sampling	Correct
		Non-probability sampling	
		Multiple choice	
		Analysis	
73	Failure to acknowledge the borrowed material (Take and use of others material as one's own) is called,	Acknowledgement	
		Plagiarism	Correct
		Foot-note	
		Citation	
74	A short summary of Technical Report is called,	Abstract	Correct

		Publication	
		Article	
		Guide	
75	When a hypothesis is stated negatively it is called,	Relational hypothesis	
		Null hypothesis	Correct
		Situational hypothesis	
		Casual hypothesis	
76	Concepts which cannot be given operational definitions are concepts.	Verbal	
		Oral	
		Hypothetical	Correct
		Operational	
77 is a way to systematically solve the research problem.	Technique	
		Operations	
		Research methodology	Correct
		Research Process	
78	“A system of systematically interrelated concepts definitions and propositions that are advanced to explain and predict phenomena” is known as,	Facts	
		Theory	Correct
		Values	
		Generalization	
79	“Empirically verifiable observation” is:	Fact	Correct
		Theory	

		Value	
		Statement	
80	Research undertaken for knowledge sake is:	Pure research	Correct
		Action research	
		Pilot study	
		Survey	
81	Scientific method is committed to,	Neutrality	
		Ethics	
		Proposition	
		Objectivity	Correct
82	Basing conclusions without any bias and value judgment is,	Facts	
		Specificity	
		Values	
		Objectivity	Correct
83	Facts or information's are analyzed and critical evaluation is made in,	Survey	
		Action Research	
		Analytical research	Correct
		Pilot study	
84	Motivation Research is a type of research	Quantitative	
		Qualitative	Correct
		Pure	
		Applied	
85	A research which follows case study method is called,	Clinical or diagnostic	Correct

		Casual	
		Analytical	
		Qualitative	
86	Identifying causes of a problem and possible solution to a problem is,	Field study	
		Diagnostic study	Correct
		Action study	
		Pilot study	
87	Which of the following is an example of primary data?	Book	
		Journal	
		Newspaper	Correct
		Census report	
88	Which of the following is a funding agency for sponsored research projects?	RBI	
		DST	Correct
		All nationalized banks	
		PTI	
89	Converting a question into a Researchable problem is called	Solution	
		Examination	
		Problem formulation	Correct
		Problem solving	
90	The formulated problem should have,	Originality	Correct
		Values	
		Coherence	

		Facts	
91	A is an abstraction formed by generalization from particulars.	Hypothesis	
		Variable	
		Concept	Correct
		Facts	
92	Concepts are of Research.	Guide	
		Tools	Correct
		Methods	
		Variables	
93	Analogies are sources of	Data	
		Concept	
		Research	
		Hypothesis	Correct
94	Propositions which describe the characteristics are Hypothesis.	Descriptive	Correct
		Imaginative	
		Relational	
		Variable	
95	A Hypothesis contributes to the development of	Theory	Correct
		Generalization	
		Evolution	
		Concept	
96	The chief merit of survey is,	Adaptability	

		Sensibility	
		Connectivity	
		Versatility	Correct
97	The final stage of a survey is	Calculation	
		Field work	
		Assignment	
		Reporting	Correct
98	The Report submitted when there is a time lag between data collection and presentation of Result is called,	Thesis	
		Interim report	Correct
		Summary report	
		Article	
99 is called publication in a Research journal.	Guide	
		Popular report	
		Research article	Correct
		Format	
100	Bibliography generally includes,	Foot note	
		Quotations	
		List of books referred	Correct
		Biography	